

IAS INSIDER



EDITORIAL

Congratulations and thank you!

As 2018 draws to a close, it is for me a much awaited opportunity to commend the tremendous work carried out by the IAS team over the last twelve months. As can be seen, the results of this work are more than compelling: a backlog of firm orders multiplied by ten, representing today more than 3.8 million Euros – a first in IAS long history; very significant contract awards, both in terms of duration and volume, with a cumulated value exceeding 3.4 million Euros as of the 1st of January, and marked by the signature of one of the most important contracts ever won by IAS in almost 39 years of existence; the implementation of various specific training actions of all duration, which allowed to both confirm and strengthen the soundness of a proven operational system, at the core of an ecosystem of partners with a long-established track record.

These results are indeed anything but fortuitous. They are rewarding hard work carried out for nearly five years to advance the Institute at all levels (in terms of offer, commercial strategy, organization, tools and methods), and to constantly adapt it to the changes of a market environment as demanding as competitive.

Although this is actually a work in progress, given the inherent particularities of each service, these results are primarily due to the IAS teams, who have never balked at a task and are today entitled to reap the benefits. Congratulations and thanks to our teams for their daily commitment, measurable both collectively and individually. Congratulations and thanks to our teams for these first-class operational achievements, which are regularly commended by our clients, end customers, and partners, regardless of their historical relationship with the Institute. Congratulations and thanks to our teams for their collective resilience and intelligence that has never been refuted over time.

This editorial is a tribute to the IAS teams. Congratulations and thank you.



Pierre VALENTI
Managing Director

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MALAYSIA

IAS training is supporting MEASAT 3B



Since 2015, IAS has been fulfilling a training contract in the frame of an Airbus Defence and Space offset scheme for MEASAT 3B.

After four staff of the Royal Malaysian Air Force who attended the IAS Annual Master Program, IAS is now welcoming an engineering officer in the frame of a 3-year doctorate. The academic training will be carried out by ISAE-SUPAERO, while the IAS teams ensure the smooth delivery of the training, including support to Major BIN CHE AZMI and his family in their daily life whilst in France.

As a preamble to the doctorate, Frédérique Breniaux, IAS Domestic Operations Manager,

designed and implemented a one-week seminar focusing on facilitating the integration of the Major in a brand new professional and cultural environment.

CHINA

New cooperation perspectives



From the 18th to the 23rd of October, Adeline Verdier and Valérie Barthe went to China to meet our customers and take further the discussion initiated in July during the visit of a Tianjin Lianhang delegation.

Whether in Beijing, Shanghai or Tianjin, new training topics have been addressed.

This mission also provided an opportunity to gather some members of the large IAS Alumni Network in China during our traditional alumni dinner.

SOUTH KOREA

Airbus Defence and Space demonstrates its continued confidence in IAS

Since August 2017, in the frame of an Airbus Defence and Space offset scheme regarding a military communication satellite, IAS has been implementing specific training actions attended by engineers from the South Korean space industry. Forty-four professionals have already been trained, and from February to September 2019, another 24 will attend Space Induction Week seminars, designed and carried out by IAS.

By entrusting our teams with the educational engineering related to this large project and with the daily support of its customers throughout their stay in France, Airbus Defence and Space demonstrates once again its confidence in IAS.





IAS Annual Master Program class meets its sponsor



For many years now, each class of the IAS Annual Master Program has been sponsored by a representative of the French aerospace industry. The sponsor of the 2018–2019 class, which gathers 29 professionals of the global aerospace industry, is Jean-Luc CHARLES, former head of the A380 assembly line.

During an evening dedicated to meeting the students, held on the 29th of November, Mr. CHARLES presented his career path from him joining Airbus in 1980 as an A310 Design Office-Project leader to the various positions he has been holding recently, focusing on his international experience. This presentation sparked many questions and gave rise to many exchanges.

The dinner which followed this formal event allowed for further discussion and to develop closer relations between the sponsor and its class.

