



**COMMUNICATIONS  
NETWORK INTERNATIONAL**

# COMPANY PROFILE

## CONTACTS

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## Company

Communication Network International - CNI is a communication & information technology consultant-cum-trainer group, engaged in provision of management consultancy services in the field of Communications Engineering, Satellite Communication Management & ITU Regulatory Affairs, Information Technology Management and Networking to corporate and industrial sectors throughout Pakistan and UK. We have our offices at Islamabad (Pakistan) and Doha (Qatar).

Our approach towards solutions is customer-oriented. We ensure that the requirements for services, operation and control of our valued customers are actually translated into product development programs. We provide cost-effective solutions, and endeavor timely implementation & delivery of our services to the market.

We have the experience of developing and implementing communication strategies and establishing communication systems, at nation-wide level with the help of our team, which has on the average 20 years of working experience in the field of **satellite communications, satellite interference analysis & frequency coordination, avionics & radar systems, cryptology, software development, telecommunication systems including payphones, networking & ISPs, and CCTV surveillance & security systems.**

In addition, we also have the expertise in ICT market research & analysis, business promotion, developing business ventures and provision of follow-up services. Our team can assist clients in the user requirements definition, market gap research, system/network design, contract negotiations/ collaboration/ proposals/ presentations, and communication system management.

In short, we have the expertise of providing all range of services, from conceptualization to realization of any communication project, may it be in the field of satellite communication, telecommunication, internetworking or software development, and related technologies.

**CNI** is committed to use all of its resources - financial and human – in an optimal manner to provide above mentioned services and will endeavor to undertake experimentation and innovation, in a planned and deliberate way, to keep pace with dynamic market requirements.

With multi-disciplined professional team at its disposal, **CNI** is a formidable force which is currently providing following consulting/ business solutions to its clients:

- ❖ EPC Contracts/ Project Management in Satellite Communication and other C&E Projects
- ❖ Satellite Frequency Interference Analysis & Frequency Coordination Strategies
- ❖ Development of C & N Notices & filings on behalf of client satellite admins/ operators
- ❖ Meeting ITU Satellite Frequency Regulatory Requirements
- ❖ Market Demand Analysis of ICT Technologies
- ❖ Promotion of Freq Coordination Software Tools (Visualyse of Transfinite UK)
- ❖ Internet Service Provider (ISP) solutions
- ❖ Computer & Networking solutions
- ❖ Software Development Projects and Software Quality Assurance (SQA)

**CNI** currently has following **international affiliates**:

- ❖ **Transfinite Systems Ltd., UK** (for Satellite Frequency Coordination & ITU Regulatory Affairs)
- ❖ **TransJordan for Communication Services. Ltd. (alo)** (for Communication Feasibility services)
- ❖ **OIC Networks Sdn BHD Malaysia** (for ICT & Networking solutions)
- ❖ **Helmet Mauell GmbH Germany** (for Command & Control Stations /Video Walls)



# Mission

## Business Philosophy

**CNI** is a team equipped with the latest information technologies to help corporate sector achieve their information system goals and provide its clients with technology solutions that meet their business needs.

Our mission is to continually improve our products and services to enable the organizational planning, control and operational functions to be carried out effectively. This allows us to prosper as a staff will lead you through the entire development process from gathering the initial requirements, through the installation and any maintenance of the product. We strive to provide you with the highest quality software, on time and within budget.

## An Entrepreneurial Spirit

We focus on long-term relationships with staff that is reflected through competency and creativity. To remain in the forefront of today's technology, our software analysts constantly seek innovation. We seek competitive excellence and growth by giving employees the freedom to develop business related to their professional interests. Those who take initiative, and think and act like owners, thrive in our environment. We continue to foster this entrepreneurial spirit.

As our business becomes more diverse, widely distributed and cost-competitive, we accommodate this spirit within an organization that adapts readily to the market place. We want to maintain our traditional small-company flexibility whenever possible and, at the same time facilitate the creation of crosscutting teams to support larger customer efforts.

CNI success for over a decade has resulted from outstanding people and adherence to fundamental values. Examining our mission and values in the light of changing business conditions and rededicating ourselves to them are essential in achieving future success.

