

# අපි!



ලොව නොඇසූ අපේ හඬ...



PLEASE STAY SAFE  
AND HEALTHY

## JUNE 2021

# What's Inside?



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# EDITOR'S NOTE



Greeting My Dear Teams

Let me first wish all of you a Happy Vesak this month. Vesak is a celebration of Buddha's Birthday and for some Buddhist, marks his enlightenment (When he discovered life's meaning)

It is also a time to reflect on the teachings and what it means to be a Buddhist. Each Buddhist culture has its own tradition for the day and is celebrated across Asia in countries such as India, Thailand, and North & South Korea.

Whilst you celebrate amongst the doom and gloom we hear daily, let us reflect on our lives and where we are today.... Half a year gone by, lets make the best of the rest of it!

***"We are shaped by our thoughts; we become what we think. When the mind is pure, joy follows like a shadow that never leaves."***

**- Buddha -**

Amila Gunawardana

.....

# FOUNDER'S NOTE

ඔබ සැමට පින්බර වෙසක් මංග්ගලයක් වේවා!

බෞද්ධ දර්ශනයට අනුව, සතුව සහ ශෝකය අපගේම වගකීමක් වේ. එය සම්පූර්ණයෙන්ම අපගේ පාලනය යටතේ පවතින දෙයකි. අපි එදිනෙදා ජීවිතයේදී විවිධාකාර අභියෝග වලට අපි මුහුණ දෙන්නෙමු. මේ පිළිබඳව ඔබට කළ හැකි යමක්ද තිබේ. ජීවිතයේදී ඔබට ලැබෙන, දකින, ඇසෙන සෑම දෙයකම යහපත දැකීමට ඔබේ මනස හුරු කර ගන්න. එය ඔබේ ජීවිතය සවිබල ගැන්වීමට හා අර්ථවත් කරගැනීමට ඔබ ගන්නා හොඳම පියවරයන්ගෙන් එකක් වනු ඇත.

රිණාත්මක සිතුවිල්ලක් ඔබේ මනසට එන සෑම අවස්ථාවකම, එය ධනාත්මක සිතුවිල්ලකට පරිවර්තනය කරගන්න. ඔබේ ජීවිතයේ සතුව හා ගුණාත්මකභාවය රඳා පවතින්නේ ඔබේ සිතුවිලි වල ගුණාත්මකභාවය මතය. ඔබ පුද්ගලයෙකු ලෙස වර්ධනය වන අතර, සෑම විටම ධනාත්මක ලෙස දැකීම, ඔබේ ජීවිතය සිහිපවෙත් හා විනෝදයෙන් ගත කිරීමට තවත් හේතු සපයයි.



