



**EDITORIAL**

## Partnership: towards a new deal

Beyond the very rich operational activity of the first quarter of 2016, which is widely reported in this new issue of IAS Insider, our Institute is committed to continue its strategic reflection efforts regarding a set of key elements such as its offer, tools, methods and partnerships. These topics are part of the daily and quite exciting equation at the core of IAS activity, and are regularly enhanced in order to better meet the expectations of a market perceived as quickly and constantly evolving in more than one respect.

One of these topics will be given special consideration by our teams in the following months: the partnership mechanism our Institute, given its historical positioning as an integrator, relies on for its relentlessly broadening range of solutions and services. These partnerships, which have long been confined to the sole "technical" excellence aspect related to the professional training domain, are increasingly required to diversify, in the light of the already perceptible evolution of the market's needs, in terms of training methods and formats as well as human support modes. Our teams believe that the market is increasingly and clearly expecting more than mere training sessions in the classic sense. We are now talking of a global experience, beyond obvious prerequisites such as the excellence of a customized training engineering or the mobilization of expertise resources allowing to meet the requirements of a simple specification.

It is with a dual view to extending and optimizing its pool of partners that our Institute, aware both of its assets and of the absolute need to enrich its response mechanism to the market's requirements, is taking action to enhance and ensure tomorrow's winning value proposition. The current and future IAS customers as well the French industry can trust that this will be done with respect to these key words: quality of service, which we will never compromise.

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**Pierre VALENTI**  
Managing Director



INTERNATIONAL

## The IAS alumni network continues to grow



Back in 1980, GIFAS created FIAS, its agency for international professional training, with a view to promoting the French aerospace industry. Thirty-six years later, FIAS, which became IAS in 1994, has established a global influential network, gathering more than 3600 senior managers from more than 100 countries. From Beijing and São José dos Campos to Moscow and Jeddah, from Muscat and Mexico to Kuala Lumpur and Bangalore, our network thrives and keeps growing. Whether having benefited from a Master, thesis or specific training organized by IAS, from the spatial or aeronautic domain, civilian or military, our alumni have become major stakeholders within the aerospace industry in their respective countries. They now form a vast influential network supporting the interests of the French industry. Since April 2015, GIFAS members can access the profiles of our alumni through a dedicated and secure platform. (<http://iasdownload.inst-aero-spatial.org/>) It is always with pleasure and enthusiasm that the IAS teams take advantage of their prospecting missions abroad to share a friendly moment with our alumni. The success of the latest dinners recently organized in China, Japan, Singapore or Chile shows that the enjoyment is reciprocated!

FRANCE

## Perspectives Spatiales 2016



The sixth "Perspectives Spatiales" conference, organized by Euroconsult in partnership with GIFAS, took place on the 9th of February.

This key event, gathering more than 200 French and European policymakers from the public and private sectors, provides an annual assessment of the current situation and future challenges for the industry. Etienne Fleury and Adeline Verdier attended the 2016 edition of this one-day event for meetings and roundtable discussions, which was held in the Salons Hoche in Paris. As noted by Adeline and Etienne, *"this was a day of exchanges. The stakeholders highlighted the need for breaking down the industry's silos in order to promote innovation and to be reactive to the new trends fostered by the New Space."*

ASIA

## Prospecting missions in Asia



During the early part of the year, the IAS commercial teams have carried out several prospecting missions in Asia. First, Etienne Fleury and Adeline Verdier went to South Korea, Japan and China in order to meet our customers, partners and prospects present in these countries.

A few weeks later, Pierre Valenti and Valérie Barthe attended the Singapore AirShow 2016.

These missions provided us with the opportunity to discuss current and future training actions with our customers and prospects.

For example, in Beijing and Tokyo, Adeline and Etienne presented the contents of our 2016-2017 IAS Master program.

In Singapore, Pierre and Valérie took advantage of the exhibition to meet many members of the French industry, such as Airbus Defence and Space, Thales Alenia Space, ATR and Arianespace. Along with our alumni, they also took part to the France-Singapore business forum organized by GIFAS during the exhibition.

FRANCE

## Initiation of the Helicopter Technology training



Following a successful call for tenders from Airbus Helicopter during the first half of 2015, IAS has been implementing a specific training on helicopter techniques for 25 Malaysian engineers and academics since the end of February.

Divided into five modules spread throughout the year, this training is carried out under the auspices of experts from entities such as AKKA Technologies, Star Engineering and Bureau Veritas.

Several topics are being addressed in order to meet precise technical needs, as this training takes place in the frame of an offset scheme for the EC725.

Theoretical courses, work in project mode and visits of industrial premises in Toulouse, Marignane and the Paris area mark the various modules of this training, which started on the 22nd of February and will end in November 2016.

Thus, Airbus Helicopters demonstrates its continued confidence in IAS, as it follows on from a training project carried out in 2013 and 2014 for the same country.