## The highest Standards of Ethical Behavior and Professional Integrity

We are a company, and our employees as individuals, commit to and are accountable for upholding the highest standards of ethical behavior and professional integrity. We create an ethical working environment in which customers and employees are treated with fairness and respect.

Our customers demand this as matter of principle. Our employees expect it as an essential part of a productive workplace. As our business becomes more information-intensive, we accept a special ethical responsibility to protect the private, privileged and proprietary data of our customers.

Our reputation for excellence has been earned by people of exceptional creativity, expertise, and determination, working closely with our customers and each other. Staffing for excellence will continue to be the foundation of our success.

You can learn more about CNI by visiting [cnisolutions.net](http://cnisolutions.net)



## Quality Policy

**CNI** is a quality-conscious business organization – pursuing national leadership in IT consulting, management and training. It is a company which is built upon foundation of values, to help its clients change to be more efficient and successful. That is why we claim that:

**“We deliver solutions ON TIME, every time  
that match or EXCEED our customer expectations”**

Our quality policy is based on the following fundamental principles.

- We improve quality by focusing on defect prevention through continuous process evaluation.
- We create working environment that unleashes creative power of the employees and foster high productivity and innovations.
- We provide training to employees, in required technology that enhances productivity, awareness and sharpens skills in individuals.
- We promote high ethical standards in all employees that would enable them to imbibe the value of honesty, integrity and reliability.
- We recognize that measurement of quality is the sum of non-conformity and subsequent cost of getting it right.
- We promote a **quality-in-all-we-do** philosophy with individual dedication and commitment to continuous improvement.

### Our Primary Goals

Consistent with our quality policy, the primary goal of **CNI** is to achieve superior customer satisfaction, through application of adequate quality assurance and quality control tools. We are committed to the implementation of supporting managerial and operating procedures, to realize that goal. A positive commitment to quality, and a quick and effective response to achieve the performance standard, is required.

At **CNI**, quality improvement is tackled and followed up in a systematic and planned manner, and quality procedures are followed at every defined step in a project following Process Approach (as defined in Deming’s PDCA model of Total Quality Management).



## CNI Quality Management System

This section scope contains the broad policies of the company, considering various aspects of quality.

### **Quality Management System - General**

The quality management system is an integrated process throughout the life cycle. This ensures that quality is a part of the development processes, rather than being discovered at the end of the process. We believe in prevention of problem rather than depending on correction, after occurrence.

All the quality management system elements, requirements and provisions are clearly documented.

### **Quality Plans**

A quality plan is made to implement quality activities for each software development project, based on our defined quality management system. It ensures functional deployment of quality characteristics into the organizational project management/ development processes, in such a way that it produces results commensurating to the voice of the customers and their requirements. We believe in preventing problems rather than depending on corrections after occurrence. It is ensured that all our processes are understood and observed in the organization.

### **Quality Assurance & Controls**

Deliverables are reviewed before delivery against stated/ implied requirements by the authorized personnel for accuracy, compactness and cost effectiveness. If any defects or other quality issues are found lacking, then the respective Project Manager is informed. A non-conformance report may be raised to highlight the non-conformities observed.

### **Internal Quality Management System Audits**

A planned and documented system of internal quality audits is carried out to verify whether quality activities comply with planned arrangements and determine the effectiveness of the quality system. Audits are scheduled on the basis of the status and importance of activities. Audits and follow up action is carried out in accordance with documented procedures. The audit results are documented and brought to the attention of the personnel having responsibility in the area audited. The management personnel responsible for the area, takes timely corrective action on the deficiencies found during audit.

### **Quality Reports**

Inspection of the deliverables is done by the authorized personnel before delivery. If any defects or other quality issues are found lacking, then the Project Manager is informed. A non-conformance report may be created to highlight the non-conformities observed.

### **Management Reviews & Continual Improvement**

On annual basis, the management reviews the results of the audits, non-conformances, and overall performance to assess satisfaction of organizational goals/ objectives and established requirements.