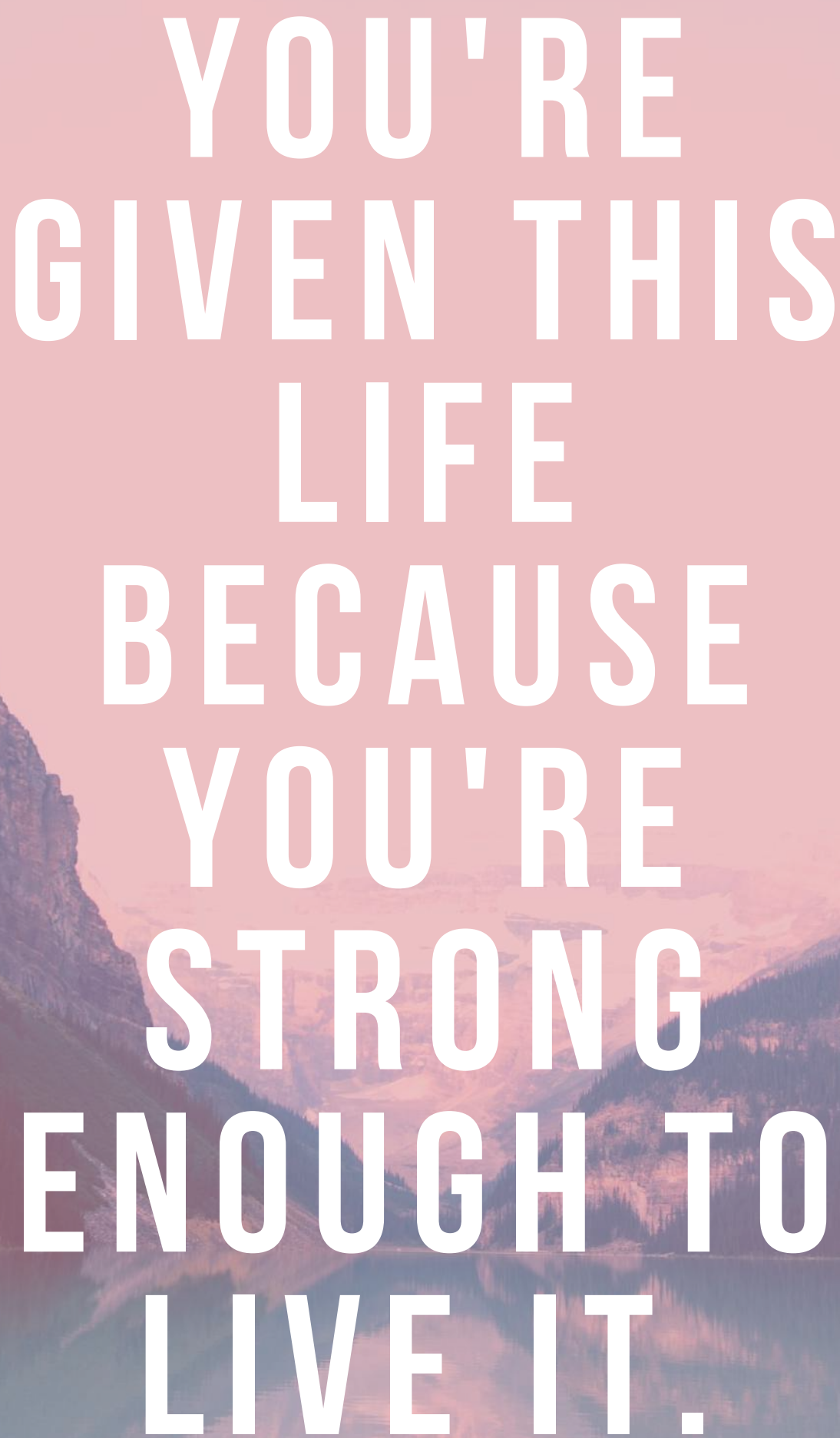
-මංජුල කුලතුංග



වෙසක් පහන් කූඩු  
තරඟය 2021  
සහභාගීත්වය



THE WINNERS!  
CLG SERVICES PVT LTD.  
SHALANI, SANJU, CHATHURANGA, MILAN,  
ASELA



**YOU'RE  
GIVEN THIS  
LIFE  
BECAUSE  
YOU'RE  
STRONG  
ENOUGH TO  
LIVE IT.**

## MESSAGE FROM OUR CAPTAINS!



My Dear Colleagues,

As we are all aware, we as a nation have not experienced such a pandemic. This has deeply affected how we live and work today. I urge you to be extra cautious than ever before. Make sure we do the right thing at the right time for ourselves as well as others.

Each of our priorities should be our HEALTH and SAFETY. If you have not obtained the vaccine as yet, I take this opportunity to urge you to do so. During these tough times, it is also important that we stay digitally connected and be a support to EVERYONE who is in need. Our thoughts are with the families who are affected. US.LK Group of Companies continues to work together with everyone and support our front end teams who are working around the clock.

Wishing you and your loved one's good health in the days ahead. Stay Safe !

- Anuja Fernando



Api...

It is a beautiful thought that created US.LK by our founders and it was the task of a few members led by Amila, Achala & Annya holding the rains and moving it forward to recreate what is today - "Api"

Introducing the vision to other establishments, paving the way for sharing views, creating opportunities, employee abilities, recognizing achievers, motivating members to make and take responsibilities makes 'API' a wonderful window to look out of...

Moving forward I believe that all members will within the Group of companies make this Vision our Mission by making Api a beginning to the future...

- Gerard Siriwardana

# Family Corner

ඔබේ දරුවාගේ හෝ පවුලේ සාමාජිකයන්ගේ හැකියාවන්  
එළිදක්වන්න "අපි" සමග එක්වන්න...



