



EDITORIAL

Dear Colleagues,

Over the last weeks, IAS teams have successfully implemented a new series of training actions for two of the Institute's long-time customers, the Indian company Hindustan Aeronautics Ltd. (HAL) and the Saudi national airlines Saudia (see below). Regardless of the time dedicated to the design and operational implementation of these actions, the topics covered, the pool of experts called on and the turnover generated, their full success is an opportunity to highlight that they are all but insignificant in terms of IAS current positioning. They are part of the trusting and fruitful relationship which IAS has patiently established with these two major customers, providing them with training solutions fully suited to their needs; due to their recurrence over time, these solutions are now clearly more similar to consultancy services. Such a trusting relationship implies listening and adjusting, and always taking into consideration the intercultural aspect of the internationally-oriented context in which our team has been operating from the beginning.

Developing the Institute's consumer loyalty, in other words creating a win-win relationship both close and sustainable, is rooted in the high level of requirement that characterizes our customers, regardless of their country, their activity sector or the nature of their needs. If properly perceived — i.e. as a leverage or an opportunity, and not as a constraint or even as a blocking factor — this high level of requirement can in turn only serve as a basis for a continuous effort towards delivering quality, with striving for excellence as an constant horizon in a business context which, in principle, does not allow for improvisation and even less for amateurism.

It is precisely this horizon, the result of an often complex and time consuming equation, which structured a significant part of our teams' operational activity throughout 2014. Constantly working on tools and associated methods, the Institute will undoubtedly have laid the foundations for its future achievements. Let's wager that 2015, which is just around the corner, will provide IAS with many opportunities to demonstrate its operational capabilities, supporting both the foreign professionals through its training actions and the French industry, with which the Institute has consistently strengthened its links over the last months.

CONTENTS

Operational activity	P2
IAS news	P3
Agenda	P4
Partners' testimony	P4



Pierre VALENTI
Managing Director



ARABIE SAOUDITE

IAS welcomed a third group from Saudia in the frame of the «Aviation Management Professional Diploma», which started in 2011



From the 2nd to the 17th of November, IAS implemented the second session of the Aviation Management Professional Diploma (AMPD) program for the 3rd year in a row. 23 future managers of the national airlines have attended this two-week training session on «Airline Managerial Skills Development and Mindset», which took place at Saudia's training center in Jeddah.

Monia Zaki, IAS Key Account Manager for Middle East, is in charge of this program, whose structure was designed based on a prior training engineering phase. In addition, four experts from Airbus and AirBusiness Academy have been selected by IAS to implement and deliver the training in Jeddah. The objective of this training session was to provide the participants with the required managerial competences, such as project management and change management, as well as the associated soft skills.

The third session of this program will take place end of January 2015 in Jeddah. The contents will focus on applying skills acquired during the previous sessions to «managing an airline», through a specialized workshop.

VIETNAM

Prospecting mission



From the 8th to the 12th of December 2014, Efienne Fleury and Monia Zaki, Key Account Managers, went to

Vietnam to meet the local stakeholders of the aerospace sector.

This prospecting mission started in Do Son with attending the «Satellite monitoring of the environment» seminar organized by the Ecole Franco-Vietnamienne de Recherche in partnership with CNRS and CNES. It continued in Hanoi with meeting advisors to the French Embassy and local representatives of the French industry (Airbus, Thales International). The agenda of this mission also included meetings with representatives of the USTH (University of Sciences and Technology of Hanoi), the VNPT (Vietnam Posts & Telecommunications Group) and VINASAT. This mission also provided a platform for maintaining relationships with the former Vietnamese trainees who benefited from IAS training programs during a hearty dinner in Hanoi on the 12th of December.

INDONESIA

IAS renews its contact with an historical cooperation country, Indonesia



From the 4th to the 11th of November, Valérie Barthe, Head of Business Development, and Didier Fériol, IAS Network Manager, carried out a prospecting mission in Indonesia, renewing contact with local

stakeholders of the aerospace sector.