## The Way CNI Works

**Communication Network International – CNI** provides Innovative Solutions in the fields of Communication and Information Technology. It takes a structured business approach to communication and networking requirements starting with thorough understanding of the clients needs, and as such provide, **complete turn key solution** to our customer, keeping in mind the clients available resources. We endeavor for complete **Customer Satisfaction** by delivering optimum solutions keeping cost, quality and time, in perspective.

Our professionals carry out in-depth study of our client's Current System requirements, which follow the initial analysis phase and an initial prototype of the system, which is presented to final work on the system. The complete design work is divided into different modules, and at each stage, our customer's approval is sought till the completion of the project. Once the application/site is complete, it is thoroughly tested at new test environment, and after it passes this phase, it is implemented as an alternate solution.

The next step involves training of personnel of our clients if required, till the handing over of new application to the customer. We guarantee our work and if bugs and problems are discovered in the application, we fix them without any charge. We also offer our support services and help in enhancement or modification of our client's system at later stage.

**CNI** follows international standards and techniques, in order to reduce service lag time and enhance the efficiency and trouble-free working environment. Furthermore, we also make effort to acquaint our clients, with new techniques and technologies, to enhance the management capabilities and open up new realms for expansion and profitability.

### Benefits of working with CNI

The **first** benefit of such a service is that of an opportunity for a client and a professional to understand each other better after having work together for some time.

The **second** benefit is that you do not have to insure your employee and pay taxes.

The **third** benefit is that engaging such employee does not require providing any equipment, specialized software etc.

The **fourth** benefit is that the new professional does not need working space.



## Core Capabilities

### Project Management Consulting

We have a very strong team of engineers who have more than 20 years of very rich and extensive experience of managing multi-million dollar communication engineering projects at the international level. **Project Management encompasses all phases of project phases including contracts development/ negotiation/ definitization, contractors/ consultant evaluation & selection, procurement management, contracts/ project monitoring, and programme reviews.** Our sister company **The House of Quality** is a nationally recognized Quality Management consulting/ training firm having served 150 corporate organizations/ companies throughout Pakistan and Bangladesh.

### Satellite Communication Engineering Consulting

Our engineers are providing international consulting in all aspects of communication engineering disciplines including telecommunications and satellite communications. We also represent products and services of Transfinite Systems Ltd UK in this region and closely working with the Government of Pakistan (SUPARCO and FAB) in realization of their Paksat project goals.

### Customized Software Development

Our software development team offers a full range of solutions that includes:

- Analysis, design, development and implementation of specialized customized software solutions
- Testing and Verifications of Software Applications
- Facility management services, including database planning, creation, management, validation and electronic transmission
- Software implementation and post-implementation service and support.
- User training at the client's end and IT skill development

### AI Modeling Solutions

**CNI** has its own expertise in developing **AI Models & Simulation Studio** that is engaged in highly professional 3D modeling and simulation for client specific requirements/ applications. We have highly qualified Content Creator/ UX Developers and Artists well versed in related tools and technologies like Visual C++, Python, OpenGL, QT, DirectX, 3D Studio Max, Maya.

We have our own **Gaming Engine** under development that sits at the core of our Simulation Applications. **CNI** has initiated a project: "**High Resolution, HLA compliant Man-in-loop Active Field Operations Simulation**" for a client. It is a distributed networked based decision support system for planners and analysts to make effective decision about three various scenarios i.e. Land, Air or Sea. It is a man-in-loop simulation that is HLA compliant and runs over networked environment using RTI. The Gaming Engine of this product is under development.

### Data Care & Cyber Security Management

Security of data in any organization is very vital for its sustenance and peak performance. We provide both pre-disaster security solutions and also post-disaster data recovery solutions.

### Call Center Management Consulting

We have the experience of establishing and managing successful operations of call center facilities outsourced services in Air Travel Ticketing Management and provide similar services in the field of:

- Remote Troubleshooting & Testing Services
- Customer complaint services.
- Airport services
- Financial services



## Projects & Consulting Experience

**CNI** is engaged in domestic activity as well as rendering services in international market. Owing to our quality work in the last five years our clients like SUPARCO and FAB have posed confidence in us while placing repeat orders for satellite communication and software tools.

In order to improve the effectiveness of our projects we have adopted quality standards and our products are based on innovative designs made by our competent consultants/ specialists.

