



EDITORIAL

A trusted partner



A trusted partner: lately, this expression has often been used to characterize our Institute. Quite remarkably, we heard it from GIFAS members as well as from our customers.

Since its establishment, IAS has been positioning itself clearly as a tool supporting the French aerospace industry. To fulfill its purpose, IAS benefits from – and takes full advantage of – its affiliation to GIFAS; this key asset provides the Institute with preferential access to the operational teams of the GIFAS members, and allows IAS to be clearly identified as a member of the French aerospace industry "family". This unique and close relationship, based upon training offers and services complementary to those provided by the French Industry, is a guarantee that their foreign customers, partners or prospects will benefit from an end-to-end support, regardless of their country, their culture, their needs or their level of requirement. IAS and the French Industry take full advantage of synergies which combine their expertise, and are strictly consistent with their respective positioning and core activities. This joint approach is based on a strong desire to offer comprehensive solutions, both upstream and downstream from selection of equipment to be provided.

As to the customers, a good number of the 3,600 foreign aerospace professionals who benefited from IAS training can attest of their quite unique relationship with our Institute. The main explanation for this phenomenon can be summed up in a single word: confidence. First, confidence in the ability of our Institute to take into account their skill development needs, far from a rigid or catalog-based approach. Second, confidence in the ability of our Institute to design and implement solutions meeting all their needs. Last but not least, confidence in the listening and adaptation skills informing the whole operational equation provided by our Institute, before, during or after each training action.

These elements allow us to claim that, indeed, the term of trusted partner is all but overused to characterize the role played by our Institute with both GIFAS members and our customers.



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Pierre VALENTI
Managing Director



INTERNATIONAL

New countries, new prospecting missions

Following a first quarter marked by numerous prospecting missions, our teams organized business trips to two countries which have never been prospected by IAS before. After attending the FIDAE exhibition in Chile, Pierre Valenti and Valérie Barthe,



joined by Paco Cervantes, went to Lima in order to meet General Rodriguez, Head of the Peruvian space agency, and Carlos Caballero, an alumnus from the 1993 class of the IAS Master program, who is now a General in the Peruvian armed forces. Some thirty IAS former trainees took part in our traditional alumni dinner on the 1st of April.

A few weeks later, Adeline Verdier and Valérie Barthe went to Ethiopia, attended about ten business meetings, including one held at the Ethiopian Airlines premises.

FRANCE

The 2016-2017 class of the IAS Master program is taking shape



As the 2016 FASIA ceremony fast approaches, IAS teams are already about to welcome the 2016-2017 class of the IAS Master program, in a few weeks from now.

Some thirty candidates have already been admitted into the

program.

Among them are Peruvian trainees, who will attend in the frame of an Airbus Defence and Space offset scheme for the PeruSat-1 satellite. South America will also be represented by trainees from Brazil and Venezuela.

Half a world away, Asia will take part in the program, with the presence of professionals from entities such as AVIC, CAST, and AASRC. Africa will join through SonAir, the Angolan air transportation company.

The trainees registered to date will attend the seven-week IAS summer Program, starting on 1st of August. This program is designed to help them to integrate in France, and to introduce them to the French aerospace industry.

SAUDI ARABIA

AMPD 2015-2016 : Final exam & closing ceremony



The final exam of the last level of the Aviation Management Professional Diploma (AMPD) took place in Jeddah from the 4th to the 7th of April 2016.

This session ended with the graduation ceremony on the 7th of April, which was attended by Monia Zaki, IAS Key Account Manager, Pierre Valenti, IAS Managing Director, Christophe BENAROYA, Director of the Aerospace MBA of the Toulouse Business School (TBS), and Aymen MUSSAD, Airbus Sales Support Director for Middle-East and North Africa.

This program was designed by IAS in 2012 to train the future managers of Saudia airline.

PERU

PeruSat-1: closing dinner



In spring 2015, IAS welcomed 24 Peruvian staff who were to benefit from a several months training in the frame of a commercial agreement between Airbus Defence and Space and CONIDA (the Peruvian space agency).

PeruSat-1, the first Earth observation satellite ordered by Lima, is expected to be launched soon; this successful 14-month cooperation was celebrated on the 23rd of June during a closing dinner attended by Yoann Ducuing, Valérie Barthe, Paco Cervantes and the four leaders of the trainee group, along with Airbus Defence and Space teams.

Three Peruvian engineers have already taken part in the IAS Master program in the frame of the same commercial agreement. Six more will be welcomed in the 2016-2017 and 2017-2018 classes.



INDONESIA - JAPAN

IAS welcomes PTDI and Tokyo University delegations



At the beginning of June, IAS had the pleasure to welcome Mr. Rajaumbang SARAGIH and Mr. IMAM SUWARTO SOEKARMAN, respectively Deputy Director of Human Resource Development and Manager of Education and Training for the Indonesian company PTDI. In the frame of its skill development policy, PTDI entrusted IAS with organizing a mission to France in order to discuss the design and implementation of training programs.

