



# ZOHL CONSULTANCY SDN BHD

(332967-D)

## Company Profile



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[www.zohlgroup.com](http://www.zohlgroup.com)

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# VISION

To provide unquestionably sustainable solutions  
and services to our clients



# 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

## Founded

07<sup>th</sup> February 1995

## Registered Capital

Authorized: RM400,000

Paid-Up: RM400,000

## Board of Directors

Ts. Dr Hj Zulkifli Hassan

Yusni Bt Mohd Som

Zatil Iman Bt Zulkifli

## Management

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 Bt Ghazali – Head Business Operations

Zainalabidin Sebli Hambali – General Manager

## Business & Technical Support

Nuramalia Suraya Bt Roslan

Nornabilah Bt Alias

Nur Hanisah Bt Sanusi

Nuraini Bt Ismail

Nur Shahirah Bt Aersid

Nur Farahani

Nurulhakimah Bt Che Hamid

Umi Umairah Bt Mohd Fadzil

Nurul Hanisah Najwa Bt A Halim

Muhammad Izwan

Muhammad Aiman

Khairun Nisa Bt Mohd Salin

## Business Advisor & Project Consultant

Edward Allen

Ir Suffian Wahid

Sathy Vel Naidu

Abdul Rahim Zakaria

Farid Hamid

Badarudin Mansoor

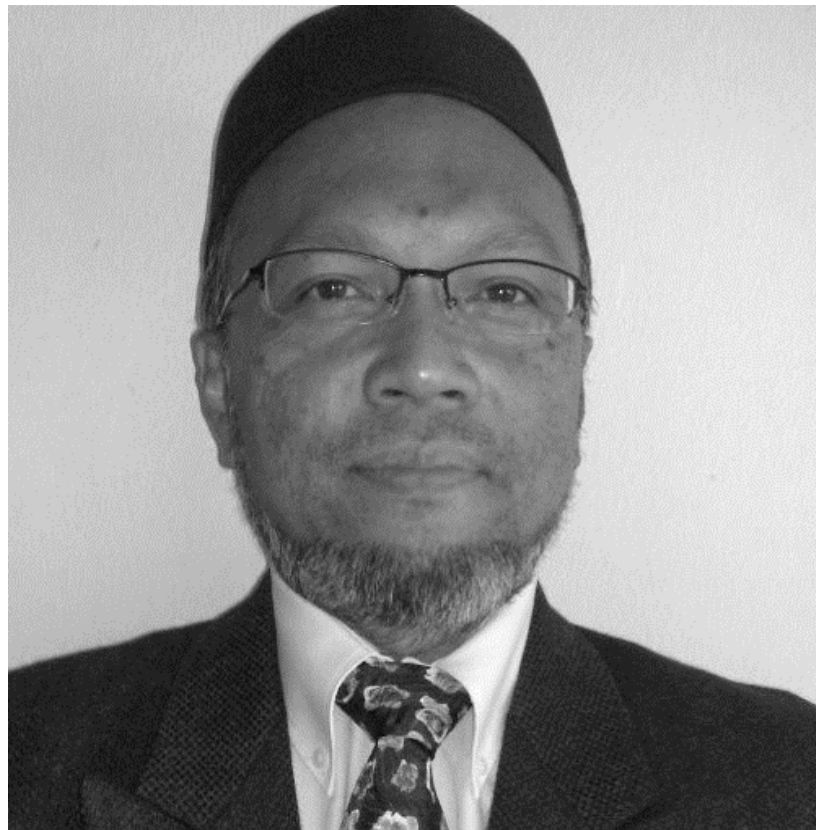
Dr Naim Yunus

Ahmad Azahar Talib



# The 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.



Dr Zulkifli Hassan

**Founder &  
Managing Director**

He has over 32 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 30 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 Mgt & Business Development. She attended Loyola University and University of San Francisco



Zulkurnain Hassan

**Project Director**

He has over 29 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 incl Project Mgt & Business Dev. 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



Zainal Sebli

**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.

# Meet our Outstanding Team of Consultants & Trainers

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.



Alauddin Razali

**SENIOR TRAINER/  
CONSULTANT**

Alauddin has over 23 years experience in business coach, business management consultancy, master trainer and training facilitator.



Rozitah Hashim.

