

Digital Transformation for SMEs

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& Agriculture**

OIC BUSINESS INTELLIGENCE CENTRE (OBIC)

Storyline

- Brief Introduction about ICCIA
- SMEs and Digital Transformation
- Why Digital Transformation for SMEs
- How to start with the digital transformation
- Some success stories of digitalizing SMEs and the whole journey
- ICCIA Projects and Initiatives

Brief Introduction about ICCIA

Islamic Chamber of Commerce, Industry & Agriculture (ICCIA), is an affiliated Institution to the Organization of Islamic Cooperation (OIC) and represents the private sector of 57 OIC Member Countries via their Apex Chambers of Commerce

ICCIA Vision and Member Countries

Far East & America

 Malaysia
 Indonesia
 Brunei Darussalam
 Suriname
 Guyana




Observer:

 Arab
 Brazilian chamber

Central & Southern Asia

 Uzbekistan
 Kyrgyzstan
 Turkmenistan
 Tajikistan
 Kazakhstan
 Pakistan
 Afghanistan
 Bangladesh
 Azerbaijan
 Maldives
 Iran

Fertile Crescent & Europe

 Iraq
 Syria
 Lebanon
 Jordan
 Palestine
 Turkey
 Albania

Observer:
 Turkish Cyprus
 Bosnia & Herzegovina













GCC & Arabian Peninsula

 Saudi Arabia
 UAE
 Kuwait
 Qatar
 Bahrain
 Oman
 Yemen

North Africa

 Algeria
 Egypt
 Tunisia
 Libya
 Morocco
 Sudan
 Mauritania

West Africa

 Benin
 Gambia
 Guinea Bissau
 Guinea
 Niger
 Nigeria
 Mali
 Senegal
 Sierra Leone
 Cote d'Ivoire
 Burkina Faso
 Togo

East & Central Africa

 Uganda
 Djibouti
 Somalia
 Comoros
 Cameroon
 Chad
 Gabon
 Mozambique

ICCIA STRATEGY

*Expanding the role of the OIC Private
Sector in realizing the UN Sustainable
Development Goals Agenda 2030 and OIC
Program of Action 2025*



Strategic Pillars of ICCIA



We live in a VUCA World

- Vulnerability, Uncertainty, Complexity & Ambiguity

Disruption Everywhere

- Manufacturing undergoing digital transformation
- Technology bringing greater connectivity

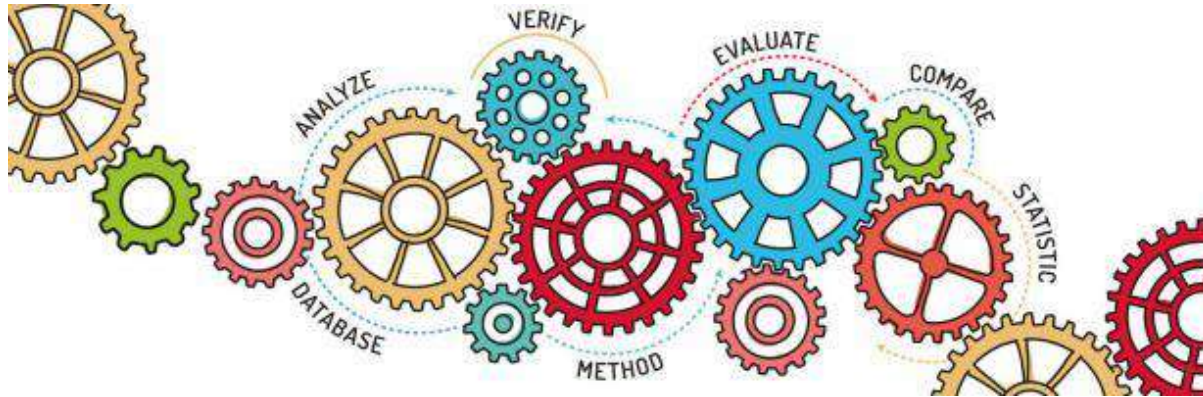
Accelerating Innovation

- Process optimization throughout the value chain
- Companies being more flexible and agile

Rapid Digitalization

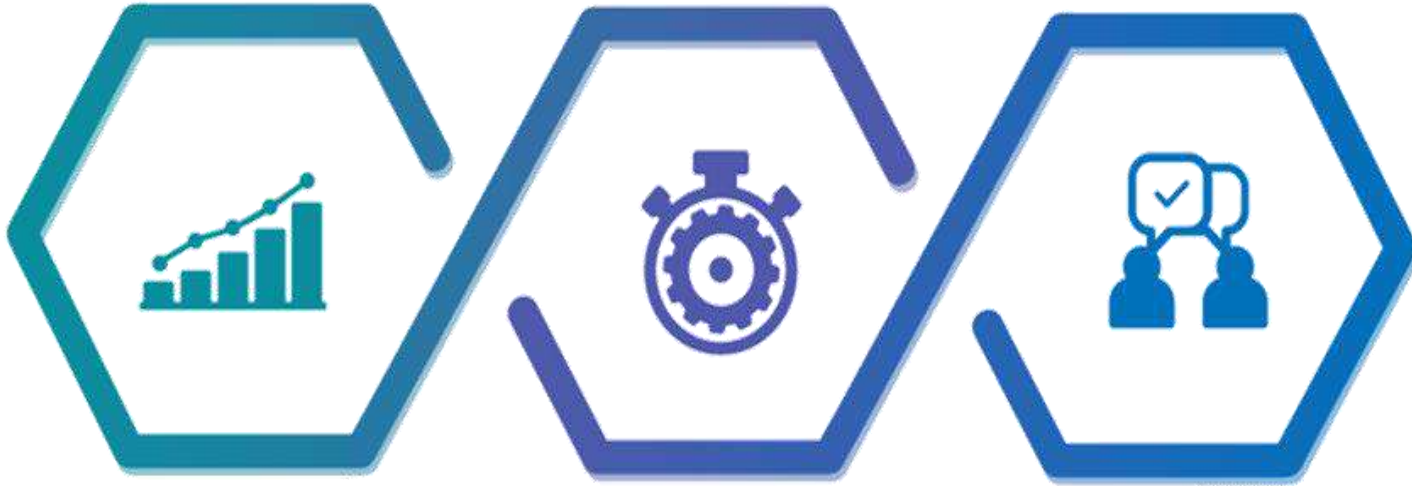
- Better-positioned for rapid future growth
- Creating enormous value to business, if used well

