

# Yesterday...

## Thirty years ago: The Royal Bank of Canada (ME) - Beirut

Newsletter no 34 - April 1980

The Royal Bank of Canada (ME) - Beirut awarded us the computerization of all its procedures and functions. All ICBS modules have been acquired.

## Twenty years ago: Citibank - Paris

Newsletter no 128 - June 1990

Citibank is the most important bank in the United States. Due to the 1992 deadline (European Union) an updating of computer procedures of the bank's International Dpt. has been found necessary. After many demonstrations and comparisons with rival products, Citibank selected ICBS - International. From the beginning, the US Bank notified us that this subsystem had to run on AS-400 which, at the time of the negotiations, was just announced.

While our competitors waited for Citibank's decision before working on AS/400, we quickly moved as follows:

- We sent two engineers for 3 month training period in France.
- We ordered the AS/400.
- We trained 10 programmers in house.
- We started the Development under AS/400 native mode of the ICBS international subsystem.
- We sent a detailed analysis to Citibank.

Thus, we were able to run demos on AS/400 while our competitors kept on making demos on older equipment.

This success is the result of a collective effort to which have participated:

- Sélim Boutros - Infoel (Paris)
- Monique Salha - Infoel (Paris)
- Raji Challita - Istisharat (Beirut)
- Tony Lawandos - Istisharat (Beirut)
- Fady Abi Aad - Istisharat (Beirut)
- Naji Hayek - Istisharat (Beirut) Etc...

In brief, the first bank in the US selected for its subsidiary in Paris, a major financial center, at the eve of a very important event (1992) a software designed and developed in Lebanon in the midst of the worst difficulties.

## Ten years ago: Capital Finance Company - Beirut, Arab Finance Corporation (AFC) - Beirut

Newsletter no 152 - 2nd and 3rd Quarters 2000

- Capital Finance Company - Beirut, a consumer loans firm, has acquired ICBS - Consumer Loans.

- Arab Finance Corporation (AFC) - Beirut, until recently a user of ICBS on an AS-400 platform has now acquired the Oracle based version. Front Office and Options - Futures modules, previously using a third party software, will now be handled by ICBS.

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# BML Istisharat Ranking and Recognition

BML Istisharat was recognized in Gartner's Magic Quadrant for International Retail Core Banking. Positioning was based on our completeness of vision and our ability to execute.

Out of 40 vendors evaluated, only 18 were positioned in the Magic Quadrant by Mr. Don Free. September 13, 2010.

## Insight

### New recruits:

Mr. Pierre Khoury joined the Insurance team (CIRIS/LIRIS) as Project Leader - Development. Mr. Khoury graduated from CNAM - Conservatoire National des Arts et Métiers-Paris in Computer Science. (See photo).



Pierre Khoury



Youssef Abi Haidar

Mr. Youssef Abi Haidar joined IMAD ERP team as Junior Customer Support. Mr. Abi Haidar is a graduate from NDU - Notre Dame University in Business Computing. (See photo).

## People

### Married:

Pascale Salmeh, Executive Assistant, with Mr. Daniel Maroun on July 11, 2010. (See photo).



Pascale Salmeh & Daniel Maroun



Maria Maroun

### Born:

Maria Maroun, daughter of Dany and Rozine Maroun, Operations Managers in the Banking Unit, on September 16, 2010 (See photo)

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# The Newsletter

ISTISHARAT group internal bulletin

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3<sup>rd</sup> quarter 2010

BML ISTISHARAT  
INFOEL  
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SAL - BEIRUT  
S.A. - PARIS  
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Quality  
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## ICBS

for

## CAPIVEST- Bahrain

and for

## BANK OF ERBIL - Iraq

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\* \*

## IMAD

for

## BW (HOLDING) - Byblos

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## New POS module for IMAD

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## BML Istisharat positioned in Gartner's Magic Quadrant for International Retail Core Banking

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## New Contracts

Unit	Client	Product/Service	Platform
Istisharat	Capinvest - Manama	ICBS	Oracle/Windows
Istisharat	Bank of Erbil - Erbil	ICBS	Oracle/ Windows
Istisharat	Economy Bank - Baghdad	ICBS (Letters of Credit, Credit Facilities)	Oracle/Windows
Istisharat	BW (Holding ) - Byblos	IMAD	Oracle/Windows