**SENIOR TRAINER/  
CONSULTANT**

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 /  
CONSULTANT**

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



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 join Dectra, Alcatel, Celcom, Huawei, MAS, Fusion Allied System, and Areno.



# Meet our Outstanding Team of Consultants & Trainers



Ir Suffian Wahid

**SENIOR CONSULTANT**

Ir Suffian has over 32 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.



Jane Teh.

**SENIOR TRAINER/  
CONSULTANT**

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/  
CONSULTANT**

Sathy has more than 32 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..



Farid Hamid

**SENIOR CONSULTANT**

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)



Dr William Teh

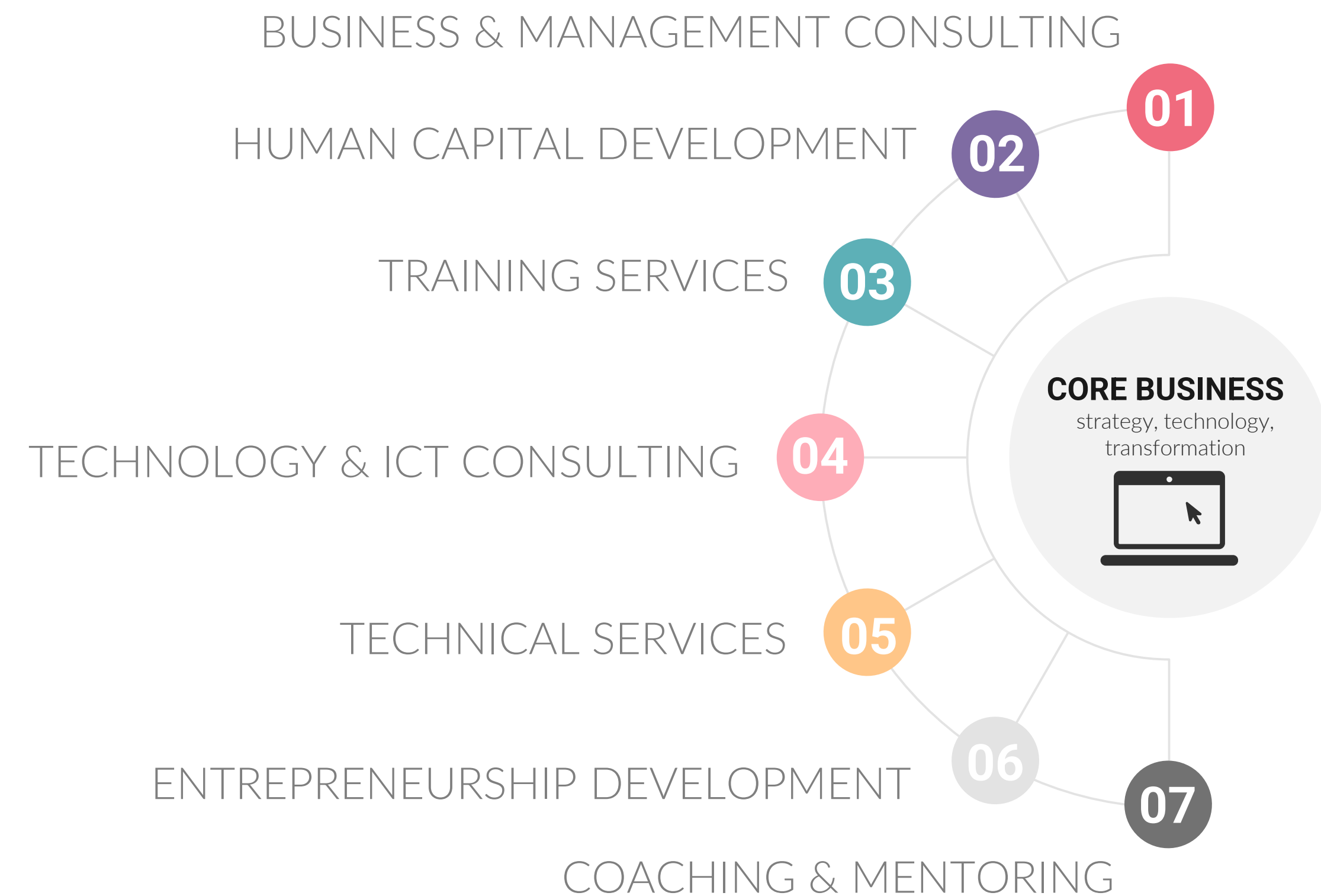
**SENIOR TRAINER/  
CONSULTANT**

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.