Information, Data, Knowledge



Proactive – Knowledge Driven Organization,

Digitalization Goals

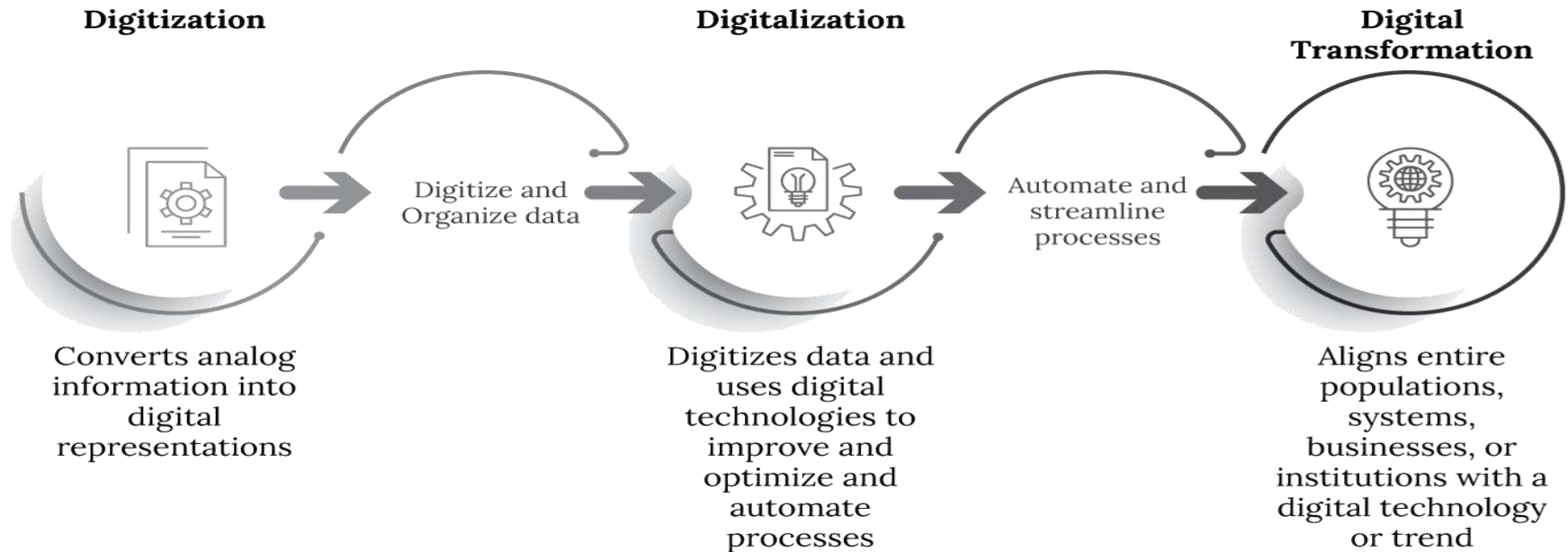


Improvement
of the product

Automation
of the processes

Simplification
of communication

Transformation Process



The role of SMEs in Economy

- Small and Medium Enterprises (SMEs) have major role in most economies, particularly in developing countries.
- SMEs create jobs & are contributors in global economic development representing about 90% of businesses & over 50% employment worldwide.
- Formal SMEs contribute up to 40% of national income (GDP) in emerging economies. Numbers are significantly higher when informal SMEs are also included.
- According to World Bank estimates, [600 million jobs](#) will be needed by 2030 to absorb the growing global workforce, which makes SME development a high priority for many governments around the world.

SMEs are instrumental in

- Leveraging exports
- Economic progression
- Contributing as ancillary industry
- Creating employment opportunities for all
- Balanced regional development
- Meeting the local and regional need of people
- Extending the opportunities to banks for giving credit
- The growth of the nations

“However SMEs are not free from *competition*”



The current state of SMEs in OIC Member Countries

- The current economic outlook of OIC Countries post COVID is NOT very good. [SESRIC - Statistical, Economic and Social Research and Training Centre for Islamic Countries](#)
- Most badly hit are SMEs.
- Majority of OIC countries are below poverty line at barely \$2/day per capita income average.
- No instrumental communication platform between various categories of SMEs across OIC countries

