



### Workshop on M-Banking/Commerce Post-Workshop Report

NUST-SEECs arranged a workshop on mobile banking on 12 October 2010. Along with the students many professionals attended the workshop. Participants highly appreciated NUST-SEECs efforts in organizing the workshop and commented that the workshop was much needed to bring all the people from different domains together to find a way out to improve the m-banking conditions in the country. NSN also showed interest in collaborating with NUST-SEECs on different projects.

At the beginning of the workshop the chief guest **Mr Qasim Sheikh** (Director Innovation and Entrepreneurship at NUST) shared some great ideas. He emphasized that the m-banking sector needs to focus on more than 90 percent of the unbanked population of Pakistan. He quoted the example of Engro Foods mechanism of payment to its "Gawalas".

First Presentation of the day was delivered by **Mr Yasir Tariq** (CW Co-operative Development). He discussed the Islamic financial system. He explained the importance of microfinance, the concepts of Riba, and compared different conventional modes of finances with Islamic modes.

Then **Mr. Nauman Sheikh** (CTO, Credit Chex) delivered a presentation on AML & m-banking. He explained the history and main concept of money laundering, common ways of how people are doing it. He emphasized that there is no straight forward way of stopping it but based on his experience he did share some very useful techniques to stop money laundering.

After the tea break **Mr. Akhtar Javed** (Additional Director, Banking Policy and Regulation Department State Bank of Pakistan) delivered a presentation on the regulatory framework for m-banking. He explained the concept of branchless banking models. Further he discussed the models implemented in Pakistan, the challenges faced and the market response.

**Mr. Abbas Ali Khan** (Senior Partner at Abacus Consulting) delivered a presentation on technology for mBanking/Commerce. He shared some very interesting facts and case studies on m-banking.

After the lunch break **Mr. Sead Muftic** (President & CEO SETECS Inc.) delivered a presentation through skype on mBanking Trends, Examples, Capabilities, Business options, Global deployments. He discussed his system SAFE (Secure Applications for Financial environments), which is deployed in different countries. He discussed full implementation model of SAFE for Pakistan.



**Mr S.M.Furqan** (Project Coordinator SETECS Inc) continued Mr Muftic's talk and explained the SAFE system and its comparison with other m-banking services available all over the world.

**Mr Osama Amin** (Product Manager – Mobile Financial Services – Mobilink) discussed mobilink's Contribution towards the m-banking of Pakistan. He explained the MMO (Mobile money order ) service of Moblink. He discussed the challenges faced in this domain and also shared future plans of the company in this domain.

**Mr. Obaid Saleem** (Business Consulting MEA-Nokia- Siemens) explained the difference of m-banking and m-payments. He shared different surveys that NSN had conducted in Pakistan and shared his views on the current m-banking conditions in the country.

In the end Dr Awais Shibli thanked all the participants and presented souvenirs to the guests.



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