Udish Dhamsara

Age: 7

Son of Ramesh Kumar (Store  
helper) CLG



Swetha Sadunika

Daughter of Nevil (SR)  
CLG



Shemaya Angel

Age: 11

Daughter of Wodson (Operations  
Manager) CLG



Swetha Sadunika

Daughter of Nevil (SR)  
CLG



Sasanka Mandela

Age : 7

Son of Asoka (cash collector)  
CLG



Sachini Samara

Daughter of Nevil (SR)  
CLG



Rusiru Lakshan

Age: 11

Son of Asoka (Cash collector)  
CLG



D. Adeesha Himath

Age: 6

Son of Ayantha (MR)  
CLG



Aisha Nathali

Age: 16

daughter of Jude (SR)  
CLG

# COVID-19 AND VACCINATION

Experts believe that getting a COVID-19 vaccine will help keep you from getting seriously ill even if you do get COVID-19. Therefore, getting yourself vaccinated may protect you as well as people around you.

To understand how COVID-19 vaccines work, we need know how our bodies fight illness. When germs, such as the virus that causes COVID-19, invade our bodies, they attack and multiply. This invasion, called an infection, is what causes illness. Our immune system uses several tools to fight infection. Blood contains red cells, which carry oxygen to tissues and organs, and white or immune cells, which fight infection. Different types of white blood cells fight infection in different ways:

- **Macrophages** are white blood cells that swallow up and digest germs and dead or dying cells. The macrophages leave behind parts of the invading germs, called “antigens”. The body identifies antigens as dangerous and stimulates antibodies to attack them.
- **B-lymphocytes** are defensive white blood cells. They produce antibodies that attack the pieces of the virus left behind by the macrophages.
- **T-lymphocytes** are another type of defensive white blood cell. They attack cells in the body that have already been infected.

The first time a person is infected with the virus that causes COVID-19, it can take several days or weeks for their body to make and use all the germ-fighting tools needed to get over the infection. After the infection, the person’s immune system remembers what it learned about how to protect the body against that disease. The body keeps a few T-lymphocytes, called “memory cells”, that go into action quickly if the body encounters the same virus again. When the familiar antigens are detected, B-lymphocytes produce antibodies to attack them.



COVID-19 vaccines help our bodies develop immunity to the virus that causes COVID-19 without us having to get the illness. Different types of vaccines work in different ways to offer protection. But with all types of vaccines, the body is left with a supply of “memory” T-lymphocytes as well as B-lymphocytes that will remember how to fight that virus in the future. It typically takes a few weeks after vaccination for the body to produce T-lymphocytes and B-lymphocytes. Therefore, it is possible that a person could be infected with the virus that causes COVID-19 just before or just after vaccination and then get sick because the vaccine did not have enough time to provide protection.

After you’ve been fully vaccinated against COVID-19, you should keep taking precautions in public places or when you are with unvaccinated people from more than one household.

Safe and effective vaccines are a game-changing tool: but for the foreseeable future we must continue wearing masks, cleaning our hands, ensuring good ventilation indoors, physically distancing and avoiding crowds.

Source: WHO & CDC

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"අපි" සාමාජිකයෙක් වැඩ  
විස්තර ලබාගන්න.

# THANK YOU

TEAM USTORE FOR YOUR CONSTANT HARD  
WORK AND DEDICATION.  
WE VALUE YOUR PRESENCE AND ARE PROUD  
OF YOU!



Headed by Aloka Gunawardana



Manoj & Imaal

*The roots of all goodness  
lie in the soil of  
appreciation for  
goodness.  
—Dalai Lama*

# Confessions of an IT Account Manager...

BEFORE, DURING  
&  
AFTER LOCKDOWN...



With lockdown lifted, Melbourne is slowly returning to the bustling metro it once was and workers are making their way back to the office, with varying levels of excitement. During this transition to hybrid or fully in-office work, I wanted to take some time to reflect on the year of remote work and what it taught me.

Written communication was a big part of that learning, and part of what has led to me posting this article, but I also realised I was headed toward 10 years of continuous experience as an IT account manager.