Thus **CNI** has a wide collection of sources and multifunctional components which are already proven in a number of commercial projects. All these components allow us to realize the clients' needs with higher quality in a shorter time with reduced expenditure.

### ○ **Project Contract & Procurement Management:**

Our Project Team has long term experience of managing contracts of aviation systems in Saudia Arabia:

- Contract Development for Induction of Airborne System
- Technical Specifications Preparation of Avionics and allied airport systems
- Technical Evaluation of Equipment & Selection of Contractors/ Consultants
- Project Management for Procurement/ Installation of Communication Systems and Services incl Telecom, Radio Communication, Networking, Security Facilities at Air Bases
- Contract Negotiations for Follow-on Support and Programme Management

Conducted Technical Evaluation Studies of following C&E systems in local air defence environment:

- ❖ Satellite Communication Systems including VSATs
- ❖ Telecommunication Systems including EPABXs, Networking and Paging System
- ❖ Infra-Red and Electro-Optical Systems
- ❖ Encryption Devices and Electronic Security System incl CCTV Systems
- ❖ Information Technology Systems including LANs and WANs
- ❖ Work Stations & Computers

### ○ **Satellite Interference Analysis & Frequency Coordination for Paksat systems**

**Client: SUPARCO & Paksat**

**Total Project Value US\$ 650,000**

**CNI** has developed insight into the GoP satellite communication requirements and providing best services to realize its national goals and objectives.

**CNI** in partnership with **Transfinite Systems Ltd. UK** provided consulting to **SUPARCO** in its **Paksat-1/1R** program for 3 years in ITU Regulatory Affairs, satellite frequency interference analysis, frequency coordination and multiple training support packages for SUPARCO teams

As accredited user of Transfinite Visualyse software tools (Vis Pro and Vis GSO), **CNI** has continued to provide local support to SUPARCO and **Frequency Allocation Board** since 2005.

### ○ **Telecom Business Development & Market Studies**

**Client: TransJordan Communications**

**Project Value Rs. 1.0 Million**

**TransJordan Communications** is based in Jordan and is a leading Card Pay Phone operator and Smart-Card distributor. **CNI** provided them all the inputs regarding the Tele / Communication, Engineering, and Networking strategies that they can employ in this area, especially Pakistan

Representing **TransJordan Communications Ltd (alo)** **CNI** undertook market research and study for development /expansion of their businesses of payphone network and smart card services throughout Pakistan. On behalf of their large telecom consortium, led by **Helencia Telecom**, we also developed business strategies for acquiring/ buying out of PTCL segments after privatization and in this regard successfully negotiated business collaborations with various interested parties.

- **Computing & Networking Environment**

**Project Value Rs. 1.2 Million**

**CNI** provided complete computing & networking solution to **Center of Management & Emerging Technologies (COMET) at Rawalpindi** that included design, procurement, installation & networking of four computing labs each consisting of 20 computers. **CNI** developed the state-of-the-art networking environment for this IT institute. The institute was connected with all its workstations through LAN, and all the managerial, accounts, administrative staff, as well as the students have their own logins, to communicate with each other, with fast and efficient working.

- **CCTV and Security Solutions**

**Project Value Rs. 1.0 Million**

We are undertaking provisioning, installation and maintenance of CCTV and security systems in most of the embassies, security agencies, multi-national companies and banks throughout the country, and have collaboration with companies in UK and China in this regard.

- **Software Development & IT Infrastructure Development**

**Client: COMET****Project Value Rs. 2.0 Million**

**CNI** promoted a SW house/ training institute (**COMET Rawalpindi**) for one year and developed media campaign and e-Business/ e-commerce solutions for the promotion and marketing of COMET training programs in IT, Management and other technologies.

**CNI** developed an interactive dynamic web-site for the company, along with complete web registration to web hosting on the Internet.

**CNI** also developed a customized database for this institute with an on-line registration for students, students and instructors record, the courses being offered, and the courses due to be started, along with the payroll and duties profiles of the staff and the faculty.

**CNI** arranged seminars and events for the institute and has successfully assisted them to the entire satisfaction of the owners, in arranging exhibition stalls in IT Exhibitions held in Hotel Pearl Continental and Hotel Marriott.

