



EDITORIAL

A vehicle for a multifaceted promotion

With the new year fast approaching, it is time for the Institute to look back at the most remarkable operational commitments over the last 12 months. Among these, the most memorable is probably the growing role in our Institute’s value proposition of the multifaceted promotion of an increasingly comprehensive ecosystem. In this respect, IAS constitutes a promotion vehicle which can justifiably claim its uniqueness.

First, a vehicle promoting French industrial and technological expertise and know-how. Thus, in addition to enhanced contents, the brand-new Summer Program implemented in the frame of the 2017-2018 IAS Annual Master Program introduced significant new features such as the visit of the premises of IoT Valley, AgirLab or Sigfox, the Toulousian success story. Regardless of the topic, the same innovation dynamic has been underlying the various specific training actions implemented by the Institute in 2017, leading to the leverage of expertise resources, some of which were not aware of IAS just a few months ago.

Second, a vehicle promoting Toulouse as a world capital of industrial, academic and research skills in the aerospace sector. Here again, the recent examples from the Institute’s operational achievements are many, with more than 75% of the expertise resources called upon in 2017 provided through partnerships with the best local specialists.

Finally, a vehicle promoting the local historical, cultural and touristic heritage, from Toulouse to the Occitanie region. Driven by a market demand which fully justified its registration with Atout France in 2016, the Institute continued throughout 2017 this important part of its mission, which remains at the core of the expectations of many final customers.

This major shift in the value proposition of our Institute as an end-to-end integrator is fully in line with the dynamic strengthening the importance of the Occitanie region in the consolidation mechanisms for the local aerospace sector. The Institute, with the support of the GIFAS, intends to play its full part in this dynamic in the near future. Let’s wager that 2018 will witness the first concrete results of our action.

CONTENTS

Operational activityP2
> A first for IAS: a training action for a GEAD GIFAS member

IAS newsP3
> Message from Patrick FARDEAU, sponsor of the IAS Master Program 2017-2018 class

Partner’s testimonyP4

AgendaP4



Pierre VALENTI
Managing Director



INTERNATIONAL

A first for IAS: a training action for a GEAD GIFAS member



For the first time ever, on the 5th and 6th of December, IAS implemented a training action for a MidCap belonging to the GIFAS aeronautical and defence equipment group

(GEAD). The objective for our customer, a large industrial group present in a variety of domains such as aerospace, defense, transport or energy, was to enhance its activities in the aeronautic field.

Designed for commercial team and department managers based in international markets, this training session focused on commercial strategy and team building.

This action makes it clear that IAS is a tool supporting the whole of the French aerospace companies, whether large corporations, MidCaps, SMEs or micro-enterprises seeking to expand internationally. This session also allowed IAS to prepare a registration file to be listed as a vocational training entity dedicated to French stakeholders wishing to develop in international markets.

ASIA

Dassault Systèmes and IAS partners for a training action in India

Following an IAS mission carried out in India this spring and in the frame of the partnership established with Dassault Systèmes and the State of Karnataka during the



2017 Aero India Air show, IAS contributed to the 'Center of Excellence of Aerospace & Defence' project. This project is designed to specialize final-year students in the aeronautic engineering through a professionalizing approach. These students come from various colleges affiliated to the Visvesvaraya Technological University (VTU). The Dassault Systèmes excellence center currently offers two training programs, 'Foundation' and 'Advanced', lasting one and four months respectively.

IAS took part in the 'Advanced' program carried out in Bangalore, implementing the 'Advanced Aerodynamics' module led by partners from its research and industry expert network. Some fifteen students from the VTU attended this module from the 12th to the 15th of December. In 2018, IAS will implement a second module within the 'Advanced' program, addressing air-conditioning systems.

TOULOUSE

IAS Annual Master Program: an enhanced offer for the 2018-2019 class



As it is the custom, IAS initiates the recruitment for the Annual Master Program at the end of the year. The candidates who wish to join us next summer can now apply for the Advanced Masters, which list has been enhanced for the coming

class. IAS added a total of five curriculums to its offer, including Lean Management and innovative topics such as drones or connected objects. A long-term partner of ISAE SUPAERO, ENAC, ENSEEIHT, TBS and Ecole des Mines d'Albi, IAS signed an agreement with INSA Toulouse for two new Advanced Masters: 'Innovative and Secure IoT Systems' and 'Safety Engineering and Management'. IAS also offers the possibility for trainees to attend the part-time Aerospace MBA carried out by Toulouse Business School.

As every year, IAS invites candidates wishing to be considered to submit their application through a dedicated page on its website. For 20 years now, IAS has been offering this program, designed to train foreign aerospace engineers and executives in an international and multicultural environment. This immersion also allows the attendees to benefit from the individual support scheme provided by the Institute, as well as from the rich and extensive IAS Alumni Network.

ASIA

A three-month specific training actions: a first for IAS



Friday the 17th of November saw the end of the longest specific training action ever implemented by our Institute.

IAS had been hosting for more than two months a first group of engineers, researchers and military personnel for training in the space domain. Implemented for an industrial customer in the frame of a major export activity contract, this training includes two sessions of which the first was completed this quarter. The courses, carried out by industry experts from CNES, Euroconsult, Consult and Eurosae among others, focused on space environment and related new technologies. The feedback at the end of this first training session showed a very high level of satisfaction, with regard to both course quality and more generic aspects such as reception, logistic and support.

The second group arrived at the end of August; the eight participants are attending the 'Satellite Communication System' and 'Satellite Engineering' advanced masters carried out by ISAE-SUPAERO until March 2018.