As we transition toward hybrid or in-office work, it felt like the right time to share a couple of insights – some things that will always be true and a few new things I noticed over the last 12 months.

## Some things never change

Though it may be deceptively simplistic, I can sum up the things that have remained consistent over the last decade in two words: integrity and professionalism.

Integrity can often mean different things to different people but, at its core, it is about honesty and transparency. If you tell a client that you are going to do something, then you had better do your damndest to follow through. There are two sides to this:

First, don't promise what you can't deliver. If you promise a price or a timeframe that you have no right to promise, it can seriously damage the client's trust.

Second, don't let commitments slip through the cracks. If you tell a client you will email or call and then they end up contacting you first, you've made yourself and your company seem unreliable.

Finally, if you do let either of those things slip and make a mistake just own up to it. We're all human and as long as you do your best to be honest and fix what you broke, relationships can remain strong.

As for professionalism, it's often as simple as remembering that you simply cannot win them all and to stay polite and respectful no matter how bad the loss.

Remember that IT budgets often operate on a 3 to 5 year cycle and if you take rejection with grace, that will be remembered when that cycle is coming to an end.

## Lessons from the last year

In many ways, the first thing I learned from the challenges we all faced in the last 12 months was just how important the above points are!

Building authentic and honest relationships with our customers and creating a culture that works to support their narratives was absolutely fundamental to our success. A big part of this is being responsive. If a client is reaching out to you, responding quickly and accurately can go a long way toward building trust.

Adjacent to this is being proactive, rather than reactive. By keeping in contact with our vendors, and providing clients with regular updates, we ensured that no client ever felt like they were left waiting in the dark. As a result, they knew they could trust that we were making every effort to serve their needs as efficiently and effectively as we could. The biggest difference with the biggest impact was the need for flexibility. This was reflected in the need for more flexible finance options when businesses were first hit by lockdowns. Similarly, when we had to find ways to meet hardware needs when the usual products were suddenly unavailable.

What it boils down to is finding ways to support the customer, even if that means thinking outside what you are used to, in order to find ways of moving forward that will suit the customer and your own organisation.

Post-lockdown expectations

This is actually very simple!

I cannot wait to catch up face to face with all those people who have supported Thomas Peer Solutions, and who we have supported in kind, to say thank you.

As great as tech has been for keeping us digitally connected, it's never really going to replace a proper in-person chat.

By Andreas Nikolakopoulos  
SENIOR ACCOUNT MANAGER  
THOMAS PEER SOLUTIONS



# PHOTOGRAPHY CONTEST



We are looking for photographs that are striking, well-crafted and of exceptional quality. This segment aims to uncover images that show the world around us and to give the opportunity to members with photography skills whose work might otherwise never be seen.

Send us your submissions on or before 25th June to [contact@us.lk](mailto:contact@us.lk)

This is a great opportunity to showcase your work & to be nominated for the අපි.LK magazine cover page. This will also provide you with alternate pathways to enhance your talents! Selected photographs will also be published on US.LK website and other social media platforms as well.

## තරඟ කොන්දේසි:

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- වර්ෂ 2020-2021 තුළ ගත් ඡායාරූප විය යුතුය
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# TARGET ACHIEVERS

MONTH OF APRIL

SUDARA



NANDANA



IMAL



NUWAN



CHAMARA



KOSALA



Astra

JUDE



INDUNIL



# TARGET ACHIEVERS

MONTH OF APRIL



ANURASIRI  
JAYASHAN  
AJITH  
GUNATHILAKA  
PRASANNA  
SANJEEWA GUNATHILAKA

SANJEEWA JAYALATH  
UDESHP SANDARUWAN



SAMINTHA  
W NIMAL  
B.G.MITHRASENA  
R.THUSHANTH  
DINESH KUMAR



MILAN  
MADAWA  
KOTHALAWELA  
NAGALIGAM  
AVISHKA



# TARGET ACHIEVERS



MONTH OF MAY



**NUWAN**  
**103%**



**SAMITH**  
**112%**



**NAZEEM**  
**111%**



**ANURADHA**  
**110%**



**LAKSHITHA**  
**107%**

## GREAT JOB TEAMS!!!

# ACHIEVEMENTS

*Best Wishes from...*



Join us in Congratulating Christopher Stone - Senior Solutions Architect of Thomas Peer Solutions for being recognized as a Certified Specialist - Implementation Engineer Power Store - Dell Technology Proven Professional

With this great achievement, TPS has become a Proven Certified Partner to deliver Dell EMC PowerStore Solutions in ANZ. There are only a handful of partners in ANZ to deliver Power Store which is the Next Generation Storage Solutions.

