PAKISTAN – RUSSIA WEBINAR SERIES
WEBINAR – 3

PAKISTAN-RUSSIA IT COLLABORATION

(INDUSTRY ENGAGEMENT FRAMEWORK)

Thursday, 5 of November 2026

1100-1355 (Moscow Time)/ 1300-1555 Hrs (Islamabad Time)

- **Theme**. **Building Technology Partnerships, Market Access and Joint Solutions**.
- **Organizers**. Joint collaboration between **University of World Civilizations Moscow** (UWCM) and **Pakistan Software Export Board** (PSEB), Islamabad.
- **Concept.** Pakistan and Russian Federation have an opportunity to develop a focused mechanism for cooperation in Information Technology and IT-enabled Services (IT/ ITeS) by connecting leading technology companies from both countries around identified areas of mutual interest. The webinar envisages to initiate collaboration through a small, targeted group of leading Russian and Pakistani technology companies, supported by PSEB and UWCM. The engagement will be public-private sector oriented with emphasis on technology partnerships, joint solutions, market access, B2B opportunities and identifiable pilot projects.
- **Pillars of Cooperation.** Based on proposed Pakistan-Russia technology cooperation framework, following areas may constitute broader pillars of engagement:
  - **AI & Cloud Computing** - AI solutions, cloud infrastructure, data analytics and industrial automation.
  - **Cybersecurity & Critical Infrastructure Protection** - infrastructure security, threat intelligence, cybersecurity solutions and protection of critical systems.
  - **Digital Governance & Digital Public Infrastructure** - e-governance, digital platforms, enterprise systems and data-driven public services.
  - **IT/ ITeS Trade, Investment & B2B Cooperation** - structured matchmaking, technology partnerships, outsourcing and market access.
  - **Digital Skills, Talent Development & Workforce Exchange** - industry-led skills development and technical knowledge exchange.
  - **Quantum Computing** - research and emerging technology collaboration.

ISSUES TO BE DISCUSSED

- **Russian Participants**

Topic	Talking Points
Pakistan-Russia Digital Partnership: Policy, Investment and Emerging Technologies	▪ Highlight Russia's interest in expanding digital and tech cooperation with Pakistan in mutually beneficial areas. ▪ Share priority areas of Russian digital sector including AI, cloud, cybersecurity, digital platforms, emerging technologies. ▪ Support stronger institutional and industry linkages to identify practical opportunities for future cooperation.
Strategic and Research Linkages for Emerging Technology Cooperation	▪ Highlight role of research, policy dialogue & strategic cooperation in strengthening Pakistan-Russia tech relations. ▪ Identify emerging areas of mutual interest in AI, digital transformation, cybersecurity and advanced technologies where research institutions and industry can collaborate. ▪ Support the development of a structured knowledge-sharing and research linkage mechanism to inform future bilateral technology cooperation.
Connecting the Russian and Pakistani Software Industries: Partnerships and Market Opportunities	▪ Present capabilities and international engagement interests of the Russian software and IT industry. ▪ Identify areas where Russian & Pakistani companies can explore tech partnerships, software collaboration, B2B opportunities. ▪ Facilitate connections between relevant member companies and support continued industry-to-industry engagement following the initial meeting.
AI, Cloud and Enterprise Technology: Opportunities for Joint Solution	▪ Present cloud computing, AI and data analytics capabilities relevant to enterprise and digital transformation. ▪ Explore cloud technology partnerships and potential solutions for Pakistani enterprises and public-sector digital initiatives. ▪ Identify opportunities for joint pilots, tech collaboration and market access.
Cybersecurity Cooperation and Protection of Digital Infrastructure	▪ Present cybersecurity and cyber-threat intelligence capabilities for enterprises and critical infrastructure. ▪ Explore cooperation with Pakistani technology companies in cybersecurity products, services and capacity building. ▪ Identify opportunities for B2B partnerships, technical exchange and joint cybersecurity initiatives.