Challenges of SMEs

Formal Recognition of SMEs in OIC

Financing: Angel Investments and Venture Capitalism

Improving Capacity Development & Human Development Index

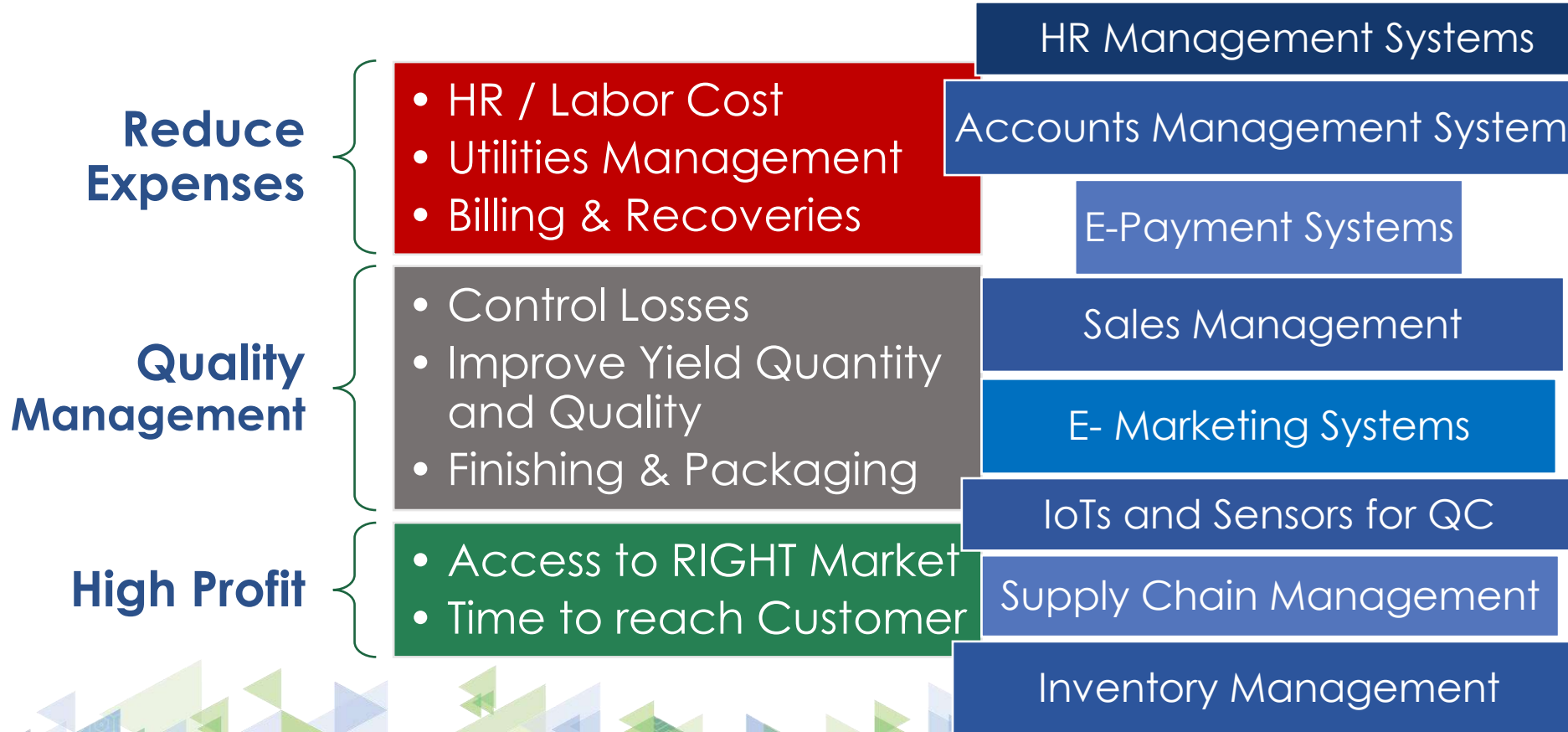
Digital Literacy, Digitization and Digital Transformation

Why Digitalization?

- Bridging Gaps
- Promoting Opportunities for Economic Growth
- Talent Farming
- Women Employment
- Community Engagement
- Employment Generation
- Improving Human Development Index
- Global Outreach



Why Digital Transformation for SMEs?



Underlying barriers in technology adoption

- Top Management Commitment for being nimble and flexible
- Technological Awareness & Change Management
- Limited interaction between technology providers and seekers
- Lack of proper Technology transfer
- Lack of hardware, network facilities and necessary infrastructure to use technology
- Access to modern technology seems expensive
- Lack of skilled manpower to use technology
- The absence of an ecosystem

The digital transformation Roadmap

PRESENCE

Website
Social Media
Presence

Know the
Market

RESOURCE PLANNING

Know the
Supply Chain
Line

Register on
known
Platforms

Align Banking
Channels

AUTOMATE

Automate
processes for
Cost
Minimization

Technology
Deployment
for Quality
improvement
and High Yield

The Process of Transformation



Where to start the Digital Transformation?

- To start with – Make the best use of open-source tools
- They are time-tested (security ensured)
- OR opt for paid, cost-effective IT solutions that fit the business requirements.
- Negotiate for IT tools and solutions that can offer the option “Pay as you Grow”.

Possibilities	What to do?	Tools	Cost	How it helps?
Online Presence	Buy domain, create website go E-Commerce	Wordpress, wix, etc.	Economical, college interns can do it	Digital presence and faster access to market
ERP	Install/Implement ERP Applications	Zoho, Localized Business ERPs	Economical and cost effective	Simplifies business process, reduces management costs
Mobile Applications	Install Mobile Application from the online store	Apps for payments, marketing and communication	Minimal costing, pay per use model	Multitasking, Keeps your communications& documents organized
Cloud-based Solutions, AI, Big Data Analytics	Cloud storage, Conversational Commerce, Chatbots, Predictive Analysis	AWS, Tableau, Power Bi, Localized Machine Learning Models	Pay per user, SAAS Model	Data analysis informed & calculated decisions, monitor & track business processes

Digitally Transforming SMEs need to

Reflect: Where do you stand today?

- Digital Enablement
- Security Risks
- Platform and Digital Processes

Restart: What can you do now?

- Digital Touchpoints
- Digital ways-of-working
- Virtual Enablement

Revitalize: How can you start to shape your future?

- Productivity Optimization
- Infrastructure Optimization
- Future Digital Opportunities

Simple Processes which can be transformed

- Human Resource Management
- Inventory Management
- Quotations and Invoicing
- Performance Tracking
- Sales and Lead Generations
- Geographical Tracking
- Financial and Inventory Ledgers Management

Recommendations for Successful Transformation

Advocate digital transformation & customer experience

Execute change within the context of an end vision

Be willing to take risks and learn from mistakes

Create or join ecosystems with partners whose capabilities complement your own

WHY?



