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# **OSS BUSINESS STRATEGIES**

**By: Muhammad Faisal Iqbal  
Sufyan Kakakhel**

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## PSEB: Functions

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Pakistan Software Export Board is a government entity working under Ministry of IT & Telecom

Main Role of PSEB

- Human Resource Development
- Company Registration
- Facilitation
- Strategy and Research
- Marketing
- Office Space and bandwidth
- Public Policy



## Our Projects

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- IT Industry Internship Program.
- Open Source Resource Center.
- OSS Industrial Automation program.
- Capacity building of IT Industry through
- Specialized training/
- ISO & CMMI Certifications.



# Internship Program Introduction

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- The PSEB Internship Program undertakes match making between fresh IT graduates and IT companies and provides grooming to graduates.
- To date, 4460 graduates from 220 universities/institutes across the country have been placed in 250 IT companies.
- The retention rate by the IT companies has been more than 80%, another 20% received job offers from other organizations because of their internship experience.



# OSS demand supply portal

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- A plan is under consideration to launch a portal for fresh graduates who seek internships in OSS projects.
- The IT industry is registered with PSEB so the data from demand side is already on hand.
- Universities will provide the data for supply side.
- The model can be replicated in all 16 countries and this can become a huge OSS demand supply portal.



## OSS and businesses

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- MNCs
  - Redhat, Novell, IBM, Zend, MySQL AB.
- Dgs
  - There are many in every economy.
- SMEs
  - ????
- Individual
  - Entrepreneurs
  - Free lancers
  - odesk.com