



# Data Protection Law: Workshop for Pakistani Suppliers Selling into the Middle East (or Europe)

- Pakistani tech and service companies provide great products but sometimes struggle to sell into the Middle East because of data protection compliance.
- This workshop is focused on teaching suppliers in Pakistan how to prove PDPL compliance in KSA and the UAE to companies that might want to use their services. It is also highly relevant to those wanting to supply into Europe as the GDPR has a 90% overlap with the PDPL.
- It shows you the law, the expectations that Middle Eastern companies have and step by step guidance on how to fulfil them.
- You will come away understanding what to do, armed with templates and a plan to ensure that you a lack of compliance does not hold back your penetration of these important and lucrative markets.
- SDAIA, the regulator in KSA, just announced it has fined 48 companies over data protection breaches

# Why you Should Attend

It is not enough to have an amazing tech product or service to sell into the Middle East or Europe – you need to prove compliance in the area of data protection.

This workshop will give your company a competitive edge by:

- Helping you understand compliance requirements
- Going through a whole cycle of due diligence as one of your potential customers might perform on you
- Enabling you understand how to score highly on such due diligence by giving you plans, procedures and insights into how to prove compliance
- Enabling you to show off your compliance to gain that competitive advantage

This will be a combination of interactive lectures, exercises and quizzes. We will also issue you with a complete compliance pack that you can tailor to your needs.

# Who Should Attend

Designed for those that are leading on bidding for work in the Middle East or Europe and those that deliver tech or compliance internally:

- CISOs, CIOs, CTOs, and IT Directors
- Data Governance & Data Management Leads
- Risk & Compliance Managers
- Business Leaders

# Data Protection

## 1 Day Workshop

**1** What is data protection?

**6** How to create evidence of compliance

**11** Working with Government Entities

**2** Introduction to the KSA & UAE laws and the GDPR

**7** People Compliance

**12** Trust Centres

**3** Regulators and Fines

**8** Data Compliance

**13** A Due Diligence Exercise

**4** What a client company expects of you

**9** Security Compliance

**5** Fundamentals of Due Diligence

**10** International Data Transfers

# Methodology & Learning Approach

- Focus on what you need to know
- Case studies
- Deep-dive exercises on the day
- Discussions on applications of the law relevant to suppliers
- Focus on documentation and how to get it right
- Compliance pack given to each delegate

## Outcomes & Takeaways

Delegates will be able to:

- Design a tailored compliance program for their company or product
- Understand what due diligence questions they may be asked and how to answer them
- Create and collate evidence of compliance
- Showcase their compliance as a commercial edge to potential clients

# Facilitator Profile

## BILAL GHAFOOR

**MANAGING DIRECTOR, GCC DATA  
PROTECTION  
DIRECTOR OF PRACTICAL DATA  
PROTECTION LTD**



- 15 years of experience in data protection compliance in the UK, Europe, N America, Far East, Middle East and Pakistan
- Clients in 11 EU countries, the UK and KSA, UAE, Free Zones, Qatar, Oman and Bahrain
- Worked with digital, commercial, retail, health, government, tech, AI, energy and health sectors
- Awarded International Association of Privacy Professional Fellow of Information Privacy

### Work Experience



### Awards and Certificates



### Education



## INVESTMENT:

**Program fee:** PKR 70,000 + SST per participant.

Register 10 days before the workshop and get 5% discount.

Nominate group of 3 and get 10% discount.

Thank you for your interest in the  
**Data Protection Law  
Workshop for Pakistani  
Suppliers Selling into the  
Middle East (or Europe)**

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