

# New Contracts

Unit	Client	Product/Service	Platform
Banks	IBL Invest – Beirut	ICBS	Oracle/ Unix
Banks	BLC Invest – Beirut	ICBS	Oracle/ Unix
Banks	Arab Investment Bank - Beirut	ICBS	Oracle/Windows
ERP	Auto Z Group – Doha	IMAD	Oracle/Windows
Banks	Cairo Amman Bank - Amman	ICBS interface with third party	Oracle/Unix
Banks	Commercial Bank of Kuwait – Kuwait	ICBS Treasury	Oracle/Unix

**IBL Invest – Beirut** is the investment subsidiary of IBL Bank. IBL Bank is an ICBS user for over 34 years in Lebanon, Iraq and Cyprus.

**BLC Invest – Beirut** is the investment subsidiary of BLC Bank. BLC Invest is the second institution in the Group to adopt ICBS, after BLC Finance.

**Arab Investment Bank – Beirut** is the investment subsidiary of Arab Bank. ICBS Capital Markets is already live at Arab Bank. It has also been selected along with ICBS core modules to be implemented at Arab Investment Bank.

**Auto Z – Doha**, a member of the GSSG Holdings group of companies, is positioning itself as a major auto dealer in Qatar with a state of the art after sales site and Toyota, Honda, Nissan, Mitsubishi, Volkswagen, Audi, Mercedes, BMW, etc... dealerships. This deal was secured by One Team Technology (One TT), our distributor in Qatar.

**Cairo Amman Bank – Amman**, a user of ICBS – Loans, asked us to interface ICBS with T24 of Temenos.

**Commercial Bank of Kuwait (CBK) – Kuwait**, a user of most ICBS modules, acquired ICBS – Treasury. This module will replace Spectrum Treasury of Financial Software Systems. All ICBS modules would then have been deployed at CBK – Kuwait.

## International Rating

The latest annual rating of International Banking Systems - United Kingdom (IBS Sales League Table) for the year 2011, ranks ICBS, our banking system, as 8th out of 34 systems selected for Universal Banking, and 14th out of 78 in all categories.

# Deployment

- **In Kuwait:**  
**Gulf Insurance Company – Kuwait** went live with LIRIS, our Life Insurance software. This is the first implementation of LIRIS in Kuwait.
- **In Cyprus:**  
**Ethniki Insurance – Nicosia** is now using in live mode LIRIS under Oracle, after using since 1994 an older version of LIRIS under DB2 – AS400 platform.
- **In Lebanon:**  
**Saudi National Commercial Bank (SNCB) – Beirut** went live with ICBS – Oracle. SNCB was a user since 1996 of an older version of ICBS under DB2 – AS400 platform.

## Yesterday...

- 30 years ago:** – **Valisère Moyen Orient - Beirut**  
– **Société Bancaire du Liban - Beirut**  
– **Coral Oil Company - Beirut**  
– **Ets Zahar - Beirut**

Newsletter Nb 55, 56 and 57 - 1st quarter 1982

Valisère Moyen Orient - Beirut acquired IMAD for the management of their manufacturing unit and distribution network.

Société Bancaire du Liban - Beirut selected all ICBS modules for the management of the Bank.

Coral Oil Company - Beirut (ex Shell) has selected IMAD for the management of the company.

Ets Zahar - Beirut selected IMAD for their production and retail activities. Zahar still uses IMAD, in its updated version.

- 20 years ago:** **Société Générale de Banque au Liban (SGBL) - Beirut**

Newsletter Nb 135 - 1st quarter 1992

Société Générale de Banque au Liban (SGBL) - Beirut, after consulting their headquarters in Paris, selected ICBS. SGBL still uses ICBS and deployed it as well in Jordan at Société Générale de Banque en Jordanie (SGBJ) - Amman.

- 10 years ago:** – **Lebanon Chemicals - Beirut**  
– **Sogecap - Beirut**  
– **Minerva Insurance - Nicosia**  
– **Grain Dealers Mutual (GDM) - Indianapolis (USA)**

Newsletter Nb 158 - 1st quarter 2002

IMAD is selected by Lebanon Chemicals - Beirut. IMAD is still up and running.

Sogecap - Beirut contracted with us for a disaster recovery site in our premises.

Minerva Insurance - Nicosia deployed LIRIS, our Life Insurance system, in live mode. LIRIS is still up and running at Minerva.

Grain Dealers Mutual (GDM) - Indianapolis (USA) deployed CIRIS "Personal Auto" lines in live mode in North Carolina. CIRIS is still up and running at GDM, covering 14 states in the Middle West and the South.

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AEC -Sanaa

## Internal Training

A training on Oracle tools was administered by Dr. Mohammed Khoushkhoush -Metis Consultancy from March 12 till April 7, 2012. The training was attended by Miss Cosette Baabdaty, Miss Catherine Abi Samra, Miss Ketty Doumit, Messrs. Wissam Rawwas, Alain Tannous, Mario Tabet, Ahmad Houssamy, Mohamad Sabra and Mohammed Farroukh from the Banks team and Mr. Sebouh Havatian from the ERP team (See photo).



## People

### New recruits:

Mr. Sebouh Havatian, Master - Computer Science from Lebanese American University (LAU), joined the ERP Unit on February 13, 2012 as Product Manager. (See photo)



Sebouh Havatian



Catherine Abi Samra

Miss Catherine Abi Samra joined the Banks team on March 15, 2012 as Programmer. Miss Abi Samra is a graduate in Computer Science from the Lebanese University. (See photo)

Mr. Mohamad Sabra joined the Banks team on March 19, 2012 as Programmer. Mr. Sabra graduated in Business Computer from Saint Joseph University (USJ). (See photo)



Mohamad Sabra



Mohammed Farroukh

Mr. Mohammed Farroukh, a graduate in Computer Science from the Lebanese American University (LAU), joined the Banks team as Programmer on March 22nd, 2012. (See photo)

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# The Newsletter



ISTISHARAT group internal bulletin

Nb 198  
1st quarter 2012

BML ISTISHARAT  
INFOEL  
INFOEL FINANCIAL SYSTEMS

SAL - BEIRUT  
S.A. - PARIS  
INC. LOS ANGELES



Quality  
ISO 9001  
SAIGLOBAL  
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## ICBS

for

**IBL INVEST (Beirut)**  
**BLC INVEST (Beirut)**  
**ARAB INVESTMENT BANK (Beirut)**

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## IMAD

for

**AUTO Z GROUP (Doha)**

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## LIRIS

live at

**GULF INSURANCE COMPANY (Kuwait)**  
**ETHNIKI INSURANCE (Nicosia)**

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