# WHAT WE DO

We help companies tackle their most ambitious projects and build new capabilities.





# 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

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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.



# Entrepreneurship Development

## Coaching & Mentoring



**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.



Graduates/Individuals



Start-Ups



SMEs & NGOs



Larger Corporations



# 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



# Technical Services

**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.

**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), etc., all requiring support in coping with challenges such as technology and risk assessment, technology migration, service providers selection, contract negotiation, project management.

**Public sector:** roll-out of innovative telco solutions (metropolitan fibre networks, public wifi, tactical digital divide solutions, etc.); we also provide advisory to National Regulatory Agencies for regulatory changes, allocation of frequency, fibre deployment strategies, alternative wholesale scenarios, etc

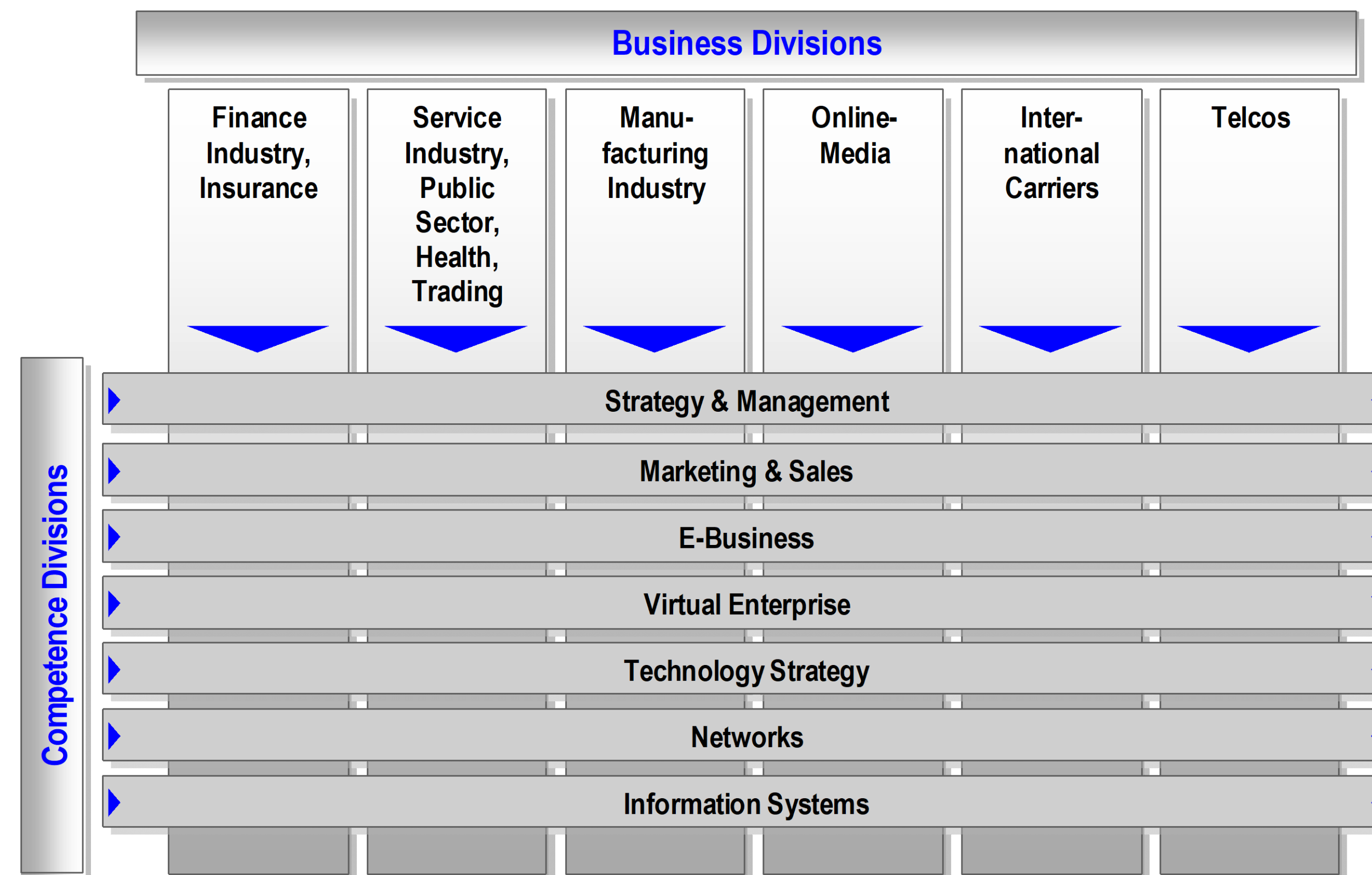
## Specific Domain Expertise

- ☐ Data Center Site Audit
- ☐ Radio Base Station Site Audit
- ☐ ICT Network Infrastructure Audit
- ☐ IT & Mobile Network Design & Optimization
- ☐ Radio Coverage Planning & Testing (Indoor & Outdoor)
- ☐ Project Management Consultancy (PMC)
- ☐ Site Audit for proper Earthing & Lightning Protection
- ☐ ICT Products Assessment & Recommendation



# SECTOR & SKILLS COMBINATION

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

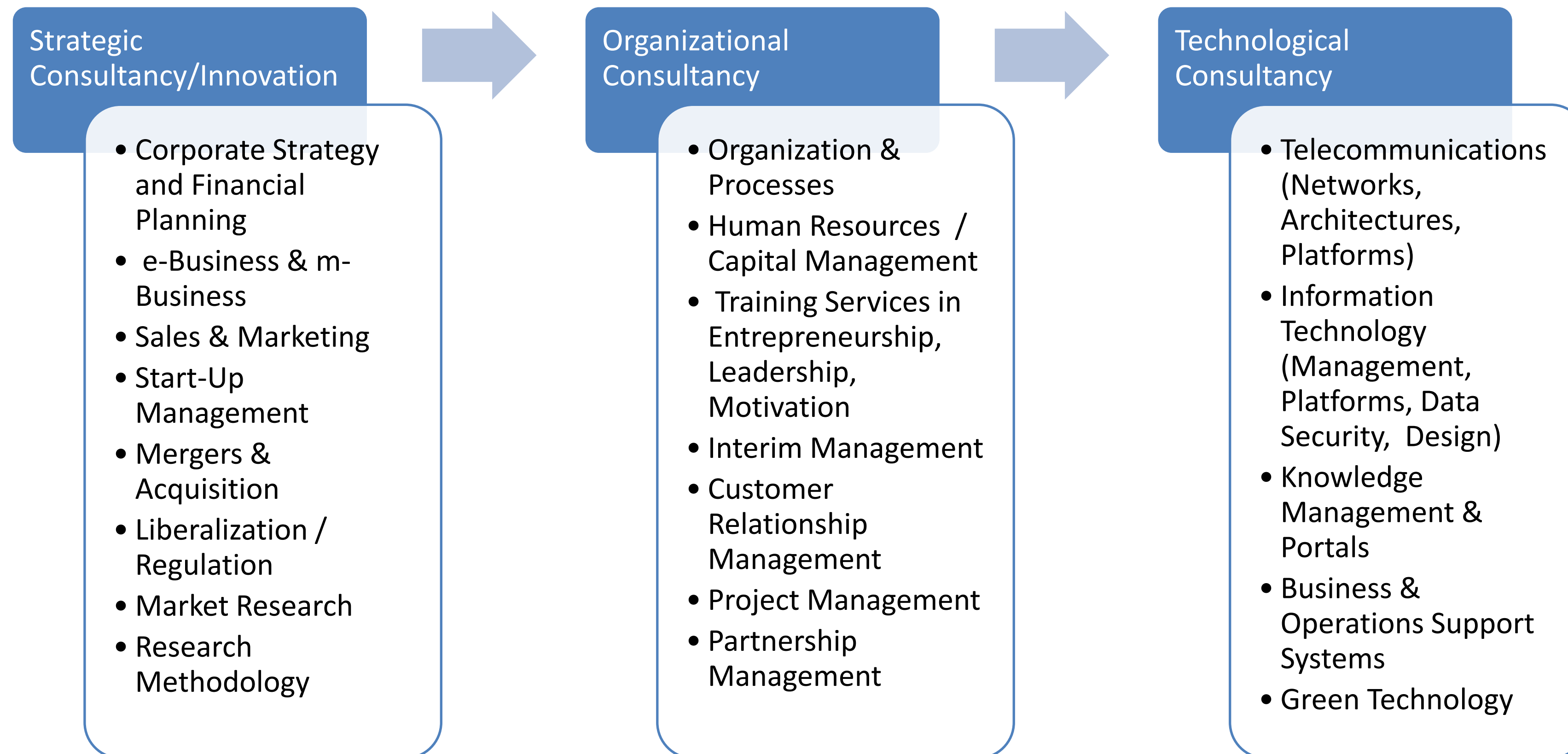




# MANAGEMENT & TECHNOLOGY INTEGRATION

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- 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  
SAFETY, HEALTH & ENVIRONMENT



