



ZOHL CONSULTANCY SDN BHD
(332967-D)

Company Profile

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www.zohlgroup.com

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VISION

To be the leader in delivering unquestionably sustainable solutions and services, pioneering a future where environmental stewardship, social responsibility, and economic prosperity converge seamlessly for the benefit of our clients and the planet



MISSION

To create an efficient ecosystem of business partnership through our **R.A.I.N philosophy**, i.e., to engage our clients by being **R**ealistic about our approach, by being **A**ppreciative about the opportunity presented to us, maintaining high level of **I**nterest, and always being **N**ice to everyone involved in the ecosystem



CORE VALUES

Our business is to keep our clients happy with every project we deliver and we do it with a big

SMILE

- S**ocially Active and Friendly
- Maintain High **M**oral Values
- Uphold **I**ntegrity
- Build a **L**asting Impression in everything we do
- Totally **E**ngaging every step of the way through effective delivery mechanism

WHO WE ARE

**We're advisors, strategists, and engineers
Focused on people, above all else.**

ZOHL teams are driven to do what's right and help you realize your vision. We believe in generating success collaboratively, leaving your organization stronger after every engagement, and building trust for the next big challenge.

“ There are no secrets to success. It is the result of preparation, hard work, and learning from failure. ”
— Colin Powell

CORPORATE INFORMATION



ZOHL Group
 M2-6-07&08, M2-15-02
 Level 6 & Level 15, 8trium Tower 2
 Jalan Cempaka SD 12/5
 Bandar Sri Damansara, 52200 Kuala Lumpur

FOUNDED
ISSUED CAPITAL
FINANCIALS
BOARD OF DIRECTORS
MANAGEMENT
BUSINESS & TECHNICAL SUPPORT
BUSINESS ADVISOR & PROJECT CONSULTANT
COMPANY SECRETARY
AUDITOR
SST NO
LHDN NO

07th February 1995
RM401,000.00
Working Capital: RM500,000 Cash Reserve: RM2.5 mil
Ts. Dr Hj Zulkifli Hassan Yusni Bt Mohd Som Zatil Iman Bt Zulkifli Zatil Aqmar Bt Zulkifli
Ts. Dr Hj Zulkifli Hassan – Managing Director Yusni Bt Mohd Som – Head – Corporate Services Zulkurnain Hassan – Head - Project Management Zatil Iman Bt Zulkifli – Head – Office Admin Nur Khairunniesa Ghazali – Head Business Operations Zainalabidin Sebli Hambali – General Manager
Nornabilah Bt Alias Nur Hanisah Bt Sanusi Nuraini Bt Ismail Nurulhakimah Bt Che Hamid Nurafiqah Farzana Ahmad Farid Anwar
Farid Z. Hamid Edward Allen Badarudin Mansoor Abdul Rahim Zakaria Ir Suffian Wahid Sathy Vel Naidu Ahmad Azahar Talib
ASEN Secretarial Services
GK & Associates
W10-1810-32000429
C 10335281030

OUR APPROACH

strategy

GO BEYOND THE EXPECTED



Move confidently through ambiguity and risk, focus on our customer needs, and deliver sustainable business value.

technology

ANALYZE, ARCHITECT, AND CO-CREATE



Learn from your data, create incredible digital experiences, or make the most of new tech. We blend design, engineering, and analytics expertise to help you build the future.

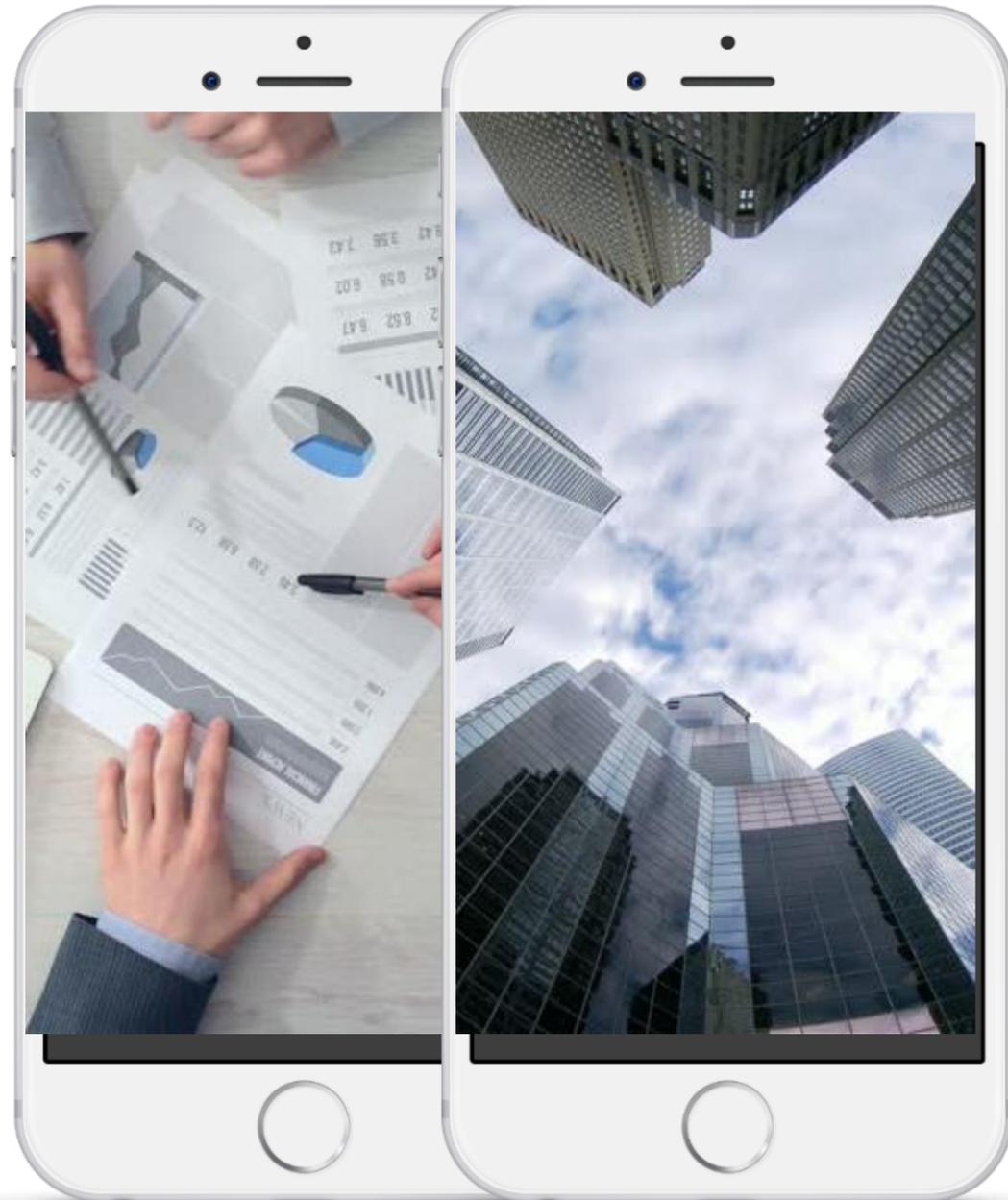
transformation

WE DELIVER WITH YOU



New technologies. Shifting customers. Industry disruption. Business moves fast, and we specialize in working through change with you.