**“Only 12% of the Fortune 500
companies from 1955 remain
Fortune 500 Companies today.”**

- American Enterprise Institute, 2015

Successful Digital Transformation Journeys

Case Study # 1 (Electronics Company)



Objectives of the product

- Track the sales and lead generations team at two different levels.
- Generate sales lead from a different medium.
- Availability of the necessary documents on a single platform
- Admin level dashboards for data analysis, with category level drill down data.
- User, Vendor, Category, Area, Product, Market segments wise reporting

Dashboard

Statistics

Updated 1 month ago

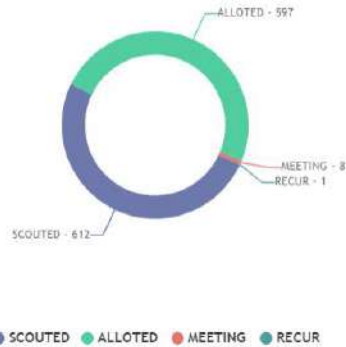
642
All Scouted
Projects

192
Commercial
Projects

186
Market
Projects

264
Residential
Projects

Scout Allotted



Scout Type

Select Type

Cities

Select City

Area

Select Area



Total City Scouts

Residential Commercial Market

- User Registration
- Setup Forms
- Referral Locations
- Scouted Projects
- Matched SOP
- Unmatched SOP
- Allot Un-matched ...
- Meeting Status Do...
- Reports
- Scout Users Data
- Log Maintaining
- User Tracking
- SOP Creation
- Notification

Dashboard

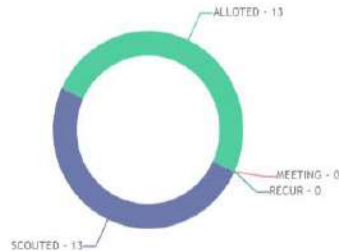
642
All Scouted
Projects

192
Commercial
Projects

186
Market
Projects

264
Residential
Projects

Scout Allotted (Area)



CanvasJS Trial



Scout Type

Residential

Cities

Karachi

Area

Gulshan-e-Iqbal

14

Total City Scouts

Residential	Commercial	Market
8	0	6

Dashboards

User Registration

Setup Forms

Referral Locations

Scouted Projects

Matched SOP

Unmatched SOP

Allot Un-matched ...

Meeting Status Do...

Reports

Scout Users Data

Log Maintaining

User Tracking

SOP Creation

Notification

EMPLOYEE NAME	RESIDENTIAL	COMMERCIAL	MARKET	TOTAL
Nixon Rehmat	0	0	79	79
Naqqash Wahid	12	4	46	62
MATZ SOLUTIONS	25	3	2	30
Muhammad Sadiq TCC	19	10	0	29
Muhammad Sadiq	2	1	26	29
Yasir Ali	11	10	5	26
Admin PowerHouse	20	3	2	25
Hassan Abbas	17	8	0	25
Zubair Sheikh	0	24	0	24
Anas Anas Nayyar Aleem	10	8	4	22
Syed Zain Ali	17	3	0	20
Owais Qasier Zaidi	6	13	0	19
Muhammad Muneeb Ur Rehman	15	0	0	15



User Tracking

Dashboards

User Registration

Setup Forms

Referral Locations

Scouted Projects

Matched SOP

Unmatched SOP

Allot Un-matched S...

Meeting Status Do...