PROJECT MANAGEMENT  
TELECOMS  
ICT & IR4.0  
ENGINEERING

Authorized Training Center For





# 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 followed a few 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



# Our Valued Clients



GLOBAL FORWAY



*\*\*Full list available upon request*

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# International Partners

Technology Management, Consulting, Training, Certifications

## KEARNEY

Kearney is a leading global management consulting firm with more than 3,600 people working in more than 40 countries. We work with more than three-quarters of the Fortune Global 500, as well as with the most influential governmental and non-profit organizations.



The history of KPMG in Malaysia can be traced back to 1928, and the firm has grown to be a part of KPMG's global organization of independent professional services firms operating in 146 countries and territories and in FY20 had close to 227,000 people working in member firms around the world. With a nationwide team comprising over 2,200 staff across 8 offices, we work shoulder-to-shoulder with our clients to integrate innovative approaches and deep expertise to deliver real results.



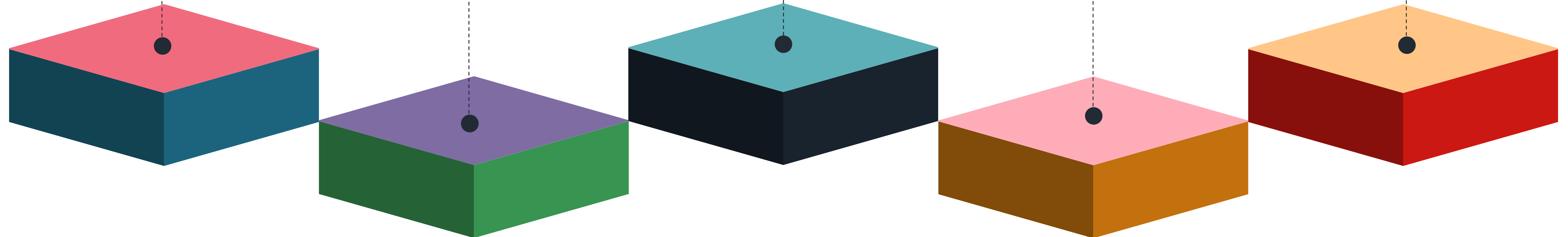
Upgrade your knowledge – and your résumé – with high-quality telecom training courses by Teracom Training Institute plus TCO Certification from the Telecommunications Certification Organization.



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.





# Registrations

## Ministry of Finance (MoF)



### KEMENTERIAN KEWANGAN MALAYSIA SIJIL AKUAN PENDAFTARAN FIRMA PERUNDING

**NO. SIJIL** : J11729800872732006  
**NO. RUJUKAN PENDAFTARAN** : 465-00011735  
**TEMPOH SAH LAKU** : 04/01/2021 - 03/01/2024

Bahawa dengan ini diperakui syarikat :

ZOHL CONSULTANCY SDN. BHD. ( 332967-D )  
 M2-15-02, LEVEL 15, STRIUM 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	ZOHL CONSULTANCY SDN BHD
PUAN YUSNI BINTI MOHD SOM	650510107858	ZOHL CONSULTANCY SDN BHD

t.t

**DATO' ZAMZURI BIN ABDUL AZIZ**

Bahagian Perolehan Kerajaan

b.p. Ketua Setiausaha Perbendaharaan

Kementerian Kewangan Malaysia

Tarikh Berdaftar Dengan Kementerian Kewangan Malaysia : 04/01/2021

(Sijil ini adalah cetakan komputer dan tidak memerlukan tandatangan)

### LAMPIRAN A

**NO SIJIL** : J11729800872732006  
**NO RUJUKAN PENDAFTARAN** : 465-00011735  
**TEMPOH SAH LAKU** : 04/01/2021 - 03/01/2024