OUR GUIDING PRINCIPLES TO SUCCESS



Throughout our evolution, we've adhered to the following key principles:

-  **Transparency:** Be clear and share information.
-  **Fit:** Work with the right clients, not just any clients.
-  **Innovation:** Create, don't copy.
-  **Flexibility:** Be nimble.
-  **Improvement:** Constantly improve and evaluate.
-  **Fun:** Work hard and have a good time while doing it.

*Coming together is a beginning; keeping together is progress; **working together is success.***
— Henry Ford

Management Team



Our team members with top industry leaders to provide the highest level of technical & management expertise, to access best practices, and to find the most appropriate solutions for our customers. We are proud of our key drivers who contribute to the company's competitive advantage on the services market.



Ts. Dr Zulkifli Hassan

Founder & Managing Director

He has over 35 years of experience in Telecoms & ICT sector. Founded ZOHL Group in 1995 with major focus on technical & management consulting services. Subsequently, expanded business activities to cover engineering services, SI, and web services. He attended Purdue University, Polytechnic Institute of NYU, and Columbia Univ in NYC. He's also awarded Doctor of Entrepreneurship (HC) by IUP, UN Global Compact



Yusni Mohd Som

Co-Founder & Executive Director

She has over 32 years of experience in ICT sector. Started her career as systems engineer at Mesiniaga and Business Development & Regulatory Affairs at Celcom. Currently, her portfolio includes Corporate Services, Financial Management & Business Development. She attended Loyola University and University of San Francisco.



Zulkurnain Hassan

Project Director

He has over 30 years of experience in FMCG, manufacturing, & engr svc sector. Started his career at Proctor & Gamble as plant engr before venturing on his own at Pakat Perkasa SB focusing on M&E services. Currently, with ZOHL Group his portfolio includes Project Management & Business Development. He attended Institut Teknologi MARA.



Edward Allen

Business Advisor

He has over 40 years of experience in the service sector & retail management. Started his career at British Post Office in various senior management roles, including Network Transformation, Transformation of the Post Office from a Civil Service Operation into a Customer Focused Service Provider. He attended Liverpool University.



Farid Hamid

Business Advisor

Farid has more than 40 years of experience specialising in M&A and Financial Restructuring. He also provides strategic advice and leading the business development initiatives for the clients. Extensive network and close business relationships with senior officials of Federal government ministries and agencies, Government linked Companies (Federal & State Governments), and Small and Medium Enterprises (SMEs). Experience working for PwC, Deloitte, iA Consulting, IBM, Coopers & Lybrand, and ExxonMobil.

Consultants



We're dedicated professionals who bring energy, enthusiasm and creative ideas to our work. Our team is passionate about talent development and helping our clients achieve their goals. We see our facilitators and consultants as a competitive advantage and strive to find a good match between them and the projects we take.



Ir Suffian Wahid

SENIOR CONSULTANT

Ir Suffian has over 35 years experience in the construction industry. Graduated from University of Newcastle with MSc in Civil Engineering he has vast experience in Project Management, Project Cost Control, Contract Management, and Project Scheduling.



Zainalhambali

SENIOR CONSULTANT

With significant experience and direct involvement in setting appropriate organisational framework and business strategies for organisations, He has developed competencies in formulating effective business strategies and implementable action plans to accomplish short- and long-term organisational objectives. He has over 34 years of working experience.



Dr William Teh

SENIOR CONSULTANT

Dr William has in total more than 40 years of experience, with 20 years full responsibility for bottom line P&L, in Manufacturing and Sales & Marketing business sectors such as: aluminum & sheet metal products for building industry, metal stamping products, industrial and domestic electrical switches, commercial and engineering plastic products.



Badarudin Mansoor

SENIOR CONSULTANT

Badarudin has more than 38 years of experience at managing local and International Telcos. The Telco includes JTM, Telekom Malaysia, Celcom, Celcom Axiata, TM International Bangladesh, Telekom Networks Malawi Africa and MYTV Broadcasting.



Abdul Rahim

SENIOR CONSULTANT

With more than 36 years of experience, Rahim brings along an extensive knowledge in telecommunications and technology management. He started his career as an engineer working for MIMOS before moving on to join Dectra, Alcatel, Celcom, Huawei, MAS, Fusion Allied System, and Areno Resources.

Trainers



Our expert trainers bring a wealth of industry knowledge and cutting-edge strategies to equip your staff with the skills and confidence needed to excel in today's competitive market. Tailored to address the specific needs of your organization, our comprehensive training modules cover everything from effective communication and relationship-building to advanced sales techniques and market trends.



Alauddin Razali

SENIOR TRAINER

Alauddin has over 34 years experience in business coach, business management consultancy, master trainer and training facilitator.



Rozitah Hashim

SENIOR TRAINER

Rozitah is PSMB-certified trainer and specializes in providing soft skill-support programs to assist with the human resource development programs of corporate organizations.



Noraini Md Nor

SENIOR TRAINER

Noraini has experience in providing training services to entrepreneurs and various client include Maktab Koperasi Malaysia (MKM), Jabatan Pertanian Klang etc.



Jane Teh

SENIOR TRAINER

Jane has the experience of being both employee and business owner, Jane stresses the importance of planning, process and execution; with particular focus in Sales, Marketing, Channel/Partner Management and Business Development. She has trained resellers on product knowledge, and participants on personal development skills, effective communication skills, teamwork, and presentation skills.



Sathy Vel Naidu

SENIOR TRAINER

Sathy has more than 35 years of experience in the Mechanical and Electrical (M&E) industry. Over the span of his career, he has gained significant knowledge in project management, electrical systems troubleshooting & maintenance, and systems design & engineering. In addition to managing projects, he has also started sharing his knowledge through training services under ZOHL Technical Programs..

WHAT WE DO

CORE BUSINESS

we help companies tackle their most ambitious projects and build new capabilities