Thomas Peer Solutions delivered its first Dell Technologies PowerStore Solution deployment to the Customer as the first Partner to deploy the Largest PowerStore Footprint in ANZ.



Udara Dharmadasa • 1st

Executive Director at Thomas Peer Solutions

1mo • Edited •

Another [#delltechnologies](#) [#powerstore](#) built on a [#vertiv](#) rack is on its way to a customer ... [Christopher Stone](#) great job in getting this all set up. [#Thomaspeersolutions](#) is on track to be the first ANZ partner to deploy the largest [#powerstore](#) footprint so far.



# EVERYONE'S LOSING SOMETHING

Everyone's losing something  
What did you lose today?  
Our routines have all gone haywire  
Taking our comforts away.

Did you lose the privilege of a driver  
Whom the lockdown forced to stay home?  
Or were forced to cook your own dinner  
Pushing you out of your comfort zone?

Are you sad that you lost a holiday  
That you had booked so much in advance?  
Caught with the seeming unfairness  
Of this unfortunate circumstance.

Or did you lose a golden opportunity  
To have the biggest wedding you'd planned?  
But just ended up with a small one  
No big crowds, and no live band.

Everyone's losing something  
A privilege, an opportunity, a chance,  
But lucky are they who lose just these  
Minor hiccups to otherwise smooth plans.

There's the unlucky one who lost a job  
And another who lost his mind,  
The stress of this pandemic scenario  
Has turned out to be brutally unkind.

Someone lost more than a privilege  
A brother-in-law, an uncle, a friend,  
It's going downhill far too quickly  
Can't wait for this nightmare to end.

So if you missed your maid this morning  
Or your favourite TV soap,  
Remember the little girl missing a dad  
But just doesn't know how to cope.

Extra chores may push you to exhaustion  
Or just make you miss that beauty sleep,  
Think of the man who lost his wife  
But his baby gives him no time to weep.

Each one is going through this nightmare  
In varying degrees of dread,  
For some it's a minor adjustment  
For others, a permanent void instead.

Everyone's losing something or someone  
Many are finding it difficult to cope,  
But whatever you lose as you travel on  
Make sure to never lose hope.

There's light at the end of the tunnel  
A definite rainbow after the storm,  
Your losses will strengthen your inner core  
And you'll learn to cope as you move on.

Remember if you just lost a privilege  
Someone else lost a very dear friend,  
So ignore that insignificant inconvenience  
Think of what really matters in the end.

There are people dying all around us  
No beds, just gasping for breath,  
Our convenience doesn't matter as much  
As collective onus to prevent each death.

Everyone's losing something or someone  
Let's remember we're all part of a whole,  
One person's action can hasten the spread  
Let's choose right and hang on to hope.

**Everyone's losing something or someone**  
**We've all got to play our part,**  
**And hang on to hope as we journey on**  
**Bruised, broken but never losing heart.**

- *By Odette Katrak*

(Odette Katrak is an activist based in Bengaluru)



# OUR TEAM



Annya Gunasekara  
Designer & Content  
Writer



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Ceilao Logistics Group



Achala Abayawickrama  
Civicon Engineering



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Australian Migration Consultants



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Danuka Savinda  
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Sanju Priyankara  
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Ceilao Logistics Group

[www.clg.lk](http://www.clg.lk)

Australian Migration Consultants

[www.amconline.com.au](http://www.amconline.com.au)

Civicon Engineering Services

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

Australian Talent Network

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

Thomas Peer Solutions

[www.thomaspeer.com.au](http://www.thomaspeer.com.au)

Ceilao Ezy

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

Australian Strategic Partnerships

[www.sp-solutions.biz](http://www.sp-solutions.biz)

Go Ceilao

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

Ceilao Spill Absorbent

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

Ceilao E-Sports

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

