



EDITORIAL

Dear Colleagues,

« In these times of globalization, few entities can afford to work in isolation without simply risking being on the road to ruin. Whether related to better cost control, implementing research and development actions, optimization of product marketing, access to new expertise, innovation to meet customer needs or capturing new markets, there is no shortage of occasions to move towards one or more strategic partnerships in order to turn these constraints into a long-term success.

In an activity sector as demanding and competitive as the aerospace industry, it could hardly be otherwise. It is even more valid for the professional training domain, which is becoming a little more crucial each day for the industry, especially on the international stage.

Partnerships have long been at the very heart of IAS history and methods of operation, and mean undoubtedly much more: they are inherent elements of both its identity and its positioning. Indeed, whatever the customers' requirement, the training solutions designed by IAS teams are leveraging the know-how of a pool of more than 130 recognized industry experts, coming from some thirty different entities – engineering and business schools, universities, research laboratories, aerospace companies, specialized consultancy companies, etc.; a pool patiently created and maintained over time. While aware of its assets, IAS nevertheless continues to pursue an ongoing quest to optimize this pool, on which it intends to keep relying to enhance its offer as requirements evolve – both in terms of methods and contents.

As illustrated by the recent past, this dynamic is now clearly underlying one of the major strategic axes of the Institute. For instance, in recent weeks, two strong strategic partnerships have been established with major stakeholders as distinct as AirBusiness Academy in the aeronautic domain, or Euroconsult in the space sector. While a number of partnership options – both vertical and horizontal – are being considered, the key features required to join the IAS partner network always remain the same, namely: industrial expertise, international experience, agility, reactivity and competitiveness. These factors for success are the basis of the winning equation which IAS offers daily in more than 40 countries worldwide, supporting the interests of the French aerospace industry.

It is only through such an activism, tirelessly enhanced, that IAS will maintain over time its privileged positioning as a long-time major partner of the French aerospace industry for international professional training.

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Pierre VALENTI
Managing Director



TOULOUSE

A new concept for the 2014 FASIA ceremony

The 2014 French Aeronautic and Space Industry Award ceremony took place on the 25th of September at the Palladia hotel in Toulouse. Awarded by the French aerospace industry, this prize is primarily designed to promote the international network built and managed by IAS teams for approximately thirty years. More than 150 representatives of the biggest aerospace companies attended the FASIA presentation to the 37 trainees of the 2013-2014 class, coming from 9 different countries: Algeria, Brazil, China, Ecuador, Japan, Malaysia, Oman, Russia, Taiwan and Thailand.

During a roundtable discussion chaired by the journalist Jean-Christophe GIESBERT, IAS presented in detail its activities and achievements for the past year, as well as its organizational

changes and development perspectives. In order to illustrate the different partnerships on which its offers are based, IAS gave the floor to three partners who shared their experience regarding their cooperation with the Institute:

- Mr. William GIBSON, Head of Aviation Management, Senior Consultant, AirBusiness Academy;
- Mr. Philippe GALAUP, Head of Recruitment & Contractual Relations, ISAE;
- Mr. Valéry DELISLE, Head of Region Africa, Middle East & North Asia & Indirect Offsets, Offset & Industrial Compensations, Airbus Helicopters.

A briefing was also organized before the ceremony, in order to present the latest news on IAS activities to the specialized and/or local press.

PARIS



IAS takes advantage of the 2014 World Satellite Business Week to sign a cooperation agreement with Euroconsult



For a second year in a row, IAS attended the World Satellite Business Week organized by Euroconsult, which took place in Paris from the 8th to the 12th September 2014.

This key event allowed the IAS commercial team to meet some twenty major stakeholders from the space industry such as Airbus Defence and Space, Thales Alenia Space, CNES, Arianespace, Telespazio

France, SatConsult, Trinity Advisers...

During this conference, Pierre VALENTI, IAS Managing Director, and Pacôme REVILLON, Euroconsult CEO, signed on the 8th of September an agreement reinforcing the cooperation between their respective entities.

This agreement will allow to meet the expertise mobilization required by the training solutions designed by IAS, to structure joint training offers on specific topics, to benefit from research and multi-customers surveys carried out by Euroconsult, and will also allow IAS to take part to the industry conferences organized by the Paris-based consulting firm.

INDIA

Continuation of the «Aerospace Leadership Development» project for HAL



Pierre Valenti and Etienne Fleury carried out a mission in India from the 23rd to the 27th of June, in order to review with Hindustan Aeronautics Limited (HAL) the «Aerospace Leadership Development» training which took place in April, as well as to consider the development of new projects.

During this review, HAL expressed its wish to continue its cooperation with IAS through two new seminars, which will take place respectively in October 2014 and April 2015, and are designed for some thirty senior managers of the Indian company.

SAUDI ARABIA

Third cycle of the «Aviation Management Professional Diploma» project for Saudia



Two training sessions for Saudia are currently taking place in Toulouse, Hamburg,

Bordeaux and Paris. A third cycle of the «Aviation Management Professional Diploma» project will be implemented for 23 future managers from the 15th of September to the 1st of October in Toulouse and Paris.

Half of dozen experts from Airbus, ATR, Safran Group, Toulouse Business School and AirBusiness Academy are supporting IAS regarding the related training contents and industrial visits.

In parallel, eight trainees of the 2013-2014 second cycle of this program have been benefiting from a two-month work placement, between June and October 2014: four at P3 in Hamburg, two at ATR in Toulouse, another at Spheria Tests and Services in Colomiers and the last one at Sabena Technics in Bordeaux.