BUSINESS &
MANAGEMENT
CONSULTING

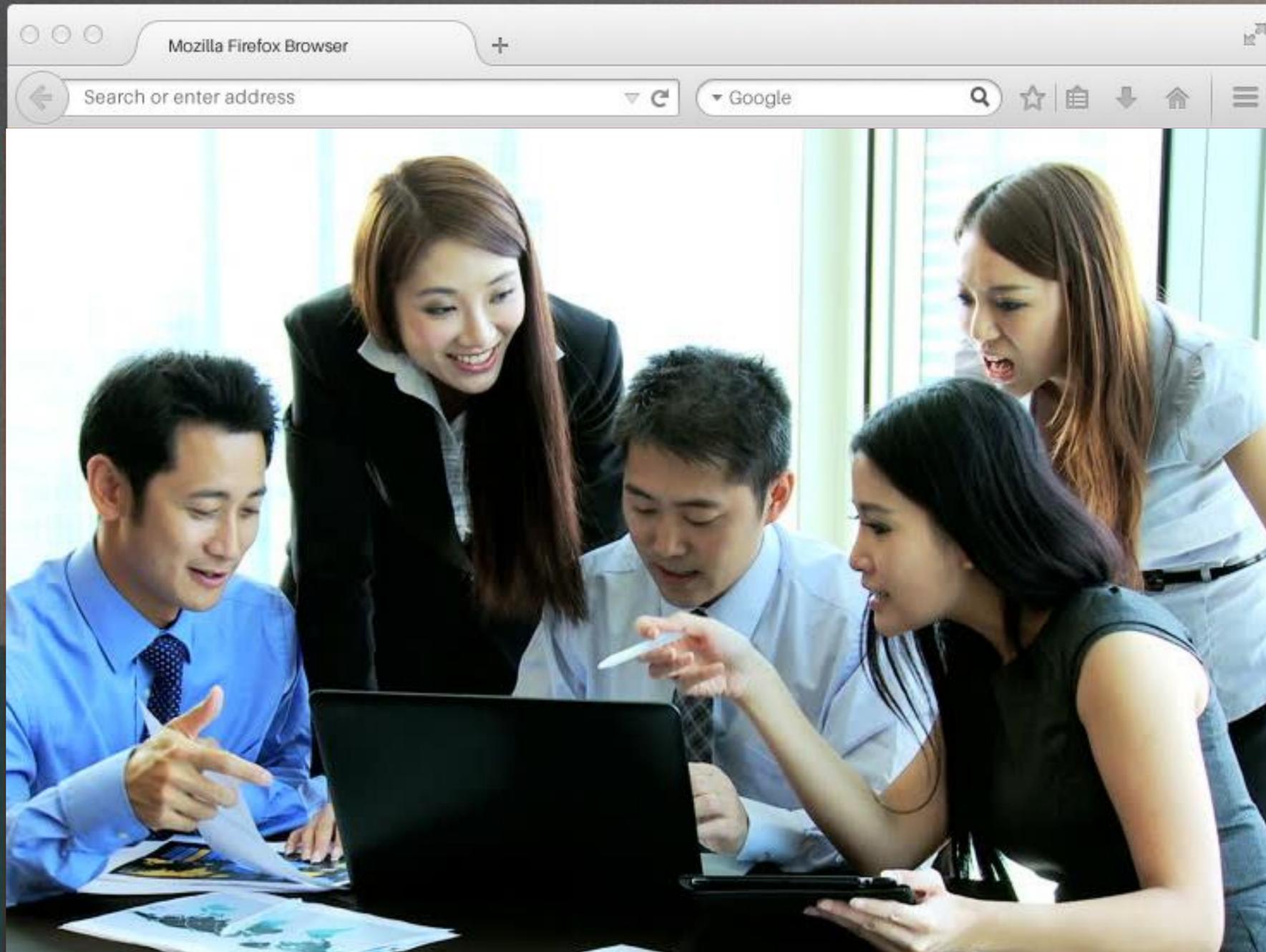
HUMAN CAPITAL
DEVELOPMENT

TECHNOLOGY & ICT
CONSULTING

ENTREPRENEURSHIP
DEVELOPMENT

COACHING &
MENTORING

PROJECT
MANAGEMENT



Business & Management Consulting Services

- ❑ Organizational Development & Management
- ❑ Business & Financial Management:
 - Business and Financial Modeling
 - Business Process Re-engineering
 - Business Intelligence and Strategy Formulation
 - Business Plan Preparation
- ❑ Economic Analysis, Statistical Analysis and Forecasting
- ❑ Privatization & Corporate Management
- ❑ Market Research, Analysis and Demand Forecast
- ❑ Project Feasibility Study & Costing
- ❑ Project Due Diligence
- ❑ Tender Bid Management
- ❑ Regulatory Issues and National Policy Matters



Human Capital Development

Team Talent Development

Companies that nurture and develop talent, attract and retain talented people. Having a workforce that reflects and embraces diversity, gender and ethnic balance, better reflects your clients or consumers, that in turn, leads to success. A company's personnel is your key differential. ZOHL is unique amongst its peers in many ways, but most prominently our consultants have extensive experience in designing, delivering and benchmarking Human Capital projects in addition to Executive Search, to ensure our clients fully realize their employees full potential.

Succession Management

Clients who invest in their talent see significant ROI when conducting a combination of Human Capital and Executive Search before either starting a recruitment project or analyzing their Human Capital strengths and challenges prior to developing succession management plans or when they embark on company development and growth strategies.

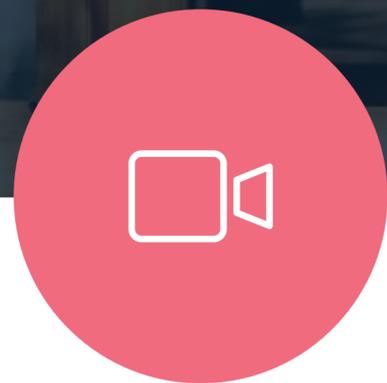
Future Leadership Development

We understand that successful companies attract and retain the best not by just offering highly competitive salaries but by constantly striving to make the work environment somewhere that employees want to be.

Development of talent is a complex process, not a "one size fits all" scenario; we work with clients in true partnership to fully understand their goals, aspirations and timings before developing a bespoke solution that is delivered by our Human Capital professionals.

Technology & ICT Consulting Services

This is ZOHL Consulting Group's business unit focusing on information and communications technologies. ZOHL Consulting provides a wide range of services with the mission of supporting customers in analyzing key technical aspects influencing strategic decisions. ZOHL Consulting has a strong local know-how combined with an extensive international experience, with many successful assignments across Malaysia.



Technology Management



Telecommunications Masterplan



ICT Strategic Planning (ISP)



ICT Infrastructure Management



ICT Security Management



ICT Information Management

Entrepreneurship Development Coaching & Mentoring



Graduates/Individuals



Start-Ups



SMEs & NGOs



Larger Corporations



Entrepreneurship development is the process of improving the skills and knowledge of entrepreneurs through various training and classroom programs. The whole point of entrepreneurship development is to increase the number of entrepreneurs.

Why **Business Coaching**? Our Business Coaches are experienced entrepreneurs and business owners themselves who decide to use their talents for building and growing a business to help other business owners reach their goals.

In our **Business Mentoring** program, both the mentor and the mentee gain personal and professional experience. The mentor will gain personal fulfillment, leadership skills, communication skills, and career advancement experience, while the mentee gains the mentor's experience, skills, and professional contacts.

Project Management

Technical Services

Specific Domain Expertise & Market Sectors

- Data Center Site Audit
- Radio Base Station Site Audit
- ICT Network Infrastructure Audit
- Site Audit for proper Earthing & Lightning Protection



- Project Management Consultancy (PMC)
- ICT Products Assessment & Recommendation
- IT & Mobile Network Design & Optimization
- Radio Coverage Planning, Design, Testing & Commissioning (Indoor & Outdoor)

PUBLIC SECTOR

Roll-out of innovative communication solutions (metropolitan fiber networks, public WIFI, tactical digital divide solutions, etc.); we also provide advisory to National Regulatory Agencies for regulatory changes, allocation of frequency, fiber deployment strategies, alternative wholesale scenarios, etc.

ENTERPRISE

We have an extensive coverage of vertical segments, including finance (banking, insurance and asset management), transports, oil & gas, power & utilities (both public and private), all requiring support in coping with challenges such as technology and risk assessment, technology migration, service providers selection, contract negotiation, project management.