More meetings have already been scheduled over the next months, the high point of the year being the 2019 FASIA ceremony.

2018: a special year for the alumni!

If there has been a significant year for the members of the *IAS Alumni Network*, it is the past year!

Firstly, during the first half of 2018, with the launch of



a dedicated platform and social network, a tool that incorporates an alumni directory, forums, industry-related contents and photo galleries as well as news and event announcements. This tool has proved to be a great success.

Some ten alumni have since come back to the Institute to discuss future projects or attend further training sessions with other groups of professionals. For example, Mr. Nemesh TANDON (IAS 2005), Deputy General Manager (Quality) at Hindustan Aeronautics Limited, returned after 13 years for a specific training action, the third session of the Aerospace Leadership Development training.

IAS then welcomed a Thai delegation led by Mr. Ravit SACHASIRI (IAS 2009) and Mr. Natthawat HONGKARNJANAKUL (IAS 2010), respectively Project and Contract Management and Head of Space Innovation Collaboration and Connectivity at GISTDA, the Thai space agency (see IAS Insider Q3 2018).

Two Turkish, three Brazilian, one Chilean and one Colombian alumni have also paid a visit to the IAS teams.

Finally, at the beginning of the month, Amanda Boscus, IAS Alumni Network Manager, released a new tool, the IAS Alum'News. This brand new newsletter is intended exclusively for our alumni.

These recent developments constitute the blueprint of future evolution for our network, leveraging 38 years of expertise and nearly 3,800 members!



« Airbus Defence and Space, a major stakeholder in the field of civil and governmental communication satellites for nearly 50 years, provides many export customers not only with communication satellites but also with comprehensive turnkey systems which include an important training component.

For customers who wish to bring their country into the space world and its related technologies, these training actions designed for their young engineers are crucial and decisive in the choice of the prime contractor. The ability to offer a range of tailored training solutions makes IAS a preferred partner to support Airbus Defence and Space international development policy.

In 2017 and 2018, Airbus hosted 44 trainees in the frame of the K-Milsat-1 South Korean satellite program. The training sessions have been implemented in close cooperation with IAS, which enjoys an unrivaled expertise for organizing such actions, as well as for welcoming and supporting the students and their families during their stay.

At the end of the training actions, which last on average three months, the trainees left very satisfied with the welcome they received and the contents of the course delivered by IAS, which allow for the French culture and know-how to be disseminated to South Korea.



Jean-Michel FLEURANT

Telecommunications Satellites Program Manager
Airbus

AGENDA



Please find below IAS working schedule for the next three months, as well as missions and exhibitions our teams will attend :

WORKING SCHEDULE

COUNTRY	DATE	CUSTOMER	TYPE	IAS CONTACT	LOCATION
BOLIVIA	2017 - 2025	Confidential	Specific training	Adeline Verdier	France Bolivia
SOUTH KOREA	2019 - 2020	Airbus	Specific training	Alexandre Sadeve	Toulouse
MALAYSIA	2018 - 2021	Airbus	PhD	Valérie Barthe	France
TURKEY	2018 - 2021	Airbus & Türksat	Specific training	Valérie Barthe	France United Kingdom
VIETNAM	2018 - 2021	Airbus & USTH	Specific training	Etienne Fleury	Hanoi

MISSIONS

COUNTRY	DATE	IAS CONTACT	LOCATION
COLOMBIA	March 2019	Valérie Barthe, Adeline Verdier	Bogota

EXHIBITION

EVENT	DATE	IAS ATTENDEES	LOCATION
AERO INDIA	February 2019	Valérie Barthe	Bangaluru

The smart network



Established in January 1980 and based in Toulouse, IAS is the French aerospace industry's international professional training agency.

IAS fast facts

- ✓ Training of more than 3,800 professionals from more than 100 countries
- ✓ Portfolio of over 150 customers
- ✓ 10 to 12 training sessions per year
- ✓ 3.6 million Euros turnover in 2017
- ✓ 14 permanent staff in December 2017

