

# Iguassu Software Systems a.s. (ISS)

## Internationally oriented consultancy



## Company introduction



International experience → inter-cultural skills  
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# Iguassu Software Systems a.s.

## Principal skills

- Technology software development
- ERP and EDI consultancy
- Latin-American aerospace consultancy
- International experience and mobility

**Faster – Better – Cheaper**

Not only in NASA but also Made in Czech Republic

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# Iguassu Software Systems a.s.

- Founded in 1994 as Science Systems UK subsidiary
- In January 2000 transformed into a Czech SME
- All staff speak English, some speak German, Spanish, Russian
- Based in Prague
- Operates mainly in W. Europe and both Americas
- Extensive western experience in international projects, and with international agencies
- Western quality at central-European rates

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# Iguassu Software Systems - services



## BESPOKE S/W DEVELOPMENT

- Time & material services
- Small fixed price projects
- Business & technology applications

## EDI and ERP CONSULTANCY

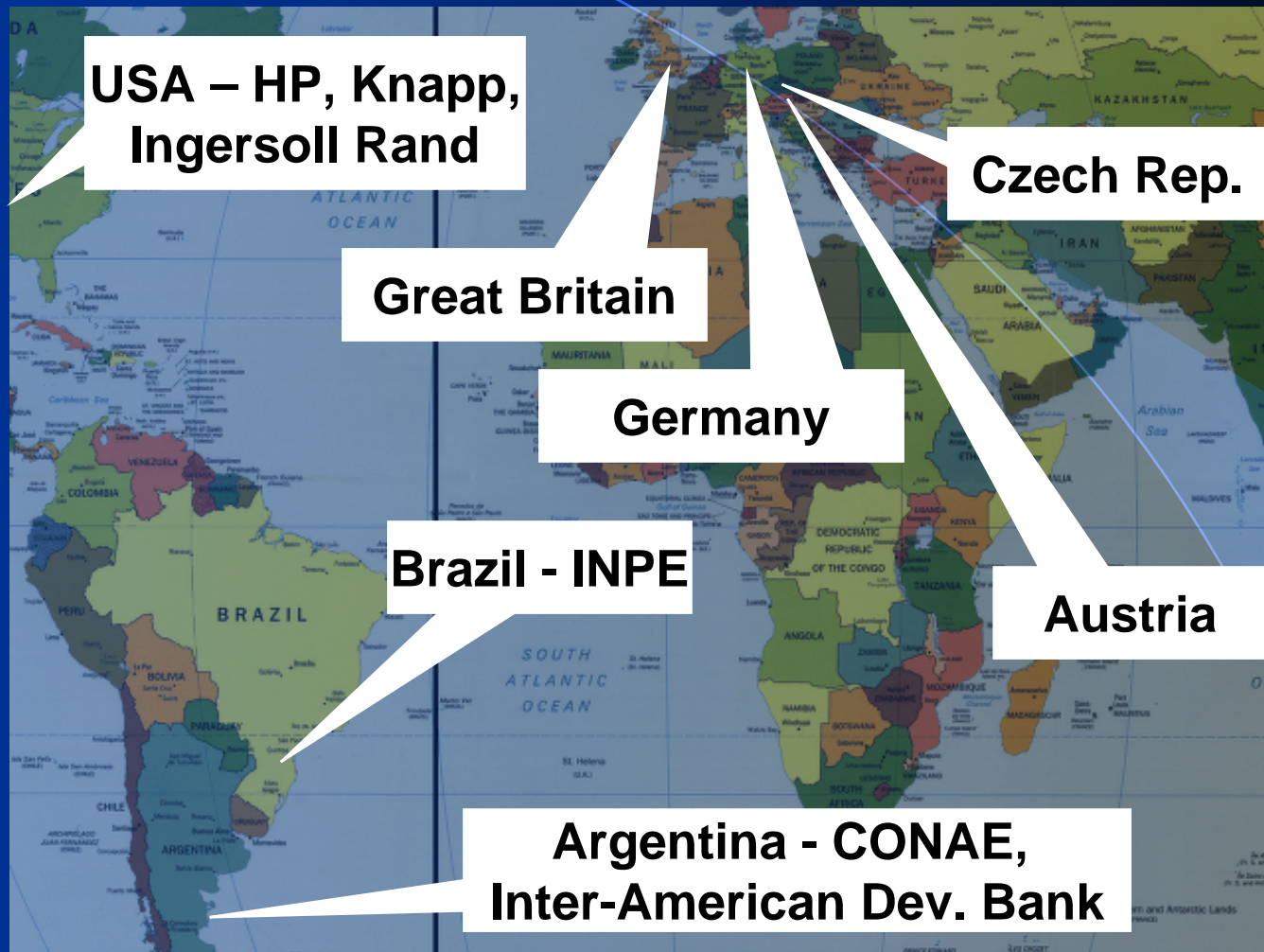
- HP Germany & California
- Czech Partner for INFOR/Germany