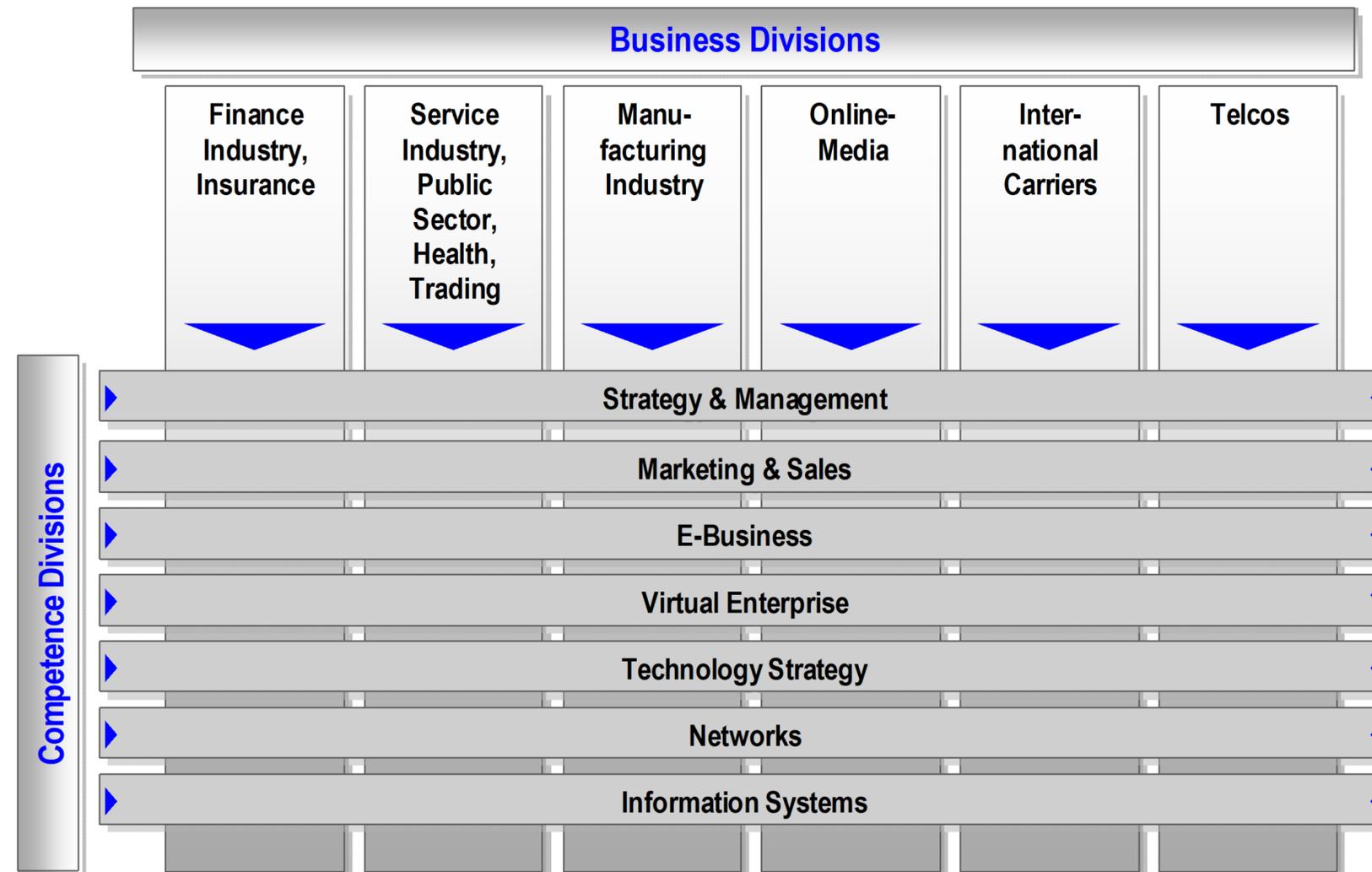
TELCOS

Strategic advisory (business planning, product & service strategy definition, ICT strategy definition, technical support in legal disputes, process reengineering, etc.); technology vendors selection; technical assessment and solution design for both networks and IT, program/project management.

Project Management

Sector & Skills Combination

The combination of special sector knowledge and specialist skills allows comprehensive solutions



Project Management

Management & Technology Integration

The range of services is distinguished by the integration of management and technology consultancy



Training Services (MDC™)

CATEGORIES



- ACCOUNTING, FINANCE, TAX & LAW
- CUSTOMER SERVICE
- CERTIFICATION PROGRAMS
- DIGITAL & SOCIAL MEDIA MARKETING



- SOFT SKILLS
- HUMAN RESOURCE MANAGEMENT
- LEADERSHIP & MANAGEMENT



- SUPPLY CHAIN MANAGEMENT
- ENTREPRENEURSHIP, COACHING
- SAFETY, HEALTH & ENVIRONMENT



- PROJECT MANAGEMENT
- TELECOMS, ICT & IR4.0
- ESG & GREEN TECHNOLOGY
- ENGINEERING – Technology & Applications



Authorized Training Center For:



Contractor Certified Training Center (PLBK) is a training center accredited by CIDB to implement technical & management training programs. This is one of CIDB's initiatives to improve and impart knowledge to local contractors. Participants who have successfully completed will obtain a Certificate of Management Competence (SKP).



HRD Corp Registered Training Provider refers to the company or organisation that acts as a Training Vendor to HRD Corp Registered Employers. In general, HRD Corp registered employers are allowed to make claims by attending trainings conducted by HRD Corp Registered Training Providers.



The objective of *Program Bina Kerjaya 2.0* is to enhance the workforce by providing informal sector workers, including gig workers, with opportunities for career development. This involves offering upskilling and reskilling training programs, along with micro-credentials certifications, to improve their skills and facilitate access to employment opportunities.



Malaysia Board of Technologists (MBOT) is a professional body that gives Professional Recognition to Technologists and Technicians in related technology and technical fields.



PUBLIC TRAINING PROGRAMS



IN-HOUSE TRAINING PROGRAMS



CERTIFICATION PROGRAMS



LEARNING MANAGEMENT SYSTEM

Certification Program

Certification Awarding Bodies



Upgrade your knowledge – and your résumé – with high-quality telecom training courses by Teracom Training Institute plus TCO Certification from the Telecommunications Certification Organization.

The Global Skill Development Council (GSDC) is the leading third-party, Vendor-neutral, international credentialing and certification organization. The Global Skill Development Council (GSDC) is proud to be ANSI Accredited Member. The American National Standards Institute (ANSI) is a private, non-profit organization that administers and coordinates the U.S. voluntary standards and conformity assessment system.

PECB Group Inc is a certification body which provides education and certification under ISO/IEC 17024 for individuals on a wide range of disciplines. We help professionals and organizations show commitment and competence by providing them with valuable education, evaluation and certification against rigorous internationally recognized standards. Our mission is to provide our clients with comprehensive services that inspire trust, continual improvement, demonstrate recognition, and benefit the society as a whole.

Representing the biggest faculty of the biggest university in Malaysia, IBE's strength spans a spectrum of disciplines. The size of the academics and the breadth of expertise provide such diversity and richness in thoughts and practices that never fail to amaze our stakeholders.