BIL	TARIKH DAFTAR BIDANG	KOD BIDANG	KETERANGAN	STATUS
1	04/01/2021	340101	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN ORGANISASI	Aktif
2	04/01/2021	340102	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN PENSWASTAAN DAN PENGKOMERSILAN	Aktif
3	04/01/2021	340105	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN PEMASARAN DAN PENYELIDIKAN	Aktif
4	04/01/2021	340106	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ SOSIO EKONOMI/ KAJIAN SUMBER MANUSIA	Aktif
5	04/01/2021	340401	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ KEWANGAN/ KAJIAN KEWANGAN	Aktif
6	04/01/2021	340601	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN TELEKOMUNIKASI	Aktif
7	04/01/2021	340602	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ PERANCANGAN STRATEGIK ICT (ISP)	Aktif
8	04/01/2021	340603	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN INFRASTRUKTUR ICT	Aktif
9	04/01/2021	340604	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN KESELAMATAN ICT	Aktif
10	04/01/2021	340605	PERKHIDMATAN PERUNDING BUKAN FIZIKAL/ INFORMASI DAN TEKNOLOGI MAKLUMAT (ICT)/ KAJIAN PENGURUSAN MAKLUMAT ICT	Aktif


Tarikh Berdaftar Dengan Kementerian Kewangan Malaysia : 04/01/2021



# Registrations

UPEN Selangor, Construction Industry Development Board (CIDB)  
& Human Resource Development Fund (HRDF)

ASAL

 **Sistem Tender Online Selangor 2.0**  
Pejabat Setiausaha Kerajaan Negeri Selangor

**PENGESAHAN PENDAFTARAN SYARIKAT**

Dengan Ini Disahkan Bahawa

**ZOHL CONSULTANCY SDN BHD**  
No. Pendaftaran: 332967-D

telah berdaftar dengan


**Unit Perancang Ekonomi (UPEN)**  
Selangor

pada

25/05/2018

No Pendaftaran	332967-D
Daerah	Luar Negeri Selangor
No Rujukan Sijil CIDB	✗
Tarikh Sahlaku Sijil CIDB	✗
No Rujukan Pendaftaran MOF	465-00011735
Tarikh Sahlaku Pendaftaran MOF	06 Nov 2017 - 05 Nov 2020
Kelas	MOF
Kod Pengesahan Sijil	SAQ3FWM8

Maklumat dihasilkan oleh komputer. Tiada tandatangan diperlukan.  
Tarikh & Waktu Janaan: 12/11/2021 11:48:34

 **CIDB**  
MALAYSIA

No: PLBKK20220210-176

**Perakuan Pentauliahan**


Adalah dengan ini diperakui bahawa Program Latihan Kontraktor di Pusat Latihan yang dinyatakan di bawah ini telah ditauliahkan oleh Lembaga Pembangunan Industri Pembinaan Malaysia

Pusat Latihan : ZOHL CONSULTANCY SDN. BHD.  
Alamat : NW-3A-28 COVA SQUARE, JALAN TEKNOLOGI PJU 5, KOTA DAMANSARA  
47810 PETALING JAYA

BIL	MODUL	TEMPOH SAH
1	Sistem Keselamatan Bangunan	10 Februari 2022 hingga 09 Februari 2024

\*Pentauliahan ini adalah tertakluk kepada syarat-syarat yang telah ditetapkan oleh Lembaga Pembangunan Industri Pembinaan Malaysia.

**ISMAIL MAT NOR**  
Pengurus Besar Kanan  
Sektor Personel Binaan  
Lembaga Pembangunan Industri Pembinaan Malaysia  
Tarikh: 10/02/2022



(Sijil ini adalah cetakan komputer dan tidak memerlukan tandatangan)

Serial No.: 332967D

 **HRD CORP**  
HUMAN RESOURCE DEVELOPMENT CORPORATION

**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
06/05/2021	01/11/2022

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

04/05/2021  
Release Date

 **PEMBANGUNAN SUMBER MANUSIA BERHAD**

**DELIVERING QUALITY, DEVELOPING EXCELLENCE**





ZOHL Consultancy Sdn Bhd (332967-D)  
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Jalan Cempaka SD 12/5  
52200 Kuala Lumpur  
MALAYSIA

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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](mailto:info@zohlgroup.com) or visit our website at [www.zohlgroup.com](http://www.zohlgroup.com)