## FRANCE

## 2016-2017 IAS Master program: recruitment is well underway



Launched at the end of 2015, the recruitment campaign for the 2016-2017 IAS Master program is ongoing.

This program allows foreign professionals from partner entities of the

French aerospace industry to enter advanced masters carried out by engineering and business schools: ENAC, ISAE-SUPAERO, ENSEEIHT, and TBS.

In addition to this academic training, IAS offers, organizes and manages a two-month Summer Program, from August to September, and provides the students with an individual support scheme throughout their stay in France.

There are still a few places left. The related information and contacts are provided on the dedicated web page (<https://www.inst-aero-spatial.org/annualmasterprogram/>).

## FRANCE

## IAS welcomes a delegation from the Siberian Federal University



On the 1st of March, Valérie Barthe, Pierre Valenti and Yoann Ducuing welcomed Anton KHNYKIN, Deputy Scientific Director of the Siberian Federal University, in order to discuss training perspectives in the spatial domain.

As a member of our alumni network, Anton very naturally turned to our Institute to express the training needs facing its university.

## Anne TAUBY, the new IAS President



Ms. Anne TAUBY was nominated President of the IAS at the GIFAS Board meeting held on the 7th of January 2016.

After serving for 18 months on the IAS Board as an Airbus Group representative, Ms. TAUBY is succeeding Mr. Emeric d'ARCIMOLES, President of the Institute from February 2010 to December 2015.

Ms. TAUBY is the Senior Vice President Marketing & Globalization for Airbus Group International. She was also the sponsor of the 2014-2015 class of the IAS Master Program, which each year welcomes about 40 foreign professionals from some ten different countries, coming to France to attend a 14-month training.

## A patronage event for the 2015-2016 class of the IAS Master Program



Associating a sponsor to each class of the IAS Master Program has now become a tradition. This year, Mr. Philippe GAUTIER, CEO of NEXEYA and member of the IAS board, is fulfilling this mission.

An evening dedicated to exchanges with its sponsor has been organized for the 2015 - 2016 class on the 10th of February. Mr. Christian BEC, Vice-President of NEXEYA, presented the company to some forty trainees. The presentation aroused their curiosity, which led to the promise of organizing a visit of the NEXEYA Toulouse facilities as from the next Summer Program.

## A new Head for the IAS Operation team

Yoann Ducuing joined the IAS teams at the beginning of 2016, succeeding Astrid de Cockborne as Head of Operations.

He leads and manages a team of six people working in three pairs (Domestic operations, International operations, and Communication / network management), works closely with the Crous representative on our site, and on a daily basis with Valérie Barthe, Head of Business Development, as a guarantor of the proper implementation of our workload.



## PARTNERS' TESTIMONY

« The IAS is nationally and internationally recognized for the quality of its aerospace training programs, and always listening to its customers in order to better meet their needs. The Institute, in cooperation with its partners, designs and implements high added value training actions.

I graduated from the Peruvian Air Force Officers' School as an Electronics Engineer Officer in 1982, and I worked as an operational squadron manager (Electronic communication) on a helicopter airbase. In the frame of a French-Peruvian scientific training program, I benefited from the IAS scientific and technical preparation before attending an Aerospace Technology advanced master at ISAE SUPAERO in 1988. The IAS training, combined with my formal training, was the catalyst for a diversified and multicultural career path.

After more than 25 years in the aeronautic industry (*Air Force, Alliedsignal, Honeywell, Teuchos, Safran Engineering Services*), in the domain of embedded system management, engineering (*Design, Integration, Tests, Certification, Airline support*) and expertise activities, I am still very grateful to IAS and appreciative of the professionalism and skills of its teams, whom I remember fondly.



**M. Juan-Carlos CACERES CASANOVA**  
Aeronautic systems Manager & Expert  
Safran Engineering Services, Safran Group

## 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
MALAYSIA	April	Airbus Helicopters	Helicopter Technology module 2	Monia Zaki	Toulouse
SAUDI ARABIA	April	Saudia	AMPD 2015 - 2016 - Final exam & closing ceremony	Monia Zaki	Jeddah
MALAYSIA	May	Airbus Helicopters	Helicopter Technology module 3	Monia Zaki	Toulouse

### MISSIONS

COUNTRY	DATE	IAS ATTEENDEES	LOCATION
PERU	April	Valérie Barthe - Pierre Valenti	Lima
ETHIOPIA	May	Valérie Barthe - Adeline Verdier	Addis-Ababa

### EXHIBITIONS

EVENT	DATE	IAS ATTEENDEES	LOCATION
TOULOUSE SPACE SHOW 2016	June	Valérie Barthe, Etienne Fleury, Pierre Valenti, Adeline Verdier, Monia Zaki	Toulouse

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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