Certification Programs

- Certified Telecommunications Network Specialist (CTNS)
- Certified Telecommunications Subject Matter Expert (CTSME)
- Certified Telecommunications Analyst (CTA)
- Certified Wireless Analyst (CWA)
- Certified VoIP Analyst (CVA)

- Certified Learning and Development Professional (CLDP)
- Certified Cloud Computing Foundation (CCCF)
- Certified Cyber Security Foundation (CCSF)
- Certified Ethical Hacking Foundation (CEHF)
- Certified Big Data Foundation (CBDF)
- Certified Data Science Professional (CDSP)
- Certified Artificial Intelligence Foundation (CAIF)
- Certified Machine Learning Professional (CMLP)
- Certified Internet of Things Fundamental (CIOTF)

- ISO 9001 Introduction (1 day)
- Certified ISO 9001 Foundation (2 days)
- Certified ISO 9001 Lead Implementer (5 days)
- Certified ISO 9001 Lead Auditor (5 days)
- Certified ISO 45001 Foundation (2 days)
- ISO 45001 Introduction (1 day)
- Certified Transition Course ISO 9001 (2 days)

- Kursus Aplikasi Praktikal Teknologi Elektrik
- Kursus Pengurusan dan Operasi Runcit
- Outbound and Inbound Marketing for Small Business
- Kursus Pengurusan Tender dan Sebutharga
- Project Management
- Contract Management
- Project Cost Control
- Project Scheduling using Microsoft Project

Workforce/Graduate Employment Initiatives

PROGRAM NAMES	PROGRAM DESCRIPTION	AWARDING ENTITIES	DURATION
	<p>The Upskilling Programme was introduced to increase availability of local talents and provide opportunity for employment of high skilled jobs among local fresh graduates with the objectives of:</p> <ul style="list-style-type: none"> - Producing industry ready entry-level talents for high skill jobs; - Creating a world-class workforce in Malaysia, especially in the context of the ETP. - Escalate graduates to be in niche highly-skilled areas e.g. Certification, R&D 		<p>2013 - 2015</p>
	<p>In support of enhancing the employability of local graduates, Khazanah Nasional Berhad was committed to train and place unemployed graduates as part of the Skim Latihan 1Malaysia (SLIM) initiative. The Khazanah Nasional SLIM – GREEN Programme was an additional means to enhance the marketability of the graduates by equipping them with commercially useful skills and experiences.</p>		<p>2016 - 2018</p>
	<p>Khazanah Nasional, in collaboration with the Programme Implementation Manager (PIM), was dedicated to selecting, training, and placing unemployed individuals through the Malaysia Short Term Employment Programme (MySTEP) and PenjanaKerjaya 2.0 initiative to boost employability and support economic recovery in high-demand sectors.</p>		<p>2021 - 2022</p>
	<p>The Professional Training and Education for Growing Entrepreneurs (PROTEGE) program is a program from Public & Private sectors that supports the government's initiative to create a pool of skilled graduates. The program aims to help graduates develop competencies that enhance their employability and marketability through industrial attachment.</p>		<p>2020 - 2021</p>
	<p>PENJANA HRDF is one of the government's initiatives in line with the continuous development of the nation's human capital and part of the nation's short to medium term economic recovery plan.</p>		<p>2021 - 2022</p>
	<p>The government, through PENJANA, emphasises training in terms of reskilling and upskilling of Malaysians to enhance the employability of the unemployed. These efforts will be implemented through collaborations with various ministries and agencies.</p>		<p>2021 - 2022</p>

Workforce/Graduate Employment Initiatives

Career Development Program Modules

PROGRAM NAMES					
MODULES	<ul style="list-style-type: none"> • Interpersonal Communication Skills • Leadership Skills • Problem solving Decision-Making Skills • Organizational Skills • Entrepreneurship Development 	<ul style="list-style-type: none"> • Mindset Transformation • Business Etiquette & Personal Grooming • Organizational Skills • Business English at the Workplace • Interpersonal Communication Skills • Outstanding Customer Service • Critical Thinking Techniques • Team Building • Project Management • Leadership & Influence 	<ul style="list-style-type: none"> □ Professional Certificate in Business Operations Support (BOSTM) • Mindset Transformation • Organizational Skills • Interpersonal Communication Skills • Critical Thinking • Leadership and Influence • Outstanding Customer Service • Sales and Marketing Fundamentals • Supply Chain Management Best Practices • Introduction to Financial Management • Project Management Essentials 	<ul style="list-style-type: none"> • Mindset Transformation • Business Etiquette & Personal Grooming • Organizational Skills • Interpersonal Communication Skills • Critical Thinking Techniques • Project & Event Management • Leadership & Influence • Entrepreneurship Development 	<ul style="list-style-type: none"> • Kursus Aplikasi Praktikal Teknologi Elektrik • Kursus Pengurusan dan Operasi Runcit • Outbound and Inbound Marketing for Small Business • Kursus Pengurusan Tender dan Sebutharga • Project Management • Contract Management • Project Cost Control • Project Scheduling using Microsoft Project

Entrepreneurship Development Program

Our Entrepreneurship Development Program covers a broad range of topics to equip participants with the skills and knowledge needed to start and grow their own businesses.

These modules can be adapted and expanded based on the specific needs and goals of the Entrepreneurship Development Program and the target audience. Additionally, incorporating real-world case studies, interactive workshops, and mentorship opportunities can enhance the learning experience.

OUR PROGRAM MODULES

- Introduction to Entrepreneurship
- Idea Generation and Opportunity Identification
- Business Planning
- Market Analysis and Customer Research

- Legal and Regulatory Considerations
- Financial Management
- Marketing and Branding
- Sales and Customer Acquisition

- Operations and Supply Chain Management
- Leadership and Team Building
- Risk Management and Contingency Planning
- Social Responsibility and Sustainable Business Practices

- Networking and Relationship Building
- Pitching and Presentation Skills
- Scaling and Growth Strategies

RELEVANT ENTITIES



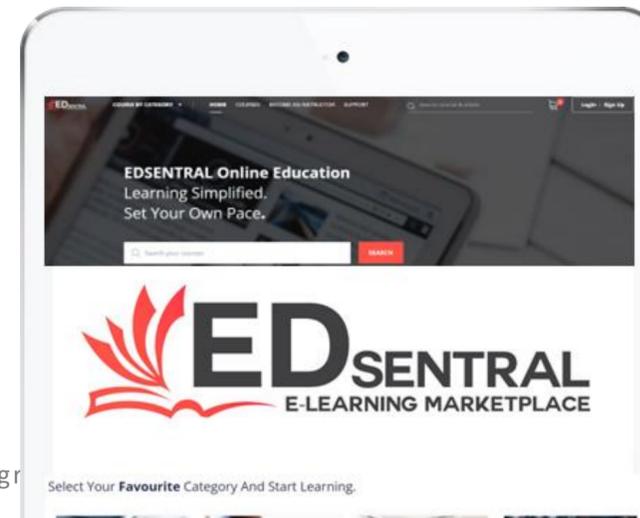
Learning Management System

EDSENTRAL e-Learning Marketplace [www.edsentral.com (powered by ZOHL)]