TOULOUSE

2014-2015 class of the IAS Master program



IAS welcomed the trainees of the 2014-2015 class of the Master program as of the 1st of August. The class is placed under the patronage of Ms. Anne TAUBY, VP Business Coordination Airbus Group International and Airbus Group representative on the IAS board.

The 27 professionals, coming from Brazil, China, Oman or even Taiwan, have started they stay in France with our traditional Summer Program. This program includes some fifty modules and about ten industrial visits, which take place over a six-week period. The content of this program focuses on three major axes:

- presentation of the aerospace sector by experts from Airbus, ENAC, Aéroport Toulouse Blagnac, Liebherr, Agiléa, CNES, Thales Alenia Space, 3AF, Airbus Helicopters, Airbus Defence and Space, Safran or even Arianespace;
- French lessons and lectures on intercultural topics by our partners and teachers of French as a foreign language;
- half a dozen social and touristic events contributing to discover the French culture.

This Summer Program is part of the individual support scheme provided by IAS to these foreign professionals. Our objective is to help them to integrate and organize their daily life during their 14-month stay in France.

RUSSIA

GIFAS mission in Russia



IAS took part to the mission on technology partnerships in the aeronautic industry carried out in Russia by the GIFAS and the Pégase competitiveness cluster from the 23rd to the 27th of June 2014. The objective of the mission was to allow companies willing to cooperate in the R&D field in Russia to promote technologies

to the Russian major aeronautic stakeholders, and as result to strengthen the cooperation on new programs being developed. Some fifty companies took part to the mission and had the opportunity to meet the main local stakeholders of the industry in St. Petersburg and Moscow, for example Klimov, TsAGI, GosNIAS, Russian Helicopters, URSC or even Rostechology.

Launch of IAS new website

As announced in our latest issue, IAS new website was launched on the 25th of July. Built with the help of our communication partners 31^{ème} arrondissement and Studio Oui Oui, this new website allows us to align our digital communication with the material communication support designed over the last year around the newly created visual identity.

Thanks to a clear and ergonomic structure, this site presents IAS in detail through four main tabs, respectively: IAS identity (objectives, positioning, organization), know-how (core activity, solutions, partnerships), references (customers, achievements, testimonies) and network (statistical elements and dynamic map). Various additional links also allow a quick access to a variety of information, from material download (brochure, activity report, etc.) to subscription to our quarterly newsletter, IAS Insider. This process contributes to enhancing our visibility, on an international level as well as on a more local one.



Consolidation of the IAS team

In order to meet the growing demand, IAS has reinforced its team with three new members over the last months:

Jérôme Ficat holds the position of International Operations Manager within the Operations team. He works together with Agathe Langlois in organizing training solutions and missions abroad.

Adeline Verdier joined the Business Development team as Key Account Manager. She is in charge of promoting our training solutions in the following countries: Argentina, Brazil, Cambodia, China, Ecuador, Laos, Tanzania, Thailand and Tunisia.

Astrid de Cockborne is our new Head of Operations. She manages a team of six people working in three pairs (Domestic operations, International operations, and Communication/network management), and is in charge of the facilities management, working in close coordination with Valérie Barthe, Head of Business Development.



Jérôme Ficat
International Operations
Manager



Adeline Verdier
Key Account Manager



Astrid de Cockborne
Head of Operations



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

TRAINING

COUNTRY	DATE	CLIENT	TYPE	IAS CONTACT	LOCATION
INDIA	October	HAL	Aerospace Leadership Development	Etienne Fleury	Toulouse
SAUDI ARABIA	November	Saudia	Aviation Management Professional Diploma (AMPD) 3rd session, 2nd level	Monia Zaki	Jeddah

MISSIONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
INDONESIA	November	Valérie Barthe	Jakarta
CHINA	November	Adeline Verdier	Beijing
VIETNAM	December	Etienne Fleury	Hanoi

EXHIBITIONS

EVENT	DATE	IAS ATTENDEES	LOCATION
INDO DEFENCE	November	Valérie Barthe	Jakarta
AGM AACO	November	Monia Zaki	Dubai

PARTNERS' TESTIMONY

« Airbus Defence and Space, formerly Astrium, is the global leader for earth observation systems export outside of Europe, having established cooperation with more than 9 countries worldwide –in Africa, Asia, Central Europe, Latin America, Middle-East, etc.– for almost 15 years.

The word "cooperation" is important and reflects the reality: while these orders have been acquired over a struggle with an increasingly wider and sharper competition, Airbus Defence and Space has never provided just a satellite system, but far beyond, a comprehensive cooperation program including knowledge, skill and even technology transfer.

IAS contribution to this spirit of cooperation, crucial for our customer and part of our company's DNA, has often been significant.

There are many examples where our customers have benefited from IAS support, unrivaled experience, expertise and essential role in skill development programs: Algeria with the Alsat-2 program, Chili with the SSOT program or Thailand with the THEOS program, to name but a few.

In addition to a tailored support, IAS offers Airbus DS an additional and potentially essential feature regarding our proposals for our existing or potential customers worldwide, which are all commissioned by their state authorities to improve their skills and knowledge in the space sector. In this respect too, IAS ability to create a link between the university world and Airbus DS is proving very valuable. »



Mr. Christophe ROUX
Vice-President Governmental
Sales - Space Systems,
Airbus Defence and Space

Established in January 1980 and based in Toulouse,
IAS is the French Aerospace Industry Association (GIFAS) agency for international professional training.

IAS fast facts: Training of more than 3,500 professionals from more than 100 countries • Portfolio of over 150 customers
10 to 12 training sessions per year • 3.6 million Euros turnover in 2013 • 12 permanent staff in December 2013

The smart network



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