



**EDITORIAL**

## Dear Colleagues,

Dynamic and inspiring. This describes IAS teams' daily life throughout the second quarter of 2014, which was marked by significant events. The «Aerospace Leadership Development» seminar for Hindustan Aeronautics Limited (HAL), implemented by our teams in April in Toulouse, obviously holds a special place. According to the ample feedback we received, this training session was a real success. Credit goes to IAS teams as well as to the pool of partners called upon in order to meet our Indian client's requirements. Well done all for this great achievement, which could lead the way on developing a long term relationship with this major customer.

In parallel, the recent prospecting missions carried out by our teams around the globe (China, Brazil, Turkey, Russia...) have greatly helped to validate both the quality and the relevance of our very active alumni network, which members have benefited from our various training solutions (academic or specific). Managed on a daily basis, this network, now gathering more than 3,500 professionals from more than 100 countries, clearly constitutes one of the key assets IAS can rely on. For the French aerospace industry, it represents a genuine nurturer of channels of influence, supporting its interests. For our international customers, this network embodies above all the special relation uniting them with France, a country in which some have spent several months, in contact with best practices in terms of aerospace industrial expertise. Beyond the use value, this network, based on links both operational and human, is all the more precious that skill development is becoming more and more crucial in a growing number of countries.

The developments in IAS activities over the last quarter, which are detailed in this edition, give me the opportunity to recall the purpose of our organization: a tool supporting the French aerospace industry as well as its international partners and/or customers. On the one hand, this sector is served by IAS as an organically depending entity: this differentiates us from any provider, and gives us a preferential access to the industry's operational teams and their needs. On the other hand, the international customers are supported in their skill development, with a unique consideration for their specificities. This support is concurrently implemented in close coordination with the industry, whose expertise and know-how are systematically leveraged by the training solutions designed by IAS, through the themes, the partners or the industrial visits they offer. This constitutes the proven twin foundations which has enabled IAS operational success from the beginning. It's also in this frame that IAS intends to encompass its activities throughout 2014 and beyond.

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**Pierre VALENTI**  
Managing Director



**INDIA** IAS successfully completes the «Aerospace Leadership Development» seminar for Hindustan Aeronautics Limited (HAL)



This training seminar took place in Toulouse and Bordeaux from the 7th to the 19th of April 2014. An integral part of the training program launched by HAL in 2013 in partnership with the

Indian Institute of Management of Ahmedabad (IIMA) to train their future executives, this training session, organized on an international level, was a first for the company. IAS organized the training based on modules led by industrial experts from AirBusiness Academy, Airbus Group, Thales, Safran, and Agiléa, who addressed themes such as leadership, strategic management, innovation, and supply chain. Moreover, stakeholders of the industry such as Liebherr Aerospace, Dassault Aviation, Onéra, Airbus, Thales Avionics, and Labinal Power Systems, have organized industrial visits for the 32 trainees, each visit being related to a specific theme. The closing ceremony took place on the 19th of April at the Pavillon d’Oc, and was attended by Mr. Émeric d’Arcimoles, President of the IAS and President of the GIFAS International Affairs Commission. A mission dedicated to the monitoring of this training initiative is currently taking place in India.

**BRAZIL** Support for Thales Alenia Space in Brazil



Pierre Valenti and Adeline Verdier visited several Brazilian towns from the 2nd to the 6th of June, in the frame of the support to Thales Alenia Space following the contract signature for the telecommunication satellite SGDC-1. The main objective of the mission, carried out together with the new

local representative of the manufacturer, Mr. Joël Chenet, was to identify the potential training needs of the stakeholders involved in the program, such as: Visiona Tecnologia Espacial, Embraer, Agência Espacial Brasileira (AEB), Instituto Nacional de Pesquisas Espaciais (INPE), Departamento de Ciência e Tecnologia Aeroespacial (DCTA), and Instituto Tecnológico de Aeronáutica (ITA), as well as several Brazilian SMEs which are to play a major part in structuring the Brazilian space industry. Finally, this trip provided an opportunity to gather the former trainees who benefited from IAS training programs during a dinner in São Jose dos Campos, which was attended by some forty professionals from the local aerospace sector.

**SAUDI ARABIA**

Continued close cooperation with Saudia



The second session of the «Aviation Management Professional Diploma» training implemented for the Saudi national airlines by IAS ended with the graduation ceremony for the 21 trainees of the 2013-2014 class, which took place from the 8th to the 10th of April in Jeddah.