Categories	Admin Skills	Career Development	Human Resources	Personal Development	Sales & Marketing	Supervisors And Managers	Workplace Essentials
Modules	<ol style="list-style-type: none"> 1. Accountability in the Workplace 2. Administrative Office Procedures 3. Administrative Support 4. Archiving and Records Management 5. Basic Bookkeeping 6. Business Writing 7. Collaborative Business Writing 8. Executive and Personal Assistants 9. Meeting Management 10. Organizational Skills 11. Social Media In The Workplace 12. Supply Chain Management 	<ol style="list-style-type: none"> 1. Assertiveness And Self-Confidence 2. Communication Strategies 3. Creative Problem Solving 4. Creativity: Thinking Outside the Box 5. Developing Creativity 6. Digital Citizenship 7. Entrepreneurship 8. Interpersonal Skills 9. mLearning Essentials 10. Negotiation Skills 11. Personal Branding 12. Project Management 13. Telework And Telecommuting 14. Ten Soft Skills You Need 15. The Cloud and Business 16. Time Management 17. Women in Leadership 	<ol style="list-style-type: none"> 1. Business Succession Planning 2. Contract Management 3. Crisis Management 4. Developing a Lunch and Learn 5. Diversity and Inclusion 6. Employee Onboarding 7. Employee Recruitment 8. Employee Termination Processes 9. Generation Gaps 10. Health and Wellness at Work 11. Hiring Strategies 12. Human Resource Management 13. Managing Workplace Harassment 14. Measuring Results From Training 15. Millennial Onboarding 16. Office Health And Safety 17. Sensitivity Training 18. Talent Management 19. Train-The-Trainer 20. Unconscious Bias 21. Universal Safety Practices 22. Workplace Bullying 23. Workplace Diversity 24. Workplace Harassment 25. Workplace Violence 	<ol style="list-style-type: none"> 1. Adult Learning - Mental Skills 2. Adult Learning - Physical Skills 3. Anger Management 4. Attention Management 5. Being A Likeable Boss 6. Critical Thinking 7. Emotional Intelligence 8. Emotional Intelligence at Work 9. Goal Setting and Getting Things Done 10. Improving Mindfulness 11. Improving Self-Awareness 12. Increasing Your Happiness 13. Job Search Skills 14. Life Coaching Essentials 15. Managing Personal Finances 16. Managing Workplace Anxiety 17. Personal Productivity 18. Public Speaking 19. Social Intelligence 20. Social Learning 21. Stress Management 22. Taking Initiative 23. Trust Building and Resilience 24. Work-Life Balance 	<ol style="list-style-type: none"> 1. Body Language Basics 2. Call Center Training 3. Coaching Salespeople 4. Contact Center Training 5. Creating a Great Webinar 6. Employee Recognition 7. Event Planning 8. High Performance Teams Inside the Company 9. High Performance Teams Remote Workforce 10. In Person Sales 11. Internet Marketing Fundamentals 12. Marketing Basics 13. Media And Public Relations 14. Motivating Your Sales Team 15. Multi-Level Marketing 16. Overcoming Sales Objections 17. Presentation Skills 18. Proposal Writing 19. Prospecting and Lead Generation 20. Sales Fundamentals 21. Servant Leadership 22. Social Media Marketing 23. Telephone Etiquette 24. Top 10 Sales Secrets 25. Trade Show Staff Training 	<ol style="list-style-type: none"> 1. Budgets And Financial Reports 2. Coaching And Mentoring 3. Conducting Annual Employee Reviews 4. Developing New Managers 5. Employee Motivation 6. Facilitation Skills 7. Knowledge Management 8. Leadership And Influence 9. Lean Process And Six Sigma 10. Manager Management 11. Middle Manager 12. Office Politics For Managers 13. Performance Management 14. Self-Leadership 15. Supervising Others 16. Team Building Through Chemistry 17. Virtual Team Building And Management 	<ol style="list-style-type: none"> 1. Appreciative Inquiry 2. Business Acumen 3. Business Ethics 4. Business Etiquette 5. Change Management 6. Civility In The Workplace 7. Conflict Resolution 8. Customer Service 9. Customer Support 10. Cyber Security 11. Delivering Constructive Criticism 12. Developing Corporate Behavior 13. Handling a Difficult Customer 14. Networking Outside the Company 15. Networking Within the Company 16. Respect in the Workplace 17. Responsibility in the Workplace 18. Risk Assessment and Management 19. Safety In The Workplace 20. Team Building For Managers 21. Teamwork And Team Building

Microsoft Office Specialist (MOS)

1. Access 2016 Essentials
2. Excel 2016 Essentials
3. Outlook 2016 Essentials
4. PowerPoint 2016 Essentials
5. Word 2016 Essentials
6. Excel 2016 Expert
7. Word 2016 Expert



Relevant Experience

In-House Training Program

Celcom (M) Sdn Bhd (1995-2000) In-House Training Services – wireless/cellular communications, microwave transmission, fiber optic communication systems, satellite communication systems, data communications, mobile data, trunked radio, paging network, messaging systems, high-speed broadband communications, and analog & digital cellular systems.
Maxis Mobile Sdn Bhd (2004) Provision of Training Services in 3G Systems, Technology, and Applications
Telekom Research & Development Sdn Bhd (2005) Training Services in UML
Institut Latihan POS (2006) Computer Training in Microsoft Applications
RISDA (2008) Training Services - Change Management & Leadership Skills, Moment of Truth
Telekom Malaysia Berhad (2008) Training Services/ Seminar/Business Coaching on Entrepreneurship Development Program
Perpustakaan Negara Malaysia (2008) Bengkel Metodologi Kajian Kepuasan Pelanggan
FELDA (2008) Training on Office Administration and Filing System
Celcom (Malaysia) Berhad (2008) Training Needs Analysis and Technical Program Roadmap 2009
Petronas (2009) Seminar on Telecommunications Essentials: Refresher and Latest Trends
Petronas (2010) Short Course on Antenna: Theory, Design, and Applications
Petronas (2010) Telecommunications Series: Curriculum Development Phase 1
Kementerian Perdagangan Antarabangsa dan Industri (MITI) (2010) Perkhidmatan Mengendalikan Kursus Latihan Asas Perniagaan (LAP) Pakej Banduan Prabebas untuk Institut Keusahawanan Negara (INSKEN), MITI
Petronas (2011) Telecommunications Series: Curriculum Development Phase 2
Universiti Malaya (2011) Perkhidmatan Fasilitator Bagi Slot Keusahawanan Program Pra-Pekerjaan anjuran Seksyen Kokurikulum, Elektif Luar & TITAS (SKET)
Kementerian Perdagangan Antarabangsa dan Industri (MITI) (2011) Perkhidmatan Mengendalikan Kursus Latihan Asas Perniagaan (LAP) untuk Institut Keusahawanan Negara (INSKEN), MITI
Petronas (2012) Training Services on Telecommunications Series. Topics include: <ul style="list-style-type: none"> Security Surveillance and Broadcasting Radio Communications Voice and Data Communications Backbone Transmission Technology - Microwave & Fiber Optics Backbone Transmission Technology - Satellite
Leighton Offshore (2012) Training Services on Telecom Series
Universiti Malaya Pengendalian Kursus Kreativiti dan Inovasi (14-15 August 2012)
Universiti Malaya Pengendalian Kursus Etika Kerja (30 April 2012)
MARA Kedah Kursus Pemasaran Melalui Kaedah Baru/Social Media (04-06 Disember 2012)
TM Info-Media Sdn Bhd Coaching and Mentoring for Performance (20-21 December 2012)
Southern Oil Company through Leighton Offshore Malaysia (Feb-Mar 2013) Training Services on Telecom & Electrical Series
Southern Oil Company through Leighton Offshore Malaysia (May31-June05 2013) Training Services on Telecom in Basra IRAQ
CIDB Training in <i>Pengurusan Bisnes</i> (Business Management) under PLBK program – May 20-23, 2013
Petronas Training Services in Satellite Communications in KL – June 24-27, 2013
Talent Corporation Malaysia Berhad (2013-2015) - Project Implementation Owner for GEMS 2.0 for Segment 3 (SME Focused and Entrepreneurship) for 2013, 2014 and 2015
Petronas Training Services in Surveillance & Broadcasting in KL – Dec 08-10, 2014
Southern Oil Company through Leighton Offshore Malaysia (Nov-Dec 2014) Training Services on Fiber Optic Communications & Electrical Systems Overview
Telekom Research & Development Sdn Bhd (Dec 2015) Training on Creative & Analytical Thinking Skills
Khazanah Nasional Berhad (2016-2018) Appointed by Khazanah to manage Skim Latihan 1Malaysia or SLIM-GREEN Program for 2016-2018