Reports

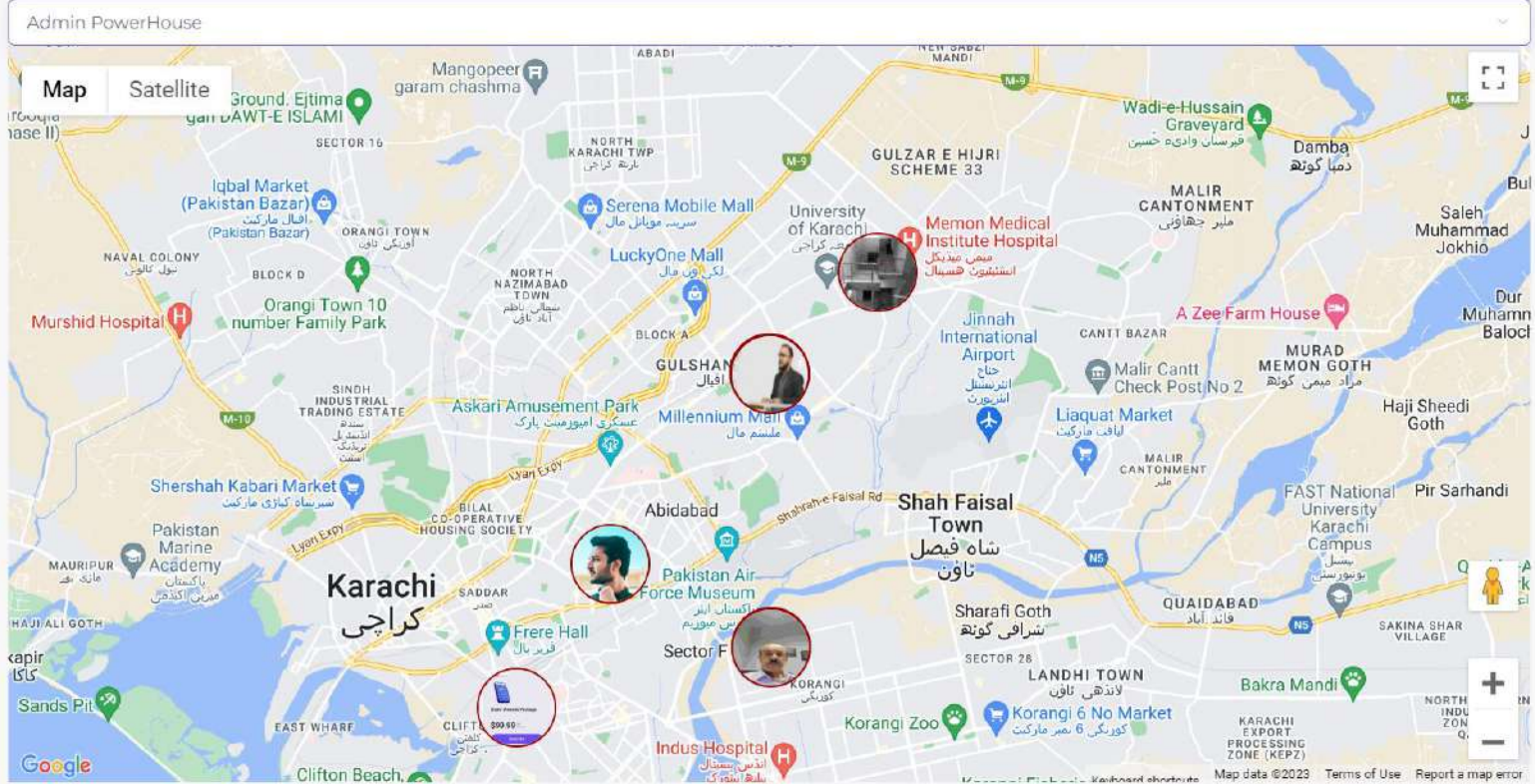
Scout Users Data

Log Maintaining

User Tracking

SOP Creation

Notification



User Tracking



admin@powerhouse.com

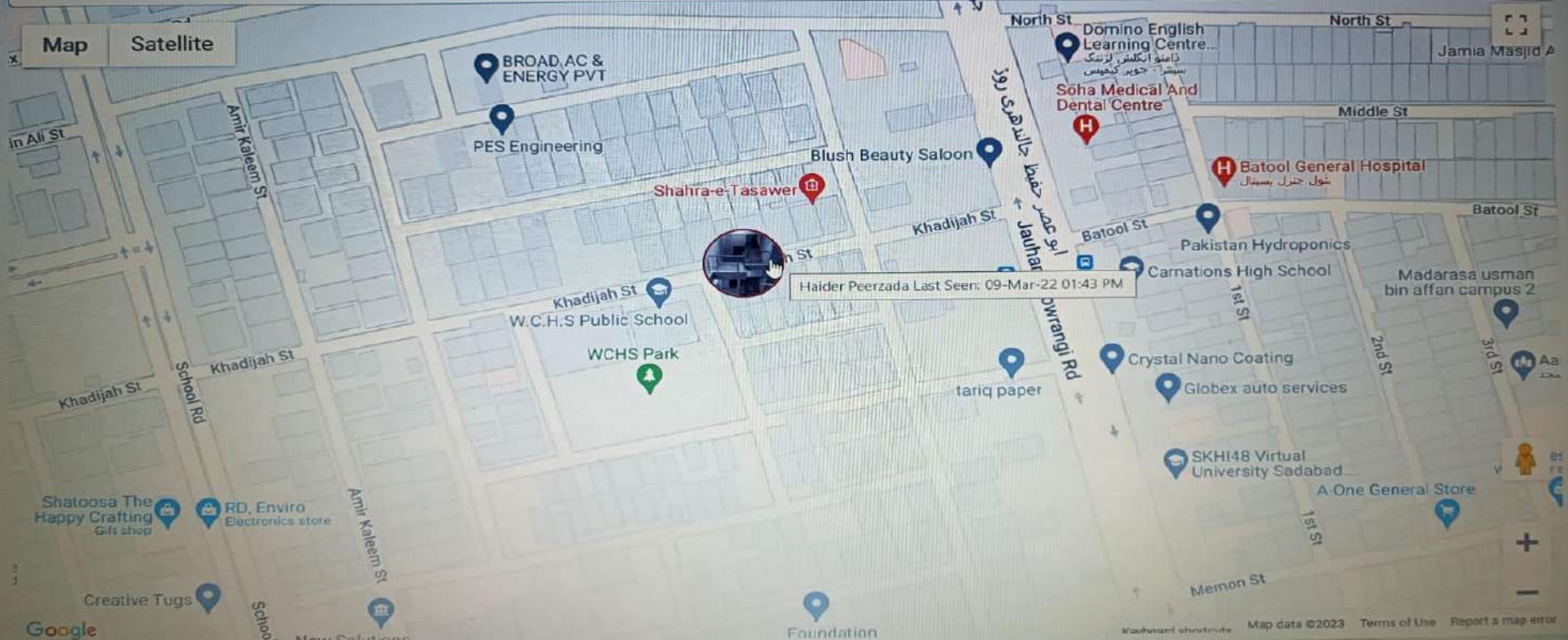
Welcome

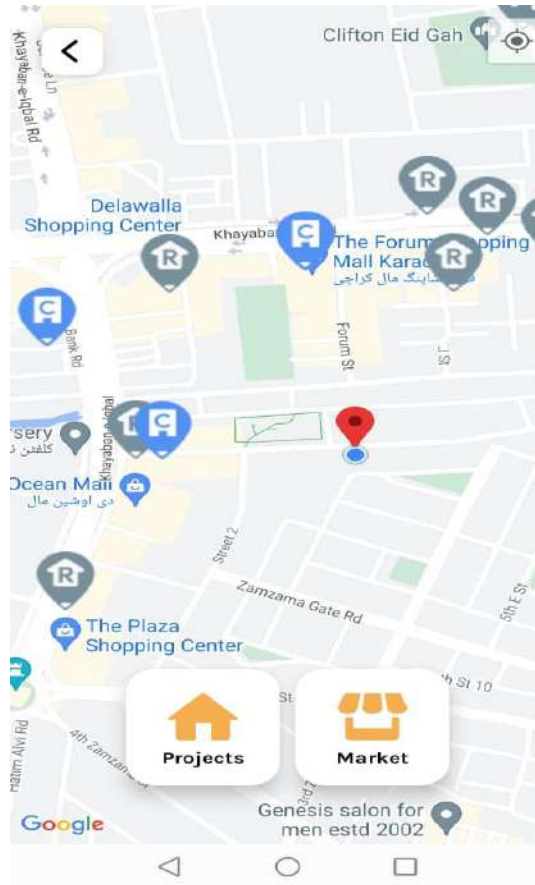
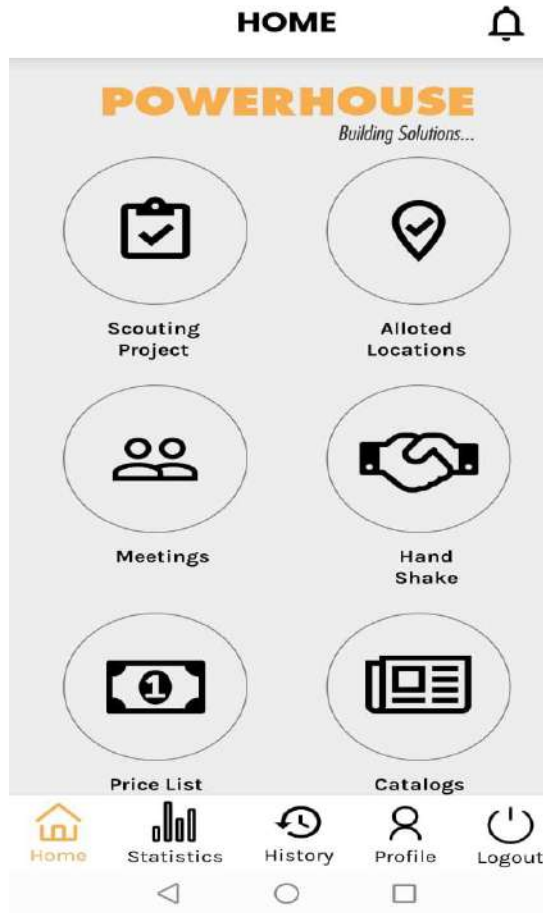