Message from Patrick FARDEAU, sponsor of the IAS Master Program 2017–2018 class



On the 1st of December, IAS organized a first event for the trainees of the 2017–2018 IAS Annual Master Program to meet their sponsor. This evening focused on a speech by Mr Patrick FARDEAU, who presented his career path and his various jobs within Dassault Systèmes, which he joined in 2010.

Now Vice-President Global Sales and Market Development, Aerospace & Defence, he shared his perception of his sponsoring role: 'A mentor is a person who, alongside the parents, provides children with support, advice and direction, while being less emotionally involved. Up to a certain point, this applies here as well, with IAS playing a parenting role to the students in a relatively restricted and regulated environment. The mentor, or sponsor as you call him, steps in at the students' request, on more professional topics, based upon his experience and his adventures in the companies he worked for. This is my perception of my role, and as such, my experience covering 30 years within four different companies in highly international environments, including a fairly long period at IBM, some time in a startup and now some years in a startup that made it, are rewarding life stages which I will be pleased to share with you.'

IAS support scheme: an enhanced range of services



In order to complete its support scheme offer and to meet a growing demand from the participants of the IAS Annual Master Program, some members of the IAS teams have been working on the creation and implementation of new professional modules designed for the 2017–2018 class.

First of a series of five, a workshop called 'how to optimize your internship research?' has been implemented on the 13th of December. Its purpose was to provide guidance to help the Chinese, Malaysian, Mexican, Peruvian and Taiwanese trainees of the current class to find a work placement. The workshop was implemented in two steps: the first focused on key insights for an efficient action, and the second on discussing their approach in a more one-to-one basis. The session was welcomed with great enthusiasm, information in this regard will be provided to the GIFAS members.

The next workshops will address creating a good CV, preparing to a professional interview and presenting a thesis paper, starting in January 2018.

Prominent members of the IAS Alumni Network honored



During the last quarter of 2017, three alumni came to the IAS as part of delegations: Ms. Rika ANDIARTI, Deputy Chairman of Aeronautics and Space Technology

Affairs at LAPAN (Indonesia), Mr. Yuichi TAKAYAMA, President & Founder of Hyappen Marketing (Japan), and Mr. Paulo ALVES, Civil Aviation Regulation Specialist at ANAC (Brazil). Another four alumni stood out during this period. First, Ms. Anne NORWAWI, Sales Director at Dedienne Aerospace, addressed the 'Women in Aviation Asia' conference in Singapore and shared her vision as a female senior manager at international level in the aerospace industry. Second, during the Expociencia Expotecnología 2017 exhibition in Chile, Mr. Raul GUTIERREZ, Business Development Director at Satellite Squared, expressed his view on the importance of developing the space sector for Colombia.

Then, Mr. GAO Lei, Director of HR Department at CAST (China), who attended the 2016–2017 IAS Annual Master Program, received an award from the SIRIUS Chair; this international research chair focuses on legal and managerial issues confronting space activities, based on a partnership between CNES, Airbus Defence and Space, Thales Alenia Space, Toulouse 1 Capitol University and Toulouse Business School. He was rewarded for the work he carried out during his MBA: Study on the Convergence Between the Space Industry and the Internet Industry.

Finally, M. Himilcon CARVALHO, COO at Visiona Tecnologia Espacial S.A., was elected Person of the year by the SEESP, the São Paulo State engineering union, in the IT and Telecommunications category.

A lively Christmas at IAS



As usual, IAS organized a Christmas party for the families of its employees, and also for the customers who are in Toulouse at this time of year. The audience, some twenty children and

more than fifty adults, attended a circus performance by the students of the Toulouse Center of Circus Arts, with spectacular and unique acts such as contortion, acrobatics, juggling and acrobatic BMX riding.

Father Christmas, who came from Mexico and was played by Roberto Sosa, handed out gifts to the children, who then benefited from a workshop with the circus artists, while the guests enjoyed a buffet and cocktails. It is with great pleasure that the IAS teams shared this wonderful moment.



« Aerospace Valley is the main competitiveness cluster in Europe for the aerospace and embedded system sector. With some 900 members from all backgrounds, our cluster fosters the structuring of the ecosystem and the emergence of many innovation projects. IAS is one of the members with which we develop different types of activities. From hosting international events to training in up-to-date technologies, the Institute's multiple skills are highly valued by Aerospace Valley as a resource in achieving its missions of promoting the cluster's members. For example, we regularly organize activities in partnership with other competitiveness clusters at IAS premises in order to highlight the products and services available in our regions. Regarding training, I was personally involved as an expert on Smallsat Technologies, which provided external stakeholders with an opportunity to discover our talents and assets on this topic. We consider IAS an essential and trusted partner. »



Grégory PRADELS
Innovation Expert and Project Manager,
Aerospace Valley

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
CONFIDENTIAL	September 2017 - March 2018	Confidential	Certificates	Etienne Fleury	Toulouse
CONFIDENTIAL	February 2018 - April 2018	Confidential	Specific Training	Etienne Fleury	Toulouse

MISSIONS

COUNTRY	DATE	IAS ATTENDEE	LOCATION
MALAYSIA	February	Etienne Fleury, Valérie Barthe	Kuala Lumpur
INDONESIA	February	Etienne Fleury, Valérie Barthe	Jakarta, Bandung

EXHIBITION

EVENT	DATE	IAS ATTENDEE	LOCATION
SINGAPORE AIRSHOW 2018	February	Etienne Fleury, Valérie Barthe	Singapore

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 • 2,6 million Euros turnover in 2016 • 14 permanent staff in December 2016

The smart network



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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 • #IASinsider