Besides attending the Indodefence 2014 exhibition, the agenda of this mission included meeting advisors to the French Embassy and local representatives of the French industry (Airbus Helicopters, Thales, SEMIA, etc.), as well as meetings with PTDI (Indonesian Aerospace), BPPT (Agency for Assessment and Application of Technology), LAPAN (National Institute for Aeronautics and Space), GMF Aeroasia (Garuda Maintenance Facilities), the Air Transportation Human Resources Development Centre (Ministry of Transportation), the Bandung Institute of Technology (ITB) and PT Chroma International (local engineering and services solutions SME).

This mission helped us to reinforce our links with the former Indonesian trainees who have benefited from IAS training programs since 1982. The dinners organized in Jakarta (attended by representatives of the French Embassy and the GIFAS) and in Bandung brought together about thirty local professionals, mainly from PTDI, GMF Aeroasia, and BPPT.

INDE

Second session of the «Aerospace Leadership Development» training for Hindustan Aeronautics Limited (HAL)



From the 6th to the 19th of October, IAS welcomed a second group of senior managers of HAL in the frame of the «Aerospace Leadership Development» training. This second session is the follow-up of the first training action, which took place last April as the first step of a project

initiated in 2013 by HAL Management Academy.

Some thirty trainees attended this two-week seminar, which topics included soft skills (leadership), strategic management, innovation management as well as supply chain management. Based on an overall training scheme designed by its team, IAS leveraged the expertise of the industrial lecturers and major consultants from Airbus, AirBusiness Academy, and Pyramis Consulting. Moreover, Airbus, Latécoère, Liebherr, Airbus Helicopters, Dassault Aviation and Turbomeca also contributed to the success of this project through industrial visits in Toulouse, Bordes, Mérignac and Marignane; their objective was to illustrate the topics addressed by the academic training implemented by IAS.

The Indian company identified IAS as its main international partner for the implementation of the large training program launched in 2013 to train its executives. Following this program, several attendees have been promoted within their organization, which confirms the relevance of this action. The ongoing interest expressed by HAL for IAS offer is reflected by a third session, already scheduled for the spring of 2015.



EMIRATS ARABES UNIS

IAS attends AACO Annual General Assembly



In the frame of its partnership with the Arab Air Carriers Organization (AACO), for seven years, IAS has been attending the Annual General Assemblies of

this association gathering the Middle-East-based airlines. Valérie Barthe, Head of Business Development, and Monia Zaki, Key Account Manager, went to Dubai from the 18th to the 19th of November to attend the 2014 AGA.

Under the patronage of His Highness Sheikh Ahmed Bin Saeed Al Maktoum, President of the Dubai Department of Civil Aviation, and Chairman and Chief Executive of the Emirates Group, this event gathered major figures of the Middle-East aeronautical world. Our two representatives had the opportunity to meet Air France Consulting, Airbus, CFM, and ATR, as well Airbus Defence and Space for the space sector. A partnership with AACO regarding the design of training solutions for Arab airlines was also discussed.

TOULOUSE

Initiation of the recruitment for the 2015-2016 Master program



Like each year at the same period, IAS launches its recruitment campaign for the Master program. This program allows foreign professionals from partner entities of the French aerospace industry to enter advanced masters

carried out by engineering and business schools: ISAE, ENAC, ENSEEIHT and TBS.

In addition to this academic training, IAS organizes and manages a two-month Summer Program to help the students to integrate in France, and to introduce them to the French aerospace industry, as well as an individual support scheme throughout their stay in France.

The application forms shall be send to the Key Account Managers, depending on the country (see our world coverage). Should the desired country not be listed, please send your application to: info@inst-aero-spatial.org

STRASBOURG

Meeting with the International Space University (ISU)



In order to enhance its training offer, IAS wanted to become closer to the International Space University (ISU). A meeting to explore the possibilities for a

partnership regarding the international training of senior managers took place in Strasbourg on the 6th of October, attended by Pierre Valenti, Managing Director, and Valérie Barthe, Head of Business Development.

