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Quality
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ICBS e-Banking for ERBIL BANK - Erbil

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LIBANO SUISSE Lebanon and Qatar

upgrade to

CIRIS - V.5.1

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AL HILAL

to distribute our products in

SAUDI ARABIA (Banking and Insurance)

and

BAHRAIN (Insurance)

New Contracts

Unit	Client	Product/Service	Platform
Banks	Erbil Bank - Erbil	ICBS e-banking	Windows
Insurance	Libano Suisse - Beirut & Doha	Upgrade to CIRIS V.5.1	Oracle/Windows

Erbil Bank - Erbil is an ICBS user since 2010. ICBS e-banking will complete the fully ICBS functions at Erbil Bank.

Libano Suisse, a CIRIS and LIRIS user since more than 20 years in Lebanon, Qatar and lately in Egypt has launched the upgrade to the latest CIRIS version.

Yesterday...

30 years ago: Saudi Lebanese Bank - France Lainière Nationale -Lebanon

Newsletter Q2 1986

Saudi Lebanese Bank - Paris selected ICBS to support its operations.

Lainière Nationale - Hazmieh, a textile factory, selected IMAD as a core application.

20 years ago: Ets. Pharaon & Fils - Lebanon

Newsletter Q2 1996

Ets. Pharaon & Fils - Beirut, a major commercial firm and a user of IMAD, our ERP for manufacturing and distribution firms, acquired an additional module: IMAD-After Sales service.

10 years ago: Oman Development Bank - Sultanate of Oman Lebanese Leasing Company - Lebanon

Newsletter Q2 2006

Oman Development Bank - Mascate selected ICBS as a core banking system.

Lebanese Leasing Company - Beirut, a subsidiary of Fransabank, specializing in leasing, selected ICBS.

Both are still using ICBS.

Deployments

- **In Lebanon:**

ICBS-Treasury went on live production at BLC Bank Beirut.

Research and Development

ORACLE EXALOGIC AND EXADATA:

ICBS has been benchmarked and certified for Oracle Exalogic and Oracle Exadata.

The simulation was for a bank with 12 million accounts, 400 branches, 2500 concurrent users and 500,000 active loans portfolio, those figures being similar to those of a client of ours.

The global average batch processing duration was reduced by 5-6 times.

OLTP showed 2 to 4 times performance improvements.

For more details about the benchmark environment and figures ask for a copy of the results: ist@istisharat.com.

Please mention ICBS on Exadata results.

BLOOMBERG INTERFACE:

ICBS has been interfaced with Bloomberg Data License web services. First installation was at Credit Bank Beirut.

Customer Training

EL Bank team - Beirut, an ICBS and IMAD user, was trained on IMAD - Procurement module by Youssef Abou Haidar, Certified Project Leader in the ERP Unit, on 11/05/2016.

International Ranking

After being ranked 6th worldwide for Universal Banking by IBS Publishing (UK) (See Newsletter no 214, Q1 2016), BML Istisharat was positioned in the April 2016 Gartner Magic Quadrant for Global Retail Core Banking for its ICBS solution. (1)

BML Istisharat was also included in the Forrester survey of the 2016 Global Banking Platform Deals (2).

(1)Gartner Magic Quadrant for Global Retail Core Banking 2016 by Don Free. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

(2)Global Banking Platform Deals Survey 2016: New Customer Dynamics Reshape The Industry, by Jost Hoppermann, Forrester Research, Inc., March 24, 2016.

<https://www.forrester.com/report/Global+Banking+Platform+Deals+Survey+2016+New+Customer+Dynamics+Reshape+The+Industry/-/E-RES122641>

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Export Drive

BML Istisharat sponsored the Sixth Regional Congress of ICT organized by the Banks Association of Guatemala on April 11 and 12 in Guatemala City.

ICBS was presented and demonstrated by Raji Challita, Head of Banking Unit (Beirut) and by Estuardo Gonzales, Banking Solutions Consultant (Guatemala City).



Raji Challita



Estuardo Suarez



Attendants in Guatemala City



BML Istisharat team in front of our stand: From left: Raji Challita, Mrs. Tony Andari, Mr. Tony Andari, Mr. Estuardo Suarez.

Partnership

Hilal Computers is a leading Enterprise Business Solutions provider in the Middle-East with presence in Bahrain, Saudi Arabia and the UAE.

Aiming to be a complete Enterprise Business Solution provider, it has started recently an Enterprise Software division. This division soon has entered into business relationship with SAP, Microsoft, Oracle, etc for their various Enterprise Software products in ERP, CRM, Business Intelligence, Mobility, Cloud Offerings etc. To cater to the growing and strong BFSI sectors in this region, Hilal has signed an agreement with BML Istisharat for Bahrain and KSA.

"The new relationship between Hilal and BML Istisharat will enable us to provide value to our Middle East customers. This will complement our existing bouquet of products and services to the industry" declared K.G. Gopakumar, Director Enterprise Software Division.

Al Hilal Group has a strong presence in Media with its dailies Akbar Al Khaleej and Gulf Daily News (GDN) and a list of industry specific magazines in Oil and Gas, Construction, Travel and Tourism verticals.

Our relationship with Al Hilal will certainly consolidate our presence in the Gulf region.

People

Married:

Nada Sayegh, Assistant Product Manager - Banking Unit, with Ziad Said, on 09/06/2016. (See photo)

Deceased:

Joseph Germany, father of Rita Germany, Senior Accountant, on 28/04/2016.

Hisham Haddad, father of Hady Haddad, Certified Project Leader - Banking Unit, on 05/06/2016.



Nada Sayegh & Ziad Said

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