From the development of brochures, flyers, designing of stationery, logo, and advertisement in the print media to the promotion on e-media like radio FM 100 with promos and commercials, **CNI** arranged a total solution in media coverage for this institute.



## Contacts

Contact us even if you didn't find service that you need here. We are always ready to satisfy the demands of our clients and to try our strength in the lines in which we do not have much experience. We are always open for any new platforms and technologies needed to develop your projects.

We welcome any person or company that is interested in long-term cooperation with us and wants to discuss mutual business relations.

For general questions and offers:

Tariq A Majid

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For consulting with leading specialist:

Zain Tariq

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# Our Capabilities ...

## Frequency Interference Analysis, Filings, Frequency Coordination and Regulatory Support for Satellite Networks

S. No.	Tasks	Typical Deliverables	Man-days	Remarks
1.	Preparation of Coordination Requests and Notifications for submission to BR in electronic format Typically for C, X, Ku and Ka Bands for the given beams in gxt format	<ol style="list-style-type: none"> <li>1. Frequency bands: 3-4</li> <li>2. Number of carriers and services: Five to Ten</li> <li>3. Number of beams: 1 each for Tx and Rx</li> <li>4. Types of earth stations: 5-10</li> <li>5. Deliverable of S.No.2 can be combined if required</li> </ol>	20-25 man-days for one filing	Addition of bands and other parameters require additional efforts. Therefore, extra mandays would be needed or even reduced based on actual requirements other than shown for the standard filings.
2.	Preparation and digitization of satellite beams in electronic (GIMS) format	<ol style="list-style-type: none"> <li>1. Beam/service area diagrams in the gxt format.</li> <li>2. AG/GSO gain diagrams in gxt format</li> </ol>	10-30 man-days	Efforts required for the task depends on the complexity of the coverage area diagrams and satellite footprints on earth surface. Isolation of problematic areas from closely separated satellites could also be catered for using manual techniques.
3.	Compatibility Analysis	<ol style="list-style-type: none"> <li>1. DeltaT/T analysis with respect to other systems available in the ITU databases and determination of coordination requirements.</li> <li>2. C/I analysis</li> <li>3. Identification of critical networks.</li> <li>4. Viability of the system implementation.</li> </ol>	20-30 man-days for one network	Detailed Frequency Interference / Compatibility Analysis with critically affected satellite systems and other affected Satellite Networks (existing and emerging)
4.	Continuous Technical Support	Technical proposals and responses to the proposals received from other administrations and satellite operators, after filing of the APIs and coordination request (CR).	Depends on no of responses Negotiable efforts	Continuous Technical support for affecting coordination with the critically affected satellite systems and other affected Satellite Networks (existing and emerging).
5.	Preparation of API and Res49	Preparation of Advance Publication Information and data as per Resolution 49 in conformity with BR requirements	10 man-days	---
6.	Compatibility analysis of a satellite network in BSS planned bands in accordance with AP30, AP30A	<ol style="list-style-type: none"> <li>1. MspaceG analysis results for BSS planned bands and feeder links</li> <li>2. Input files on basis of data provided by the operator</li> <li>3. Report on viability of the system</li> </ol>	15 - 20 man-days	---



7.	Compatibility analysis of a satellite network in FSS planned bands in accordance with AP30B	<ol style="list-style-type: none"> <li>1. MspaceG analysis results for FSS planned bands</li> <li>2. Input files on basis of data provided by the operator</li> <li>3. Report on viability of the system</li> </ol>	20 - 25 man-days	---
8.	Online support during Coordination meetings	<ol style="list-style-type: none"> <li>1. C/I analysis</li> <li>2. Propose techniques for possible mitigation of interference between satellite networks and subsequent preparation of coordination proposals</li> <li>3. Draft summary records</li> </ol>	15 – 25 man-days	<ol style="list-style-type: none"> <li>1. Efforts needed would greatly depend on the size of filings.</li> <li>2. In case, two member consultants are required to accompany the delegation, expenditure would be worked out separately.</li> </ol>
9.	IFIC (space services) analysis and appropriate response for the incoming interfering systems.	<ol style="list-style-type: none"> <li>1. Draft letter addressed to administrations and satellite operators for both planned and unplanned band coordination requests</li> <li>2. SpaceCom comments for protection of terrestrial services from space emissions.</li> </ol>	3 x 24 man-days	<p>Work is spread over a period of one year for 24 IFICs</p> <p>Copies of IFICs to be provided</p> <p>Details of terrestrial systems for protection would also be required.</p>