PUNB (2016-2017) Appointed to conduct training on: Office Management for Entrepreneurs; Cashflow Management; Debt Collection Strategy; and Secret to Creating a Powerful Branding
Persatuan Kontraktor Melayu Malaysia, Cawangan Melaka (2017) Appointed to conduct training on: Sistem Automasi Bangunan for their members
Pusat Latihan Bertauliah Kontraktor (PLBK)(2011-Present) – CIDB authorized training center – Project Management, Project Scheduling, Contract Management, Dispute Management, Office Management, Finance for Non-Finance Managers, Financial Management, Basic Bookkeeping, Budgets & Financial Reports, etc (www.zohlgrou.com/training)
INSKEN (2018) - Outbound and Inbound Marketing for Small Business
Pusat Latihan Bertauliah HRDF (2012-Present) - Project Management; Business Succession Planning; Management of Foreign Workers in Malaysia; Lean Management Practice & Implementation; Financial Management; Earthing & Lightning Protection
Synergy Goldtree Sdn Bhd (2018-2019) – Appointed by Synergy to manage Skim Latihan 1Malaysia or SLIM Program for 2018-2019.
UEM-Edgenta/OPUS (Dec 2018) – appointed to conduct in-house training on Contract Management
Panorama Langkawi Sdn. Bhd. (Aug 2019) - appointed to conduct in-house training on Kursus Pengurusan Tender dan Sebutbarga
Toto (M) Sdn Bhd (Sept 2019) - appointed to conduct in-house training on Effective Inventory & Warehouse Management
GSC, Petaling Jaya (Sept 2019) - appointed to conduct in-house training on Mindset Transformation
Fixus (KL) (Sept 2019) - appointed to conduct in-house training on Occupational Safety & Health Act (OSHA) 1994 Awareness Program
Unigra (Pasir Gudang) (Sept 2019) - appointed to conduct in-house training on Forklift Truck Safety Training
NAFAS (Aug 2020) – appointed to conduct PROTÉGÉ Training for 20 participants
Pembangunan Sumber Manusia Berhad (11-15 Jan 2021) - PENJANA Initiative HRDF – B40 (Entrepreneurship Development) – 50 participants; Program Name: Pengurusan dan Operasi Runcit
MTD (Nov-Dec 2021) - Appointed to conduct PROTÉGÉ Training for 20 participants
NAFAS (Aug 2020) – appointed to conduct PROTÉGÉ Training for 20 participants
Pembangunan Sumber Manusia Berhad (11-15 Jan 2021) - PENJANA Initiative HRDF – B40 (Entrepreneurship Development) – 50 participants; Program Name: Pengurusan dan Operasi Runcit
Digital Nasional Berhad (2021) - Telecommunications Training & Certification Programs in 5G
Khazanah Nasional Berhad (Apr-Dec 2021) - Provision of Services in Relation to Khazanah MySTEP 2021 Programme - Train & Place, and Entrepreneurship Development - 300 participants
MTD (Nov-Dec 2021) – 1. Stress Management 28-29 July (RM7,420) 2. Appointed to conduct PROTÉGÉ Training for 20 participants - Creative & Analytical Skills expected 15-16 Dec (RM7,420)
Perbadanan Produktiviti Malaysia (MPC) (Oct 2021) - Productivity Webinar on Infusing Entrepreneurial Mindset for Graduates (RM500)
Khazanah Nasional Berhad (Mar-Dec 2022) - Provision of Services in Relation to Khazanah MySTEP 2022 Programme - Train & Place, and Entrepreneurship Development - 300 participants
Bumi Armada Engineering Sdn Bhd (Aug 2023) - Pumps – Application, Operation & Maintenance
Padiberas Nasional Berhad (Sept 2023) - Kursus Pengurusan Tender & Sebutbarga
Hasilwan (M) Sdn Bhd (Sept 2023) - Project Scheduling Using Microsoft Project 2019
Institut Latihan Kehakiman dan Perundangan (Sept 2023) - English Profeciency at The Workplace
Gas Malaysia Berhad (Nov 2023) - Professional Business Writing
Sanwa Screen (M) Sdn Bhd (Dec 2023) - Cyber Security Awareness
Gas Malaysia Retail Services Sdn. Bhd (Jan 2024) - Professional Business Writing



Training Facilities

adequate facilities for your **comfort** and **leisure**



Paris
Training Room #1 – up to 6 pax



London
Training Room #2 – up to 15 pax



New York
Training Room #3 – up to 30 pax



Tokyo
Training Room #4 – up to 10 pax



Unifi (WiFi)
High Speed Internet Access
(300mbps)



Water Cooler
Access to free drinking water



Light Refreshments
Coffee, Tea, Milo, Mineral Water,
Cookies, Sweets



Café
Spacious & Comfortable Drinking and
Dining Area

Registrations

Ministry of Finance (MoF) & Lesen MBPJ



KEMENTERIAN KEWANGAN MALAYSIA SIJIL AKUAN PENDAFTARAN FIRMA PERUNDING

NO. SIJIL : J11729800873716103
NO. RUJUKAN PENDAFTARAN : 465-00011735
TEMPOH SAH LAKU : 03/01/2024 - 02/01/2027

Bahawa dengan ini diperakui syarikat :

ZOHL CONSULTANCY SDN. BHD. (332967-D)
M2-15-02, LEVEL 15, 8TRIUM TOWER 2
JALAN CEMPAKA SD 12/5
BANDAR SRI DAMANSARA
W.P. KUALA LUMPUR
52200 KUALA LUMPUR
WILAYAH PERSEKUTUAN KUALA LUMPUR, MALAYSIA

Telah berdaftar dengan Kementerian Kewangan Malaysia dalam bidang bekalan/perkhidmatan di bawah sektor, bidang dan sub-bidang seperti di Lampiran A. Kelulusan ini adalah tertakluk kepada syarat-syarat seperti yang dinyatakan di Lampiran B. Individu yang diberi kuasa oleh syarikat bagi urusan perolehan Kerajaan adalah seperti berikut :