Our Managing Director, Pierre Valenti, attended this event, along with Valérie Barthe, Head of Business Development, and Monia Zaki, Key Account Manager for Saudi Arabia. They were accompanied by one of our major educational partners on this project, Mr. Monsieur Jacques Tournut, Director of the Aerospace MBA of the Toulouse Business School (TBS). Moreover, eight trainees of the last session will benefit from a two month work placement, between June and October 2014, with some of our industrial partners: Airbus, ATR, P3, and Sabena Technics.

**CHINA**

Meeting with customers and partners during a prospecting mission



From the 19th to the 23rd of May, Pierre Valenti and Adeline Verdier carried out a mission in Beijing. The aim of this mission was twofold: first, meet with our Chinese customers and the

French stakeholders present on the ground regarding the monitoring and the development of our training initiatives; then introduce our partners to the new Managing Director and Key Account Manager for China.

IAS met with its two long-time customers, Aviation Industry of China (AVIC) and China Academy of Space Technology (CAST), as well as most of the French stakeholders present on the ground: Airbus China, Airbus Helicopters, ATR, Safran, Thales Group, and AirBusiness Academy.



## Signature of a cooperation agreement with AirBusiness Academy



Michèle Oberto, Managing Director of AirBusiness Academy, and Pierre Valenti, IAS Managing Director, have signed a cooperation agreement between the two organizations. This will further strengthen the current partnership, in order to design specific training solutions on an international level for the stakeholders of the aerospace industry.

This agreement provides a foundation to reinforce the existing synergies. IAS and AirBusiness Academy have already had the opportunity to work together on several training projects over the last years. The aim is to further expand and strengthen this cooperation, in order to develop joint projects, whether on technical, operational or managerial themes.

### 2014 IAS BOARD MEETING

The 2014 IAS Board meeting took place on the 10th of June at the GIFAS in Paris, in order to submit and validate the annual accounts for 2013. For the record, IAS 2013 accounts show a significant increase in operating revenues (+10% at 3.680 million Euros), driven by a strong sales growth (+15% at 2.784 million Euros).

In 2013, IAS trained 392 professionals through eight specific training sessions (short training and projects), representing around a thousand hours training. This is sustained by a solid activity related to the Master program (specialized masters and doctorates), with 59 trainees for the 2012-2013 class.

## FASIA ceremony 2014



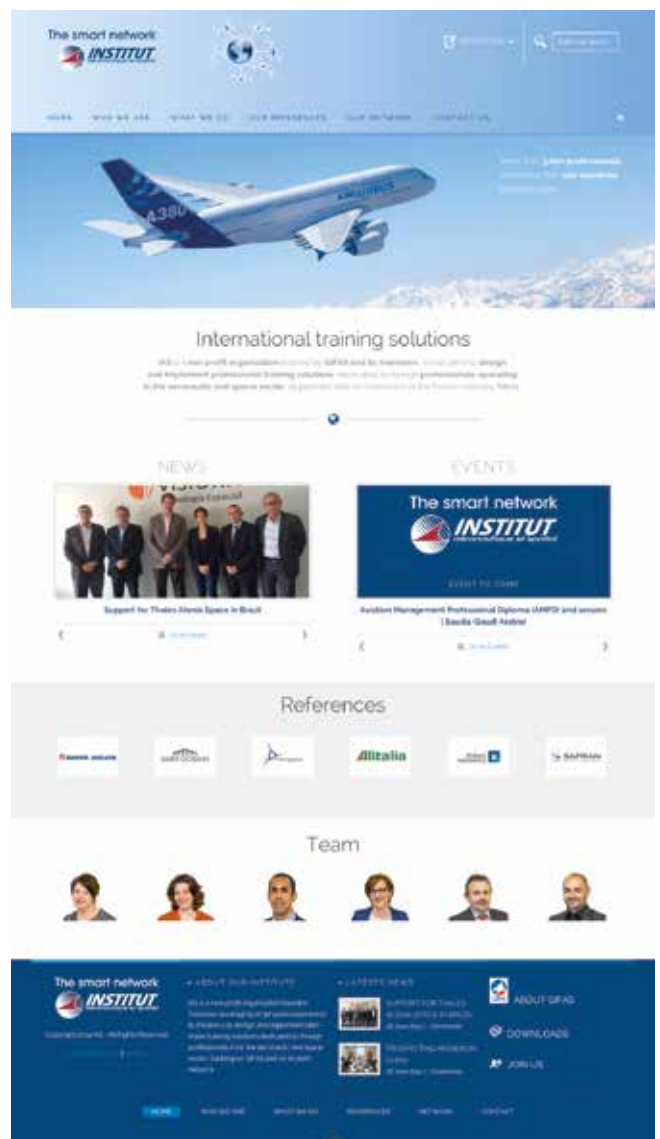
IAS is pleased to announce that the traditional FASIA ceremony will take place on Thursday the 25th of September in Toulouse. You will soon receive an e-mail to allow you to save the date in your diary.