Haider Peerzada

Map

Satellite





ADD DETAILS

Project Type Residential

Enter City Name *

Enter Area Name *

Block/Phase

Type *
Select Building Type

Size

Address
Islamic Chambers of Commerce, Block 9
Clifton, Karachi, Karachi City, Sindh 75500,
Pakistan

Pin Location
24.8245722, 67.0383263

Step 1/2

NEXT



Scouted History

Project Type

Residential

Search...



Mehmood Khan

6 2nd Sunset St, Phase IV Phase
2 Ext Defence Housing Authority,
Karachi, Karachi City, Sindh
75500, Pakistan



View Detail

Edit



Mr. Abbas Patel

48c Bukhari Ln 5, Bukhari
Commercial Area Phase 6
Defence Housing Authority,
Karachi, Karachi City, Sindh
75500, Pakistan



Home



Statistics



History



Profile



Logout



Project Detail

Area

Block/Phase

Phase 8

Building Type

House

Size

500 yards

Address

74 Khayaban-e-Qasim, D.H.A Phase 6 Zone A Phase
8 Defence Housing Authority, Karachi, Karachi City,
Sindh 75500, Pakistan

PinLocation

24.7882083, 67.067545



Owner Name

A.T Rehman

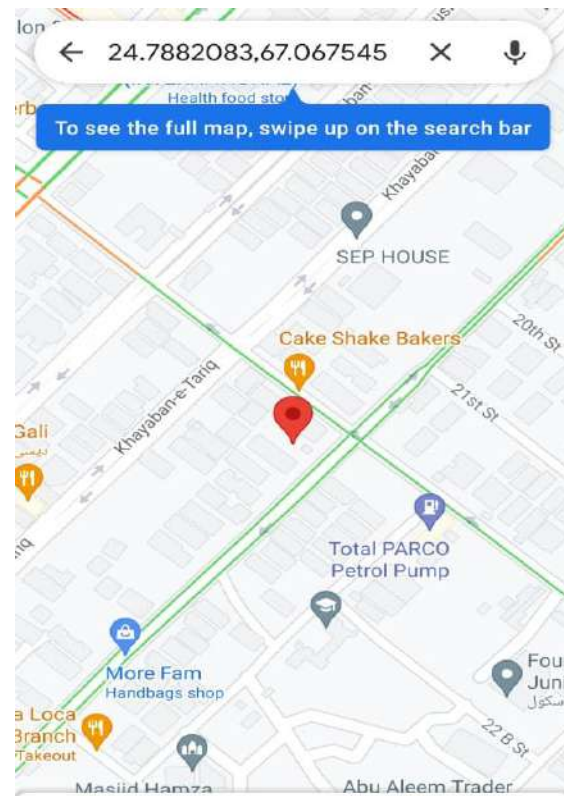
Architect

CLOSE

← 24.7882083,67.067545 ×



To see the full map, swipe up on the search bar



24°47'17.6"N 67°04'03.2"E

24.788208, 67.067545 · 14 min

Directions

Start

Save



STATISTICS

POWERHOUSE

Building Solutions...



Total Locations

625

Locations



Your Scouted Locations

9

Locations



Total Alloted

0

Locations



Have Done

0

Meetings



Meetings Pending

0

Meetings



Recurring Meetings

0

Meetings



Home



Statistics



History



Profile



Logout

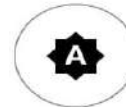


CATALOGS

Catalog

Catalog

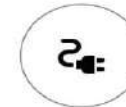
DEPARTMENT CATALOGS



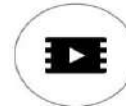
AV
Automation



Electrical
Accessories



ELV
Solutions



HCM
Room



Industrial



Internet of
Things



Lighting



Lighting Control
& Automation



Network
Connectivity



PDU &
Cable Management



Wiring
Devices

Successful Digital Transformation Journeys

Case Study # 2 (Textile Weaving Factory)



AdminLTE

Aziz Hussain

Dashboard

Party

Add Inputs

Contracts

DO

Gate Pass

Sizing Programme

Beem Issue

Production

Shift Units

Packing List

Parts

Bookings

Commission Reports

Weaving Reports

Logout

Dashboard

Contracts



Delivery Orders



Gatepass



Sizing Programme



Beem Issue



Production



Inputs



Shift Production



Packing List



All rights reserved.