## Customized Software Development

Our teams have so far developed following software products to develop our client’s abilities to fully realize their potentials in developing and marketing their products and at the same time assure its quality. They consist of different models to fit the need of specific industry requirements. These also include comprehensive accounting, inventory and payroll packages complying to the Generally Accepted Accounting Principles (GAAP) and International Accounting Standards (IAS). Following are our software products:

### ❖ **Business Management System (BMS)**

This windows based system is meant for small to medium sized businesses with the inventory management, on-line client inquiry & order system for company’s products / services, marketing profiles, performance analysis & business planning, coupled with accounting and personnel management packages. This system is also integrated with the Electronic Accounting System and therefore becomes a powerful financial tool to manage the complete operations of the company.

### ❖ **Client Management System (CMS)**

A marketing tool especially designed for those companies who provide consulting and similar services to their clients. Keeps track of target market profiles, their interests in company products, past responses, on-going project stages, their current status, milestones and market potential. Also includes. a It comprises client records, an on-line client inquiry and registration for trainees, and instructors record, the courses being offered, and the courses due to be started, along with the payroll and duties profiles of the staff and the faculty inventory and accounting package.

### ❖ **Educational Management system (EMS)**

This is customized database software meant for educational and training institutes to fulfill all the requirements, needs and demands of the institute. The software has been developed using the latest Oracle tools, with Java in the front end. The strength of the software lies in its user friendly interface, with an on-line registration for students, students and instructors record, the courses being offered, and the courses due to be started, along with the payroll and duties profiles of the staff and faculty.