DOKTOR ZULKIFLI BIN HASSAN 610802715007 DIRECTOR
PUAN YUSNI BINTI MOHD SOM 650510107858 DIRECTOR

t.t

DATO' INDERA AB RAHIM BIN AB RAHMAN

Bahagian Perolehan Kerajaan
b.p. Ketua Setiausaha Perbendaharaan
Kementerian Kewangan Malaysia

Tarikh Berdaftar Dengan Kementerian Kewangan Malaysia : 03/01/2024

(Sijil ini adalah cetakan komputer dan tidak memerlukan tandatangan)

LAMPIRAN A

NO SIJIL : J11729800873716103
NO RUJUKAN PENDAFTARAN : 465-00011735
TEMPOH SAH LAKU : 03/01/2024 - 02/01/2027

BIL	TARIKH DAFTAR BIDANG	KOD BIDANG	KETERANGAN	STATUS
1	03/01/2024	340101	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN ORGANISASI	Aktif
2	03/01/2024	340102	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN PENSWASTAAN DAN PENGKOMERSILAN	Aktif
3	03/01/2024	340105	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN PEMASARAN DAN PENYELIDIKAN	Aktif
4	03/01/2024	340106	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN SUMBER MANUSIA	Aktif
5	03/01/2024	340401	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ KEWANGAN/ KAJIAN KEWANGAN	Aktif
6	03/01/2024	340601	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN TELEKOMUNIKASI	Aktif
7	03/01/2024	340602	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ PERANCANGAN STRATEGIK ICT (ISP)	Aktif
8	03/01/2024	340603	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN INFRASTRUKTUR ICT	Aktif
9	03/01/2024	340604	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN KESELAMATAN ICT	Aktif
10	03/01/2024	340605	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN MAKLUMAT ICT	Aktif

Tarikh Berdaftar Dengan Kementerian Kewangan Malaysia : 03/01/2024

مجلس بنداراي قتالينج جايا
MAJLIS BANDARAYA PETALING JAYA
Jalan Yong Shook Lin, 46675 Petaling Jaya, Selangor Darul Ehsan.
Tel : 603 - 7956 3544 | Faks : 603 - 7958 1494 | Hotline MBPJ : 603 - 7954 2020
E-mel : aduan@mbpj.gov.my Laman web : www.mbpj.gov.my

LESENTRED, PERNIAGAAN DAN PERINDUSTRIAN

UUKPTPP (MBPJ) 2007
2024

NO AKALIN LESEN : L2540000671470
NO PERMOHONAN : EL2560000681154
NAMA PERNIAGAAN : ZOHL CONSULTANCY SDN BHD
ALAMAT PREMIS : M2-15-02, LEVEL 15, 8TRIUM TOWER 2
JALAN CEMPAKA SD12/5
BANDAR SRI DAMANSARA
52200 KUALA LUMPUR

TARIKH MULA : 21 DISEMBER, 2023
TARIKH TAMAT : 31 DISEMBER, 2024
DICETAK OLEH : YUSNI BINTI MOHD SOM

NO.	BUTIR-BUTIR LESEN	BAYARAN
1	AKTIVITI PEJABAT PENGURUSAN	200.00
2	CAJ PENTADBIRAN (RM25)	25.00
JUMLAH		225.00

TARIKH BAYAR : 21 DISEMBER, 2023

IMEJAS UNTUK MEMBUKA SYARAT LESEN

Datuk Bandar
Majlis Bandaraya Petaling Jaya

2 0 2 4 9 6 5 3 6 4

www.mbpj.gov.my | [Majlis Bandaraya Petaling Jaya](https://www.facebook.com/MajlisBandarayaPetalingJaya) | [pjcitycouncil](https://www.instagram.com/pjcitycouncil)
 Cara Cetak: Online | No: Resit: EP320232018201 | Email: yusnims@gmail.com | Tarikh: 21/12/2023 16:56:18

Registrations

SME Corp Status PMKS, CIDB, Human Resource Development Fund (HRDF)



SIJIL AKUAN



NO. RUJUKAN PENDAFTARAN : SME231206017
TEMPOH SAH LAKU : 6/12/2023 - 5/12/2025
KATEGORI : KECIL
EKUITI MILIKAN : MILIKAN TEMPATAN
Bahawa dengan ini diperakui syarikat :
ZOHL CONSULTANCY SDN BHD (332967D)



Telah berdaftar dengan SME Corp. Malaysia dan disahkan berstatus PMKS.

t.t

Rizal Nainy
Ketua Pegawai Eksekutif
SME Corp. Malaysia

(Sijil ini adalah cetakan komputer dan tidak memerlukan tandatangan)

"Sijil ini tidak melayakkan syarikat secara automatik untuk menerima sebarang insentif/bantuan kewangan dan ia masih tertakluk kepada syarat serta kelulusan mana-mana pihak yang berkaitan jua"



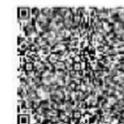
No: CIDB-PLCCD20231109-009

SIJIL PENDAFTARAN PENYEDIA LATIHAN PROGRAM PEMBANGUNAN KONTRAKTOR SECARA BERTERUSAN (CCD)

ZOHL CONSULTANCY SDN. BHD.

M2-06-08, Level 6, Strium Tower 2,
Jalan Cempaka Sd12/5, Bandar Sri Damansara
52200 Petaling Jaya
Wilayah Persekutuan Kuala Lumpur

Disahkan berdaftar dengan CIDB
Bermula 9 NOVEMBER 2023 Sehingga 8 NOVEMBER 2025



Ketua Eksekutif
CIDB MALAYSIA
TARIKH: 8 November 2023

No Siri: 332967D

TRAINING PROVIDER REGISTRATION CERTIFICATE

AKTA PEMBANGUNAN SUMBER MANUSIA BERHAD, 2001

ZOHL CONSULTANCY SDN BHD

is hereby registered as a training provider under
PEMBANGUNAN SUMBER MANUSIA BERHAD

APPROVAL DATE	EXPIRY DATE
02/11/2023	01/11/2024

This approval is subject to the current terms and conditions of
Pembangunan Sumber Manusia Berhad

18/10/2023
Release Date

PEMBANGUNAN SUMBER MANUSIA BERHAD

DELIVERING QUALITY, DEVELOPING EXCELLENCE

Corporate Memberships

PIKOM, PERSATUAN TEKNOLOGI MALAYSIA & MATPRO



Malaysian Association of
Training Providers



ZOHL Consultancy Sdn Bhd (332967-D)
M2-15-02, Level 15, 8trium Tower 2
Jalan Cempaka SD 12/5
52200 Kuala Lumpur
MALAYSIA

T: +603.6279.9276
F: +603.6279.0663

Get in Touch With Us

We want to hear from you and are happy to answer your questions.

If you have further inquiries, we will have the appropriate person get in touch with you.

The more you can tell us, the easier it will be for us to determine who that is.

We promise we won't harass you, put you on a telemarketing list from which you can never escape, or make you sorry you shared information with us.

Feel free to call us at 013.206.1038 (Niesa) or drop us a line at info@zohlgroup.com or visit our website at www.zohlgroup.com