IAS will have its own booth at the 2015 Le Bourget Air show



During the SIAE (Le Bourget Air show), which will take place from the 15th to the 21st of June 2015, the Institute will welcome its customers and prospects to the IAS booth, located in the Hall 2B.

The IAS team is looking forward to meet you there in a few months!

The IAS new website offers a dedicated space to its trainees

In order to complete the communication tools related to its training actions, IAS has created a new space on its website. The IAS trainees can now consult the course content, the press articles, the photos and the news related to the training they attended. These dedicated sections are accessed with a username and a password, their content is available prior to or during the training session.



«Shared vision» seminar for the IAS team



End of October, the IAS team attended a two-day internal seminar in order to create and incorporate a shared vision. This off-site seminar allowed the team to share its vision on the positioning, the assets, the constraints and the perspectives of IAS.

The sessions were led by two external communication experts, who contributed to give rhythm to, structure, and balance the exchanges.



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
SAUDI ARABIA	Jan-Feb 2015	Saudia	AMPD 3rd level	Monia Zaki	Jeddah

MISSIONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
CHINA TAIWAN	January	Adeline Verdier Valérie Barthe	Beijing Taipei
INDIA	February	Etienne Fleury	Bangalore

EXHIBITIONS

EVENT	DATE	IAS ATTENDEES	LOCATION
PERSPECTIVES SPATIALES 2015	January	Etienne Fleury	Paris
AERO INDIA 2015	February	Etienne Fleury	Bangalore
CABSAT 2015	March	Monia Zaki	Dubai
SATELLITE 2015	March	Pierre Valenti	Washington

PARTNERS' TESTIMONY

« I have been at the helm of Denel Aviation for the past 4,5 years. With a Master's degree in Aeronautical Maintenance and Production from ENSICA, obtained in 2004 through participation on the FASIA program managed by IAS, I have overseen rapid growth in the company's activities and business in aviation markets globally.

Denel Aviation is Africa's leading provider of aircraft maintenance, repair and overhaul, engineering design, upgrades and systems integration. The company is the original equipment manufacturer of the Rooivalk combat support helicopter. The company enjoys good relationships with the French aerospace industry through various agreements with companies such as Airbus Helicopters, Safran Turbomeca and Messier, Airbus Defence and Space Optronics (formerly Cassidian Optronics), Thales etc.

With a background in mechanical engineering, I started my career as an aircraft engineer, maintenance planning and reliability specialist. In addition to my engineering qualifications from ENSICA, Air UK Technical College and City and Guilds of London, I also completed the Executive Leadership Programme at the University of South Africa's Graduate School of Business Leadership.

Denel Aviation is a division of Denel SOC, South Africa's state-owned company responsible for the development and manufacturing of aerospace, defence and security-related products and technology.

IAS, ENSICA and ENAC are also the alma mater of Mr Shalan CHETTY, Managing Executive, Engineering and Flight Test and Mr Dean KHUMALO, Managing Executive, Aircraft maintenance, repair and overhaul operations, two other members of the Denel Aviation Executive Management team.

Having both obtained their Master's degrees in Aviation Safety & Aircraft Airworthiness at ENSICA/ENAC, Toulouse, in 2004 and 2001 respectively, Mr Shalan CHETTY and Mr Dean KHUMALO were also selected by IAS to participate in the FASIA program including aerospace summer preparation program, contact with the French aerospace industry and continuous support during their stay and training in France. »



Mr. Michael Lesibane Kgobe,
Chief Executive Officer,
DENEL Aviation

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



Publication editor: Pierre Valenti
Editorial content manager: Amanda Guastavi
Graphic design: Studio Oui Oui
Traduction: Leïla Fressy-Parvin
Printing: RSP/Stin

23 avenue Edouard Belin • CS 44013 - 31028 Toulouse cedex 4 • France
Tel. +33 (0)5 62 17 33 33 • info@inst-aero-spatial.org
www.inst-aero-spatial.org