- **Pakistani Participants**

Topic	Talking Points
Pakistan-Russia Technology Cooperation: A New Pillar of Bilateral Economic Partnership	▪ Explore opportunities to strengthen Pakistan Russia cooperation in IT and digital technologies. ▪ Identify areas of mutual interest, particularly in AI, cloud, cybersecurity and digital transformation. ▪ Encourage greater industry-to-industry engagement and explore pathways for future tech and business cooperation.
Advancing Pakistan-Russia Economic Relations through Technology and Digital Trade	▪ Highlight positive trajectory of Pakistan Russia relations and the growing scope for cooperation beyond traditional sectors. ▪ Emphasize IT and digital technologies as a promising new pillar of bilateral economic cooperation. ▪ Encourage sustained engagement between government, industry associations and technology companies to identify practical areas of mutual benefit.
Pakistan's IT Capabilities and Framework for Commercial Engagement with Russia	▪ Present Pakistan's IT/ ITeS capabilities and understand priorities and requirements of Russian technology sector. ▪ Explore B2B engagement, tech partnerships, and market access between companies of both countries. ▪ Establish focal contacts and a structured follow-up mechanism for taking identified areas of interest forward.
Digital Transformation and Joint Technology Delivery across Markets	▪ Present capabilities in digital transformation, AI, cloud, enterprise applications and managed IT services. ▪ Explore opportunities for joint implementation, systems integration, software development and technology partnerships with Russian companies. ▪ Identify potential for market access and joint delivery in Pakistan, Russia and selected third-country markets.
Enterprise Software: Opportunities for Joint Market Development	▪ Present expertise in financial technology, asset finance, leasing platforms and enterprise software solutions. ▪ Explore cooperation in FinTech, digital financial services, software integration and joint solution development. ▪ Identify opportunities for commercial partnerships and deployment of technology solutions across relevant markets.
Cybersecurity, Cloud and Product Engineering: Potential for Co-development	▪ Present Ebryx's capabilities in cybersecurity, software engineering, cloud, data and digital transformation services. ▪ Explore opportunities for joint cybersecurity solutions, product engineering, technology integration and managed services with Russian companies. ▪ Identify potential for B2B partnerships, co-development and joint delivery in Pakistan, Russia and third-country markets.

PROGRAM

Building Technology Partnerships, Market Access and Joint Solutions

Inaugural Remarks	Pakistan	Moscow Time (Hrs)
		1100-1105

Ser	Topic	Speaker	Moscow Time (Hrs)
Session-I: Technology as a New Pillar of Pakistan-Russia Economic Cooperation			
1.	**Keynote Address: Fed Minister for Planning, Development & Spec Initiatives/ Dy Chairman, Planning Commission** Pakistan-Russia Technology Cooperation: A New Pillar of Bilateral Economic Partnership	**Prof Ahsan Iqbal**	**1105-1115**
2.	**Keynote Address: Dy Minister of Digital Development, Comm and Mass Media, Russia** Pakistan-Russia Digital Partnership: Policy, Investment and Emerging Technologies	**Bella Cherkesova**	**1115-1125**
3.	**Keynote Address: Ambassador (P) to Russia** Advancing Pakistan-Russia Economic Relations through Technology and Digital Trade	**Amb Faisal Niaz Tirmizi**	**1125-1135**
4.	Pakistan's IT Capabilities and Framework for Commercial Engagement with Russia	**Faisal Jeddy, CEO PSEB**	**1135-1145**
Session-II: Connecting Technology Ecosystems and Creating Market Access			
Moderator: Dr Roxolana Zigon			
5.	Connecting Russian and Pakistani Software Industries: Partnerships and Market Opportunities	**Valentin Makarov President RUSSOFT**	**1155-1205**
6.	Digital Transformation and Joint Technology Delivery across Markets	**Dr. Shoaib, Chairman P@SHA**	**1205-1215**
7.	Digital Economy as a Promising Sector in the Pakistan-Russia Collaboration	**Dr. Irina Serenko**	**1215-1225**
8.	**Session Conclusion: Findings of Session-I**	**Dr Roxolana Zigon**	**1225-1235**
Session-III: From Capabilities to Joint Technology Solutions			
Moderator: Sulman Hassan (PSEB)			
9.	Cybersecurity, Cloud and Product Engineering: Potential for Co-development	**Ahrar Naqvi, CEO Ebryx**	**1245-1255**
10.	Cybersecurity Cooperation and Protection of Digital Infrastructure	**Yegor Rykov CEO (regional), Positive Technologies**	**1305-1315**
11.	Enterprise Software: Opportunities for Joint Market Development	**Abdul Haseeb, Group CEO & MD, TMC**	**1315-1325**
12.	AI, Cloud and Enterprise Technology: Opportunities for Joint Solution	**Dr. Alexey Akimov, Director, The Russian Quantum Center (RQC)**	**1325-1335**
13.	**Concluding Remarks**	**Sulman Hassan**	**1335-1345**

14.	Vote of Thanks	Dr Roxolana Zigon	1345-1355

Annexure-I

RUSSIAN COMPANIES SUGGESTED FOR PARTICIPATION

Ser	Company	Website
1.	**Positive Technologies**	https://global.ptsecurity.com
2.	**Yandex Cloud**	https://yandex.cloud
3.	**Astra Group**	https://astra.ru
4.	**1C Company**	https://1c.ru
5.	**VK Tech**	https://vk.tech
6.	**Security Code**	www.securitycode.net
7.	**eXpress**	https://express.ms/en
8.	**GeoScan**	https://www.geoscan.ru/en
9.	**Aktiv-Soft**	https://rutoken.ru
10.	**Red Soft**	https://red-soft.com
11.	**Kaspersky**	https://www.kaspersky.com
12.	**SberTech**	https://sbertech.ru
13.	**Solar Group**	https://rt-solar.ru
14.	**T1 Holding**	https://t1.ru
15.	**Rostelecom**	https://www.company.rt.ru
16.	**MTS Web Services**	https://mws.ru
17.	**Gazinformservice**	https://www.gaz-is.ru