As an alumnus from the IAS Master program, Mr. Imam Suwanto SOEKARMAN naturally recommended the Institute for this mission.

Several Toulouse-based educational partners such as ENAC, ISAE-SUPAERO, the IUT & Université Paul Sabatier, and Toulouse Business School joined Valérie Barthe, Head of Business Development team, in order to analyze the needs of the Indonesian prospect.

A few weeks later, during the Toulouse Space Show 2016 and following a prospecting mission carried out last January, Etienne Fleury, IAS Key Account Manager, welcomed Mrs. Motoko UCHITOMI from Tokyo University, in order to review a request for specific training actions.

FRANCE

IAS attends the Toulouse Space Show 2016



From the 28th to the 30th of June, IAS teams attended the fifth Toulouse Space Show, an international space exhibition which

gathered some 2 000 visitors coming from about forty countries. Valérie Barthe and Adeline Verdier took part in several round-table discussions on international cooperation and geo-intelligence. Furthermore, in the frame of our partnership with the Women In Aerospace association, Emilie Genoudet, IAS Communication & Media Manager, was able to share a privileged moment of exchange with Claudie HAIGNERE.

IAS Master program class meets its sponsor



In the frame of its Master program, IAS organizes several theme evenings for its trainees.

The latest event took place on the 28th of June, and was attended by IAS President, Anne TAUBY (Airbus Group),

and Philippe GAUTIER (Nexeya), respectively sponsors of the 2014-2015 and 2015-2016 classes.

After presenting their career paths, Ms. TAUBY and M. GAUTIER took the time to interact with our trainees and to get their feedback on their stay in France, before inviting them to the next FASIA ceremony.

2016 FASIA ceremony – Save the date



IAS is pleased to announce that the next FASIA ceremony will take place on Friday the 23rd of September 2016. This event will provide the Institute

with the opportunity to honor the trainees of the 2015-2016 class of the IAS Master program by presenting them with the traditional French Aeronautic & Space Industry Award. The ceremony will be chaired by Anne TAUBY, Deputy Head of Airbus Group International, and attended by GIFAS members and other representatives of the aerospace industry, in the presence of Philippe GAUTIER, CEO of NEXEYA and sponsor of the honored class.

Visit our new Campus web page

In the frame of its training activities, IAS benefits from a dedicated infrastructure, available to the aerospace ecosystem for organizing meetings (project kick-off meetings, plenary meetings, etc.), seminars, and training sessions.



Consult the "Our facilities" new tab on our web site to discover three sections presenting the accommodation, catering and rental facilities, including links to booking on-line.

IAS is preparing the handover of its Administrative & Accounting Assistant

Catherine Carral joined IAS last April, as Administrative & Accounting Assistant. She will succeed Sylvie Rech, who will leave the Institute at the end of years after more than 30 years of service.





ENAC (Ecole Nationale de l'Aviation Civile) has been ensuring for decades the global outreach of the French aeronautic training. It delivers a large range of initial and professional training to some 3,000 students and 6,000 trainees each year, in France and worldwide. In terms of professional training, ENAC is the only school in the world approved by ICAO (International Civil Aviation Organization) as a regional excellence center, approved by the European Aviation Safety Agency as a member of the EASA Virtual Academy, and benefiting from partnerships with IATA (International Air Transport Association) and ACI (Air Council International) for the design of joint training. Our school delivers its training in countries which air transport growth rates are significant, and in which a lack of qualified staff could delay or prevent the sale of aircraft, equipment or infrastructure provided by the French industry. It is the shared focus on international development to support the French aerospace industry which now leads ENAC and IAS, two globally renowned entities in the aeronautic training domain, to explore bridges for delivering training solutions worldwide. The international reputation of these two institutions in terms of academic excellence and implementation ensure the ongoing success of the French aerospace industry's development.



Mr. Marc HOUALLA
Director General of ENAC
(Ecole Nationale de l'Aviation Civile)

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	CLIENT	TYPE	IAS CONTACT	LOCATION
ANGOLA, BRAZIL, CHINA, PERU, VENEZUELA	August	AVIC, AASRC, CAST, CONIDA, CTA, SONAIR	Summer Program - IAS Master Program	Valérie Barthe, Etienne Fleury, Adeline Verdier, Monia Zaki	Toulouse
MALAYSIA	September	Airbus Helicopters	Helicopter Technology module 4	Monia Zaki	Toulouse

MISSIONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
CHINA	July	Adeline Verdier	Beijing
MALAYSIA	July	Etienne Fleury, Monia Zaki	Kuala Lumpur

SALONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
WORLD SATELLITE BUSINESS WEEK	September	Valérie Barthe, Etienne Fleury, Pierre Valenti, Monia Zaki	Paris

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 3,600 professionals from more than 100 countries • Portfolio of over 150 customers
10 to 12 training sessions per year • 2,2 million Euros turnover in 2015 • 14 permanent staff in December 2015

The smart network



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