**Capinvest - Manama** (www.capinvest.com) is an Islamic bank specializing in private equity, real estate, venture capital, treasury and direct investments across the Gulf region. ICBS purchased modules include Branch, Financing modules, Forex and Money Market, Transfers, Capital Markets and Swift interface. Several IMAD administration modules were also acquired (Accounting, Stock Management, Fixed Assets and Purchase Orders). Going live is projected for the end of first quarter 2011. It is worth noting that ICBS was preferred although Capinvest will be the first ICBS user in Bahrain while one of our competitors had ten active users in this country. According to "International Banking Systems Magazine" (IBS) - UK 20.1 issue mentioning Mr. Seshadri Krishnan, IT Manager, "Mr. Krishnan also believes BML's offering is superior to the evaluated competitors in terms of functionality, agility and ease of use...".

The deal was secured with the active cooperation of Almoayyed Computers, our partners in Bahrain and after site visits to Commercial Bank of Kuwait (Kuwait), Fransa Investment Bank - FIB (Beirut) and BLOM Development Bank (Beirut). (See photo).



From left to right: MM. Seshadri Krishnan, Ahmed Naeemi, Mohammed Almoayyed, Sameeh Abdullah Al Khan, SM Hussaini and K. Giridhar

**Bank of Erbil - Erbil** is the 9th taker of ICBS in Iraq. Headquartered in Erbil, the bank plans to open shortly 2 additional branches in Baghdad and Sulaymaniyah. Going live is projected for the first quarter of 2010.

**BW (Holding) SAL - Byblos** is the umbrella organization for several entities active in FMCG, Property development, Architecture and Landscape design and Agriculture tools and products. BW (Holding) acquired the full suite of IMAD modules (Finance, Administration, Logistics and Project Profitability).

**Economy Bank - Baghdad** confirmed its ICBS choice by ordering additional modules (Trade Finance and Credit Facilities Management).

## Deployments

- **In Lebanon:**

**Emirates Lebanon Bank-EL Bank - Beirut** deployed in live mode ICBS Loans Management and Letters of guaranty modules. Other modules have been upgraded to the latest ICBS version: ICBS letters of credit, Bills for Collection, Treasury Bills, Central Bank reporting and Trade Finance ebanking.

**BLOM Development Bank - Beirut** is now using ICBS International Transfers and Islamic Money Market (Commodity Murabaha, Wakalah).

**Gazprombank Invest - Beirut** deployed Forex and Capital Markets in live mode.

- **In Saudi Arabia:**

**Amana Cooperative Insurance - Riyadh** deployed CIRIS modules (Insurance - General Business) in live mode.

## Research And Development

IMAD team completed the development of a POS module seamlessly integrated with other IMAD modules.

**BW (Holding) - Byblos** will be the first user of this module, deploying it in a network of gas stations.

## Internships

Several trainees were hosted from July 5 till August 27, 2010:

- Miss Leyla Hamieh (American University of Beirut), Mr. Hadi Kobeissi (American University of Beirut) and Mr. Ali Daher (Beirut Arab University) joined the ICBS Banking team.

- Mr. Samer Bejjani (Antonine University) and Mr. Paul Sader (Antonine University) joined the CIRIS/LIRIS Insurance team.

- Mr. Ahmad Houssamy (Saint Joseph University) and Mr. Michael Kattan (Haigazian University) joined the IMAD ERP team.

The internship started with an Oracle Developer suite training for 16 days administered by Dr. Mohammad Khoushkhoush from Metis Consultancy.

## Client Training

**BW (Holding) - Byblos** team was trained on several IMAD modules: Accounting, Budget, Assets Management, Inventory, Purchase Orders, Invoicing and Payroll.

Training was administered by Youssef Matta (Assistant Director) and Jacques Alouan (Operations Manager).

**Economy Bank - Bagdad** team was trained in Beirut for Payroll, Fixed Assets, Purchase Orders and Stock control. Training was administered by Jacques Alouan (Operations Manager).

## Press

**International Banking Systems Journal (UK)** mentioned in its September 2010 issue 20.1 the Capinvest - Manama and the Bank of Erbil - Erbil deals.