Add Inputs

Contracts

DO

Gate Pass

Sizing Programme

Beem Issue

Production

Shift Units

Packing List

Parts

Bookings

Conversion Contract

Select Customer

Select Customer

Customer PO Number

Date

dd/mm/yyyy

Contract #

CONV-17

Date

dd/mm/yyyy

Quality

Select Quality

Blend

Select Blend

Width

Select Width

Loom Type

Sulzer

Pick Rate

Loom Width

110

Sizing Rate

Selvedge

Tuck-In

Reed Count

Reed Space

Warp Shrinkage %



Search



View Contracts

No	Date	Contract Type	Customer Name	Quality	Quantity	Action
27	10-08-2222	CONVERSION	Century Fibres	16/1x16/1/52x48 - 100 - CVC	5,000	Edit
26	10-08-2222	CONVERSION	ZOHAIB INDUSTRIES	30/1x30/1/76x64 - 100 - Select Blend	100,000	Edit
25	09-08-2222	CONVERSION	ZOHAIB INDUSTRIES	-	50,000	Edit
24	09-08-2222	CONVERSION	GUL AHMED TEXTILE MILLS LIMITED	-	50,000	Edit
23	30-04-2121	CONVERSION	AL-KARAM TEXTILE	30/1x30/1/76x64 - 104 - Select Blend	50,000	Edit
22	04-03-2121	CONVERSION	MUKHTAR INDUSTRIES	30/1x30/1/76x64 - 82 - PC	50,000	Edit
21	03-03-2121	FABRICSale	KAM INTERNATIONAL	24x24/52x48 - 52 - Cotton	50,000	Edit
18	28-02-2121	FABRICSale	ZOHAIB INDUSTRIES	20/1x20/1/68x52 - 104 - Cotton	10,000	Edit
17	27-02-2121	CONVERSION	AL-KARAM TEXTILE	30/1x30/1/76x64 - 104 - PC	25,000	Edit

Contract No: CONV-16

WEAVING CONTRACT

Date: 10-08-2222

Customer: CENTURY FIBRES

Address: Office 414, 4th floor, SP Chamber, Estate Avenue, Sindh Industrial Trading Estate, Karachi

Contact person: Hasnain

Phone: +92 3062201243

Delivery Months: , 2023

P.O.No: SOFTEX-001

G.S.T No: 121-256-0004-19-01

N.T.N: 1294109-2

Delivery Address: F-543, Sindh Industrial Trading Estate, Karachi

P.O Date: 10-08-22

Payment Term: 90 days

Agent Name: Aziz

Product Description	Quantity	Rate	Total Amount
16/1x16/1/52x48 - 100" CVC Plain weave SPI Tuck-In Single Width Sulzer	5,000 / MTR	Rs 32.53 / MTR	Rs 162,650 + GST

Pick Rate	: 0.55 Paisa/Pick	Weaving	: Rs. 26.4/Meter	Gross Amount	: Rs. 162,650
Sizing Rate	: Rs. 25/Lbs	Sizing	: Rs. 6.13/Meter	Sales Tax %	: 17%
Warp Wt in LBS	: 0.2450/Meter	Warp LBS	: 1,225 LBS	S.T Amount	: Rs. 27,651
Weft Wt in LBS	: 0.2510/Meter	Weft LBS	: 1,255 LBS	Total Amount	: Rs. 190,301
Total Wt in LBS	: 0.496/Meter	Total LBS	: 2,480 LBS		

Amount in words: One Lakh Ninety Thousand Three Hundred

Beem Issue

Loom NO:	<input type="text" value="Select Loom"/>
Date:	<input type="text" value="dd/mm/yyyy"/>
Knotting By:	<input type="text"/>
Time in:	<input type="text" value="--:--"/>
Select Party	<input type="text" value="Select Party"/>
Contract No	<input type="text" value="Select Contract"/>
Quality:	<input type="text"/>
Set No:	<input type="text" value="Select Set No"/>
Ends:	<input type="text"/>
Beem No:	<input type="text" value="Select Beem"/>
Length:	<input type="text"/>

Save



Search



4:15 pm 17/03/2023

Add Delivery Order

Please select type of DO:

Yarn

Yarn

Select Customer

Select Customer

Contract No

Select Contract

Count

Select Count

Bags

Weight

LBS

Add Count

Type

Driver

Vehicle No

Remarks for Gate Pass

Save

View List



Search



List of Indents

Show 100 entries

Search:

No	Contract Date	P.I Number	Buyer	Supplier	Count	Rate	Quantity	Amount	Indent	Sales Contract	View	Edit	Delete	Status
1	22-05-2020	PJ-AR200522	AL RAHIM	DAHAI	80/1	4.65	37,000	172,050	Indent		View	Edit	Delete	CLOSED
2	27-05-2020	PJ-GH200227	GUL AHMED	DAHAI	60/1	3.95	51,000	201,450	Indent		View	Edit	Delete	CLOSED
3	01-06-2020	SYK2006	SHAHTAJ	SANYANG	60/1	3.53	40,000	141,200	Indent		View	Edit	Delete	CLOSED
4	20-05-2020	PJ-ZM-200520-1	ZAMAN	DAHAI	60/1	3.40	80,000	272,000	Indent	PI	View	Edit	Delete	CLOSED
5	20-05-2020	PJ-ZM--5200520-2	ZAMAN	DAHAI	60/1	3.40	80,000	272,000	Indent	PI	View	Edit	Delete	CLOSED
6	20-05-2020	PJ-ZM200521-1	ZAMAN	DAHAI	80/1	4.50	72,000	324,000	Indent	PI	View	Edit	Delete	CLOSED
7	21-05-2020	PJ-ZM200521-2	ZAMAN	DAHAI	80/1	4.50	72,000	324,000	Indent	PI	View	Edit	Delete	CLOSED
8	08-05-2020	PJ-SY200508	SAYA	DAHAI	50/1	3.30	38,000	125,400	Indent	PI	View	Edit	Delete	CLOSED
9	05-06-2020	XS2006-0104	ZAMAN	ZHONG	36/1	1.68	120,000	201,600	Indent	PI	View	Edit	Delete	CLOSED
10	05-06-2020	XS2006-0104	ZAMAN	ZHONG	40/1	1.78	40,000	71,200	Indent	PI	View	Edit	Delete	CLOSED
11	09-11-2019	pj-sy191109-3	SAYA	DAHAI	60/1	3.75	17,000	63,750	Indent		View	Edit	Delete	CLOSED
12	14-05-2020	PJ-SY200514	SAYA	DAHAI	60/1	3.35	60,000	201,000	Indent	PI	View	Edit	Delete	CLOSED
13	11-05-2020	PJ-AL200511	AL RAZAK	DAHAI	60/1	3.535	152,000	537,320	Indent	PI	View	Edit	Delete	Close
14	28-04-2020	PL-SY200428	SAYA	DAHAI	60/1	3.55	17,000	60,350	Indent		View	Edit	Delete	CLOSED