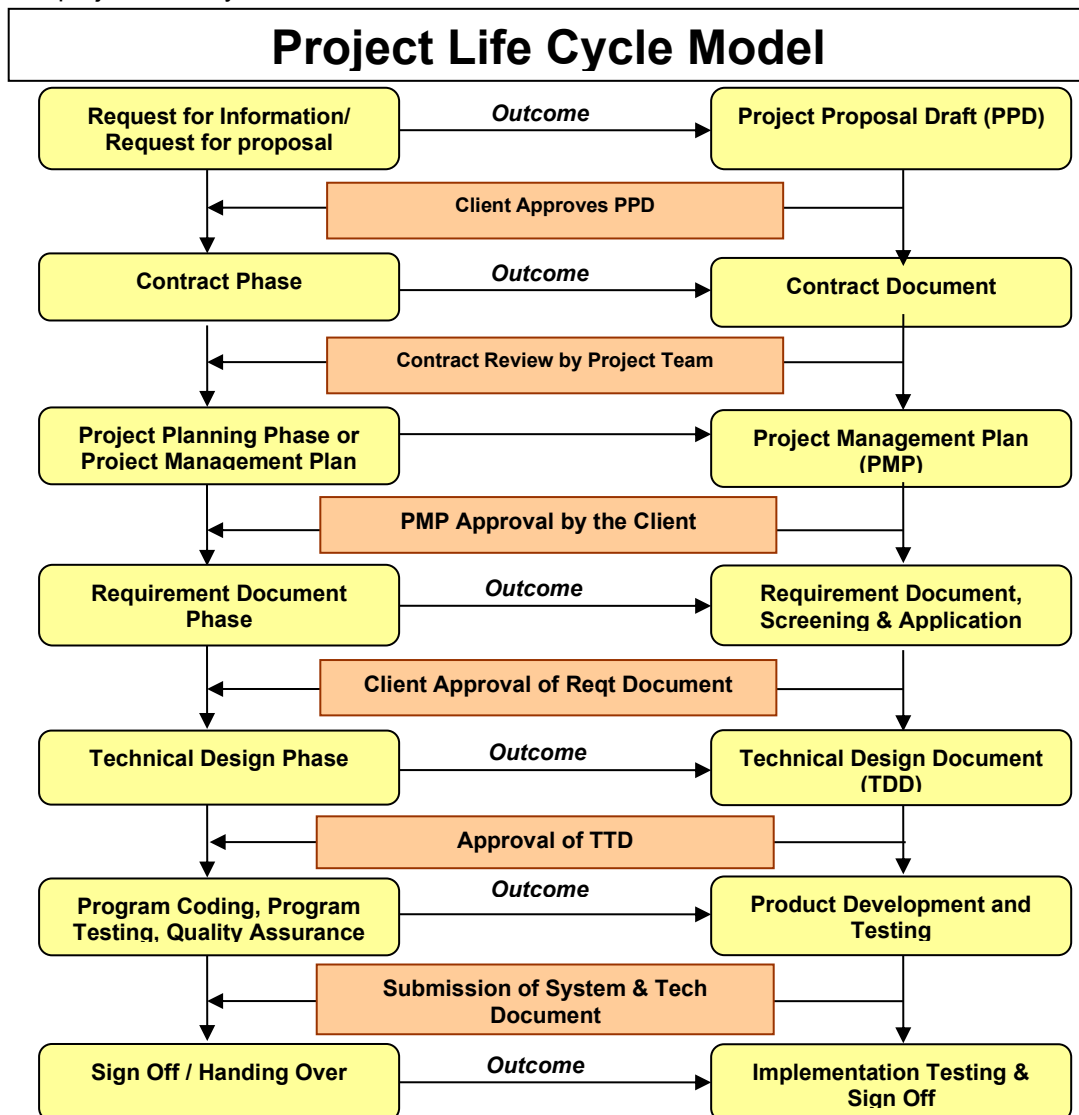
# Project Management Methodology

**CNI** has a predefined project management methodology, which ensures that the project proceeds in accordance to the **Project Development Life Cycle** of **CNI** and, that we provide high quality services, within the set deadlines.

Initially the project team is chosen according to the needs of the client. This team has a Project Manager, who acts as the one-point reference and project coordinator for **CNI**, for all communication purposes. He is made responsible for the entire scheduling, updating and evaluation of the project, throughout the life cycle. The client also identifies a person to act as the one-point reference, for all the technical and commercial areas, throughout the project time.

Prototype approval and feedback is obtained from the client at different stages. **CNI** carries out extensive quality checks, to ensure the quality of the product is in strict accordance, with our quality plans and procedures.

Our engineering team carries out implementation and testing of the product at the client site. Customer support is provided to the client, to assist in product deployment and trouble shooting, during the first 90 days after project delivery.





# Teams

## Communication Network International- CNI comprises of

- ❖ CEO & Director Business Dev  
Engr. **Tariq Abdul Majid**, B Eng (Avionics), MBA, AMIEEE, PE  
IRCA Reg QMS Lead Auditor  
Consultant for ITU Regulatory Affairs & Satellite Communications/ Frequency Coordination; Project Management, Quality Assurance and ICT Automation in SMEs and Industrial concerns
- ❖ Director Projects  
Engr. **Zain Tariq, PhD** BE Computer Engg; MS Communication Security  
Six Sigma Champion; Certified Java Expert; Certified Grid Professional  
Chief AI Architect & Consultant in Cyber Security; Expertise in AI model design, NLP pipelines, ethical AI integration; Modeling & Simulation; E-Commerce; CCTV, Automation & Networking
- ❖ Team  
**Engr. Najam Tariq**, BE Software Engg  
Certified SAFe® 6 Scrum Master  
Lead Agile Transformations; sprint planning, stakeholder alignment  
**Midhat Tariq**, B. Architecture  
Systems Architect & Spatial Strategist  
Interface architecture, modular design logic, user journey mapping  
**Zainub Tariq**, B. Computer Arts  
Creative Director & Visual Identity Lead, Branding, UI/UX design, illustrations, platform aesthetics
- ❖ Associates  
Mr. **Muhammad Nauman**, M Sc. (Computers), M Sc. (Statistics)  
Consultant in Software Engineering, Automation & Networking