

**BML Istisharat SAL**  
 A. Razzak Bldg- Riad Solh Str.  
 BEIRUT 2011-1104 (Lebanon)  
 Contact : Mrs. Pascale Maroun  
 Tel : 961 (1) 983208  
 Fax : 961 (1) 983211  
 Email : [ist@istisharat.com](mailto:ist@istisharat.com)  
[www.istisharat.com](http://www.istisharat.com)

**Infoel SA**  
 102, Avenue des Champs Elysées  
 75008 PARIS (France)  
 Contact : Mr. Jean Claude Yazigi  
 Tel : 33 (1) 42895828  
 Fax : 33 (1) 42895829  
 Email : [infoel-sa@infoel-sa.com](mailto:infoel-sa@infoel-sa.com)  
[www.infoel-sa.com](http://www.infoel-sa.com)

**Infoel Financial Systems, Inc.(IFS)**  
 11601 Wilshire Blvd.  
 LOS ANGELES, (CA) 90025, USA  
 Contact: Mr. Nadim Daouk  
 Tel: + 1 310 210 4555  
 Fax: + 1 310 388 0111  
 E-mail: [info@infoel-inc.com](mailto:info@infoel-inc.com)  
[www.infoel-inc.com](http://www.infoel-inc.com)

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 -Riyadh  
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## Partners

A partnership agreement was signed with **Captech Solutions - Manama** for ICBS Conventional and Islamic distribution in Bahrain.

## Client Training

A Project Management training was organized in October 2011 in our Hamra training center for Mrs. Eliane Dauriat and Mr. Mohamed Toufaha from **Middle East & Africa Bank**, Mr. Charbel Eid from **IBL Bank**, Mr. Raymond Azzi and Miss Jimmy Assouad from **Credit Bank** and Mrs. Carine Jabbour from **Fransa Invest Bank**. The training was administered by Mr. Fady Abi Aad from Freelancium.

**Saudi National Commercial Bank (SNCB) - Beirut** team was trained on IMAD Payroll Management module during October 2011 by Mr. Youssef Abou Haidar, Confirmed Customer Support - ERP Unit.

**Gazprombank Invest (Lebanon) - Beirut** team followed a training on IMAD Fixed Assets during October 2011 administered by Mr. Youssef Abou Haidar, Confirmed Customer Support - ERP Unit.

## People

### Deceased:

Mr. Semaan Assi, father of Assad Assi, Development Manager - ERP Unit, on October 26, 2011.

## Yesterday...

**30 years ago:** – **E.G. Berberi Frères, A-O. Ghandour et fils, Société Debbané Frères, Les Artisans -Beirut** select IMAD, our ERP for Manufacturing and Distribution firms.  
 – **Chemical Bank (Middle East) -Beirut** selects ICBS.

**20 years ago:** **Citibank - Paris**  
 – ICBS - Inward/Outward Transfers deployed in live mode at **Citibank**.

**10 years ago:** **Minerva Insurance - Nicosia, Arab Bank - Beirut**  
 – **Minerva Insurance** selects LIRIS (Life Insurance).  
 ICBS - Treasury Bills deployed in live mode at **Arab Bank**.

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# The Newsletter



Nb 197  
 4<sup>th</sup> quarter 2011

ISTISHARAT group internal bulletin

BML ISTISHARAT  
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Quality  
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ICBS

in

Malaysia

for

**BSN BANK**  
**(Kuala Lumpur)**

10 million+ customers  
 2,500 users  
 390 branches

\*  
 \* \*

**2011 New Name Accounts**

4 for ICBS

1 for LIRIS

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# New Contracts

Unit	Client	Product/Service	Platform
Banks	Bank Simpanan Nasional (BSN) - Kuala Lumpur	ICBS	Unix/Oracle

**Bank Simpanan Nasional (BSN Bank) - Kuala Lumpur** recently selected ICBS as its core banking system for both Islamic and Conventional operations. 2,500 users will operate ICBS daily to serve 10,000,000+ clients in 380+ branches. Competition included iFlex, Fidelity, Silverlake and InfoPro.

The RFP was issued in February 2010, we submitted our proposal in June 2010 and we were invited for a proof of concept and a detailed simulation of their actual operations in October 2010. Site visits were then organized for BSN team in Jordan (Bank of Jordan - Amman) in January 2011. After receiving a letter of intent in June 2011, a second visit was organized in October 2011 in Kuwait (Commercial Bank of Kuwait - Kuwait City) and to our development site in Beirut.

A benchmarking simulating BSN volumes was performed in IBM - Montpellier (France) in December 2011. The official signing ceremony took place in January 2012 in Kuala Lumpur.

We are partnering in this project with Juris - Kuala Lumpur, supplier of Loan Origination and Collection software.

Introduction to BSN and active participation in pre sales activity were performed by HeiTech Padu (HTP), our partner in Malaysia, Indonesia and Brunei. This is the first inroad of ICBS in South East Asia.

## Deployment

- In France:**  
**BLOM Bank (France) - Paris** went live with ICBS - Oracle in November 2011.
- In Lebanon:**  
- **Excillis Finance - Beirut** is up and running with ICBS selected modules since December 2011.  
- **Gazprombank Invest (Lebanon) - Beirut** deployed in live mode IMAD - Fixed Assets module in December 2011.

# 2011 Briefs

## New Name Accounts:

- ICBS:** - MENA Invest - Beirut  
- Excillis Finance - Beirut-  
- Bank Simpanan Nasional (BSN Bank) - Kuala Lumpur-  
- CDG Capital - Rabat

**LIRIS:** Gulf Insurance Company - Kuwait

## New contracts:

**ICBS:** Société Générale (SGBL) - Beirut: deployment in ex Lebanese Canadian Bank branches.

## Export represented as percentage of total billings:

- 58% for ICBS
- 90% for CIRIS/LIRIS
- 19% for IMAD

## Press

**In Malaysia:** The local press mentioned the BSN contract award (See photos).

**In the United Kingdom:** IBS Journal mentioned the BSN contract in an article dated January 19th, 2012 Issue #21.5.

**In Lebanon:** The American Lebanese Chamber of Commerce bulletin mentioned the BSN contract in its issue of fall 2011 (See photo).