Search



4:16 pm
17/03/2023

ORDER CONFIRMATION

CONFIRMATION NO: YARN - 2 DATE: 01-06-20

WE ARE PLEASED TO CONFIRM THE FOLLOWING BOOKING AS PER THE TERMS AND CONDITIONS AGREED BY THE BUYER AND SUPPLIER .

CONTRACT DATE	2020-05-22
SALES CONTRACT NO	PI-AR200522
COMMODITY TYPE	YARN

BUYER	AL-RAHIM TEXTILE INDUSTRIES LIMITED
SELLER	DONGYING PENGJIE YARN-DYED FABRIC CO., LTD
COUNT	80/1 100 % COTTON
DESCRIPTION	COMBED , COMPACT YARN FOR WEAVING
QUANTITY	37,000 KG
QUALITY (RKM - IPI - CLSP)	AS PER PI
NO OF CONTAINERS	2.00
RATE	USD 4.650/KG
AMOUNT	USD 172,050

TERMS:

- TERMS



Search



4:16 pm
17/03/2023

LC Pending Report

[Home](#) / LC Pending Report

Filtering Criterion

Total Bookings

125

From

dd-mm-yyyy

To

dd-mm-yyyy

Buyer

Select a Buyer

Supplier

Select a Supplier

Count

Select a Count

Rate

Select a Rate

Apply

LC Pending Report

Fri Mar 17 2023 16:17:15 GMT+0500 (Pakistan Standard Time)

Show 100 entries

Search:

PI DATE	PI NO	BUYER	SUPPLIER	COUNT	RATE	CONTAINER	AMOUNT	LC PENDING	DAYS SINCE BOOKED
2021-02-01	2021-05598	GUL AHMED	RUTEX	30/1	3.15	10	USD 661,500	210,000 Kg	43 days
2020-08-01	PJ-SY200801	SAYA	DAHAI	100/1	49.00	1	RMB 318,500	6,500 Kg	228 days
2020-08-06	PJ-SY200806/47.25	SAYA	DAHAI	100/1	47.25	1	RMB 803,250	17,000 Kg	223 days
2020-08-06	PJ-SY200806/44.10	SAYA	DAHAI	100/1	44.10	3	RMB 2,249,100	51,000 Kg	223 days
2020-05-08	PJ-SY200508	SAYA	DAHAI	50/1	3.30	3	USD 125,400	1,000 Kg	313 days
2019-12-09	DHFZ-AR190912	AL-RAHIM	DAHAI	80/1	4.85	1	USD 80,025	16,500 Kg	98 days
2020-05-11	PJ-AL200511	AL-RAZAK	DAHAI	60/1	3.54	8	USD 537,320	78,668 Kg	310 days
2020-08-12	KNN2020-03T	SAYA	KENAN	30/1	2.32	1	USD 41,760	18,000 Kg	217 days



Search



4:17 pm

17/03/2023

Production

Select Loom:

1

Quality:

16/1x16/1/52x48-100

Set No:

12345

Size:

MK

Knotting Date:

2020-12-06

Length:

2500

Shrinkage:

96

Balance Length:

2500

Production:

100

Feed Date:

17/03/2023

Meters

Than 1

100

Description

Select Grade

Add Than

Select Grade

A Grade

B Grade

C Grade

10-20

1-9

Submit

Than 2



Search



4:19 pm
17/03/2023

Few other Projects

- Food Delivery and Rider Management systems
- Agricultural Farm Processing system
- Simple E-Commerce solutions

Some Specific Areas for Easy Transformation

Livestock

- Feed Management thru controlled feeders
- Meat Processing thru automated plants
- Cattle Farming / Milk Processing thru temp Sensors

Agriculture

- Crop Management thru drones & laser levels
- Fruit Processing thru packaging & value addition
- Crop / Animal Waste into Biofuels

Handicrafts

- Thru promotion of culture and local labor
- Local cottage industry promotion

ICCIA Projects and Initiatives



SMEs workshop

Digital Transformation
for SMEs Workshop that
was organized on the
sideline of Dubai Expo
2020



ICCIA Accreditation

ICCIA works on a “sustainable chamber model” this model is based on the same pillars of accreditation to enhance the internal development of ICCIA members, it will be presented in the next workshop in Mauritania tentatively on 19-20 December



Chambers Digital workshops

Digital Transformation
Workshop for Chambers
of Commerce” organized
virtually with the
objective of facilitating
trade held in cooperation
with the COMCEC
November 9th – 10th 2021



Development Projects

Africa Support

Agricultural Commodities Exchange Market (ACEM), Nigeria, Mozambique, and Uganda

ACEM is a rules-based platform that will facilitate traders in the member region with price discovery, risk management, and more efficient physical trade — all of which are critical to transforming market systems for greater private sector engagement and enhancing food security.



Africa Support

The Digital Islamic Microfinance Bank aims to provide microfinance services contributing towards improving financial inclusion and capacity building among the economically active youth, women, and emerging M-SMEs in the G5 Sahel region.



Digital Transformation of Chambers

- ICCIA has initiated a project to transform the operations of chambers of commerce from manual operations to digital operations.
- The first step of the project is advocacy towards Digital Transformation
- The second step is to go through the need assessment and capacity building process
- The Third step is to initiate the product development process

OBIC PARTNERS



Thank you

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