

New Contracts

Unit	Client	Product/Service	Platform
Banks	First National Bank (FNB) Beirut	ICBS - Capital Markets	Oracle/Windows
ERP	BLOM Bank - Dubai	IMAD	Oracle/Windows

First National Bank (FNB) – Beirut, a tier one corporate and retail bank in Lebanon selected ICBS Capital Markets module to support its operations. FNB subsidiaries, **CFC** (Consumer Loans) and **MECG** (Investments and Stock Market) are already ICBS users.

BLOM Bank (France) – Dubai, a user of ICBS since more than 10 years, has acquired the IMAD Payroll Management and Human Resources.

Deployments

- **Lebanon**
Levant Investment Bank (Libank) went live with ICBS Nucleus and Central modules in December 2012, 4 months after agreement signature.
IBL Invest, the investment arm of IBL Bank, went live with ICBS on October 2012.
- **Qatar**
Auto Z went live with IMAD on October 2012.

Research and Development

The ICBS team, under the supervision of Dr. Mohammed Khoushkhoush of METIS Consultancy, developed an automated versioning control solution and batch processes performance enhancements.

The IMAD team developed several functions to accommodate the Lebanon Ministry of Finance newly requested amendments for VAT processing. Those functions are to be implemented on July 1st, 2013. They were readied at BML Istisharat as of December 2nd, 2012.

Press

IBS Journal (IBS Intelligence - UK) mentioned BML Istisharat's activity in South East Asia and more precisely the BSN contract in an article in their Supplement for 2012.

Yesterday...

30 years ago: Chemical Bank (M.E.) SAL – Beirut
Eternit SAL – Chekka
Wardieh Holding SAL (Mobil Oil) – Beirut

Newsletters No 63, 64 and 65 – Q4 1982

Chemical Bank SAL is the second North American bank, after Royal Bank of Canada, to select ICBS for its computerization. The decision and vendor selection were made in New York.

Eternit SAL selects IMAD for its computerization.

Wardieh Holdings SAL is the second Oil Company to trust us with the management of its computer center after requesting from us the development of programs.

20 years ago: Ets Michel Sehnaoui & Fils – Beirut
Cimenterie Nationale – Chekka

Newsletter Q4 1992

Ets Michel Sehnaoui & Fils and Cimenterie Nationale select IMAD.

10 years ago: Land Registry Project (Data capture and operations)
Capital Finance Company – Beirut

Newsletter No 161 - Q4 1992

The Land Registry records of Baabda, Zalka, Saida and Nabatieh went live after Beirut in 2001. These records are now operating under our supervision, through the COMAP team. This project is funded and managed by the World Bank. Our partners for this project are CRC Sogema (Montreal) Terranet (Toronto) and Astec (Beirut).

CFC acquired the “Collection” module of ICBS. CFC is still an ICBS user.

Promotion

Upon the suggestion of our distributors in Malaysia, HeiTech Padu (HTP) - Kuala Lumpur, CIRIS and LIRIS, our insurance products, were displayed to several prospects at a Pre sale Presentation event organized by HTP on October 19th and 22nd, 2012. (See photo).

Disaster Recovery Site Support

A team from Sogecap Liban, a LIRIS user, operated on October 26th and 27th, 2012 from the Disaster Recovery site made available in our offices in Mkalles, during the relocation of the Sogecap's offices. (See photo).



Samar Salloum and Rony Awad with the HTP team in Kuala Lumpur



Sogecap team at our disaster recovery site in Mkalles

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Customer Training

A team from Union Bank of Iraq (UBI) - Baghdad, an ICBS user since 2008, has attended a training on ICBS Loans Management, Letter of Guarantees and Letters of Credit modules in Istanbul.

Their instructors were Mr. Elie Bitar, Assistant Director - Banking, from November 7th to November 14th, and Mr. Dany Maroun, Operations Manager - Banking, from November 27th to December 5th.



Elie Bitar and Imad Geagea with UBI team in Istanbul

The UBI team also attended a training on Oracle Database 11g and Oracle Application Server 10g related to installation, configuration and tuning, on November 24th and 25th administered by Mr. Imad Geagea, Oracle Product Manager. (See photo).

2012 Briefs

New Contracts:

ICBS:

- IBL Invest – Beirut
- BLC Invest – Beirut
- Arab Investment Bank – Beirut
- Société Générale Bank Cyprus (SGBCy) – Nicosia
- Levant Investment Bank – Beirut
- First National Bank – Beirut

IMAD:

- Auto Z Group – Doha
- Cihan Group – Erbil

Export represented as percentage of total billings:

- 72% for ICBS
- 76% for CIRIS/LIRIS
- 65% for IMAD

Insight

New recruits:

Hind El Hage, Master in Business Computing from Saint Joseph University (USJ), joined the Banking Unit on November 12th, 2012 as Analyst Programmer (See photo).



Hind El Hage

People

Born:

Matteo Abou Nader, son of Charbel Abou Nader, Certified Project Leader in the Banking Unit, on November 22nd, 2012 (See photo).



Matteo Abou Nader

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The Newsletter



ISTISHARAT group internal bulletin

Nb 201
4th quarter 2012

BML ISTISHARAT
INFOEL
INFOEL FINANCIAL SYSTEMS

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

ICBS – Capital Markets
for
First National Bank (Beirut)

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ICBS

live at

Levant Investment Bank – Libank (Beirut)

&

IBL Invest (Beirut)

*

* *

IMAD

for

BLOM Bank - Dubai

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* *

IMAD

live at

Auto Z (Doha)

*

* *

2012 New contracts:

6 for ICBS

2 for IMAD



Quality
ISO 9001

SAIGLOBAL

CERT-0034008



INDEX

New Contracts.....	2	Disaster Recovery Site Support.....	3
Deployments.....	2	Customer Training.....	4
Research & Development.....	2	2012 Briefs.....	4
Press.....	2	Insight.....	4
Yesterday.....	3	People.....	4
Promotion.....	3		