This event will provide our new General Management and our teams with the opportunity to present IAS operational activities over the last year, to give the floor to some major partners, and of course to present the French Aeronautic & Space Industry Award to the 41 trainees of the 2013-2014 class of the IAS Master Program.

## Impending launch of IAS new website

In the continuity of 2013, marked by the complete overhaul of its major material communication tools and support (marketing brochure, institutional presentation, poster, activity report, etc.), IAS has undertaken a similar process regarding its major digital communication tools and support.

As a result, after issuing a new quarterly newsletter (now both paper and digital versions) in the first quarter of 2014, IAS will announce in July the launch of its new website, built with the help of its partners: 31ème arrondissement and Studio Oui Oui. Our next issue will dedicate a few lines to the main contents and features. This latest development will be followed by the production of an institutional video by the end of the year.





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	June to October	Saudia	Aviation Management Professional Diploma (AMPD) 2 <sup>nd</sup> session - On Job Trainings	Monia Zaki	Toulouse, Hamburg
SAUDI ARABIA	September	Saudia	Aviation Management Professional Diploma (AMPD) 3 <sup>rd</sup> session	Monia Zaki	Toulouse, Paris
BRAZIL, CHINA, OMAN, TAIWAN	August	CTA, Brascopter, AVIC, CAST, RAFO, Taipei Area Control	Master program	Valérie Barthe	Toulouse

## MISSIONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
RUSSIA	June	Valérie Barthe	Moscow, St. Petersburg
INDIA	June	Etienne Fleury, Pierre Valenti	Bangalore, New Delhi
COLOMBIA	July	Etienne Fleury, Monia Zaki	Bogota

## EXHIBITIONS

EVENT	DATE	IAS ATTENDEES	LOCATION
AEROSPACE VALLEY MEMBERS' 9 <sup>TH</sup> TECHNICAL FORUM	June	Didier Feriol, Anne-Marie Pons	Arcachon
TOULOUSE SPACE SHOW 2014	June	Valérie Barthe, Etienne Fleury, Pierre Valenti, Adeline Verdier, Monia Zaki	Toulouse
WORLD SATELLITE BUSINESS WEEK 2014	September	Valérie Barthe, Etienne Fleury, Pierre Valenti, Adeline Verdier, Monia Zaki	Paris

## PARTNERS' TESTIMONY

« I take Global Leaders to their next levels of Success in my work as one of Asia and the Gulf regions' leading executive coaches and leadership facilitators. I coach and train leaders to optimise and to enhance their leadership effectiveness, to take on and succeed in more senior roles, to succeed with the new stakeholders, role complexity and expectations and also to work through a range of leadership transitions, including into new geographies and new cultures. Educated at Cambridge University and a qualified accountant, executive coach and trainer, I have worked with an array of senior leaders from Fortune 500 and other global organisations including the World Bank Group, Standard Chartered Bank, Google, Bureau Veritas, Dubai Government, the UAE's Al-Futtaim Group and Saudi Arabia's largest bank, NCB. Previously I had been a regional Finance Director and Managing Director with European multinationals and was based all over the world including in China and Eastern Europe. I had the great pleasure of working with IAS on a transformation project being run within Saudi Airlines' finance department and led by a great team from IAS under the leadership on the ground in Jeddah of Ms. Monia Zaki. I created and facilitated a series of key trainings to the Saudi Arabian national carrier's senior finance professionals and through these workshops I helped them to understand various best practices around how finance departments are organized, aligned and run in today's global leading airlines. The participants found the workshops very transformational and helpful. I really value my relationship as a partner of the IAS and my varied experiences combine well with the incredible expertise possessed by the team at IAS. The IAS is one of my most valuable partners and I look forward to further collaborative projects in the months and years to come both in the Middle East as well as further afield. »



**Nigel CUMBERLAND**  
 Founding Partner  
 Leadership, Executive  
 & Talent Coach  
 The Silk Road Partnership

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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