## MARKETING CONSULTANCY

- Latin-American Aerospace

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# ISS Worldwide



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# ISS in Europe

## Great Britain

SSSL Bristol,  
SSIL Reading  
SSIL Nottingham,  
SSSL Chippenham  
Vega  
Shreeveport

## Germany

HP Stuttgart  
Infor  
Agilent Technology  
ESOC/ESA Darmstadt  
EUMETSAT Darmstadt  
CAM Munich  
ABB Mannheim

## Spain

INDRA, GMV

**Czech Republic**  
various

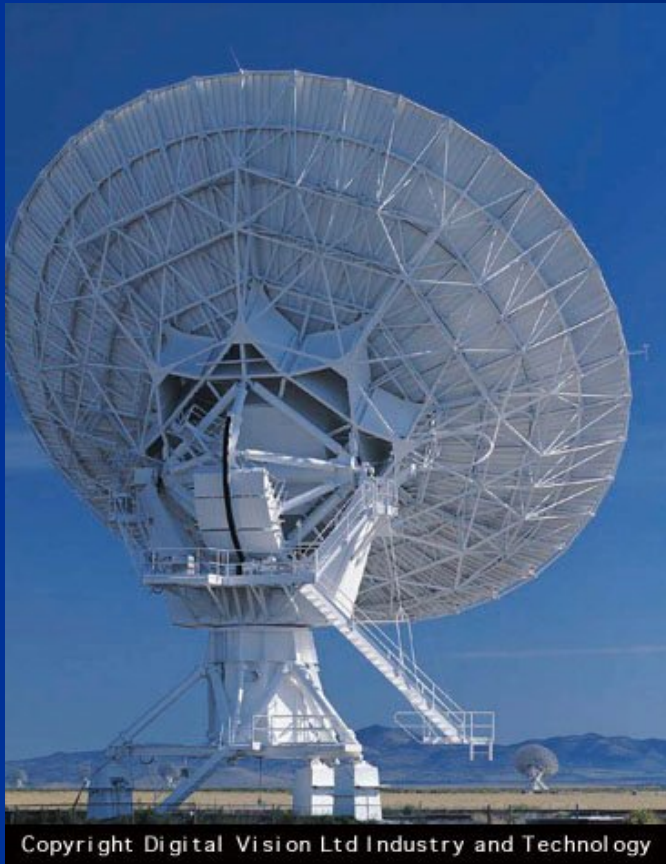
## Austria

KNAPP Leoben

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# ISS Real-Time Services



Copyright Digital Vision Ltd Industry and Technology

- Technological process control
- Monitoring systems
- Automated testing systems
- Data acquisition, communication, real-time data processing and data presentation

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# ISS Selected Real-Time References

- Satellite real-time control & communication s/w (from Hispasat to SCOS 2000)
- 80 ton Zeiss telescope control system (Czech astronomical institute)
- SW engineering support (ESA - Envisat)
- MSG ground segment test tools (Eumetsat)
- PcAlarm - intelligent HMI for critical data presentation (ethylene unit - Chemopetrol)
- IRIDIUM terminals test software (RACAL)

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# ISS sample project : Control System



CLIENT : Ingersoll Rand Minneapolis

## Embedded software development for Siemens C167

- Specification, design & development of automotive air-conditioning control system for a new generation a/c unit
- Project awarded by Czech Thermoking subsidiary after competitive proposal, and ISS presentation to a US team
- Key new product for ThermoKing CZ
- Very tight deadline on critical development path



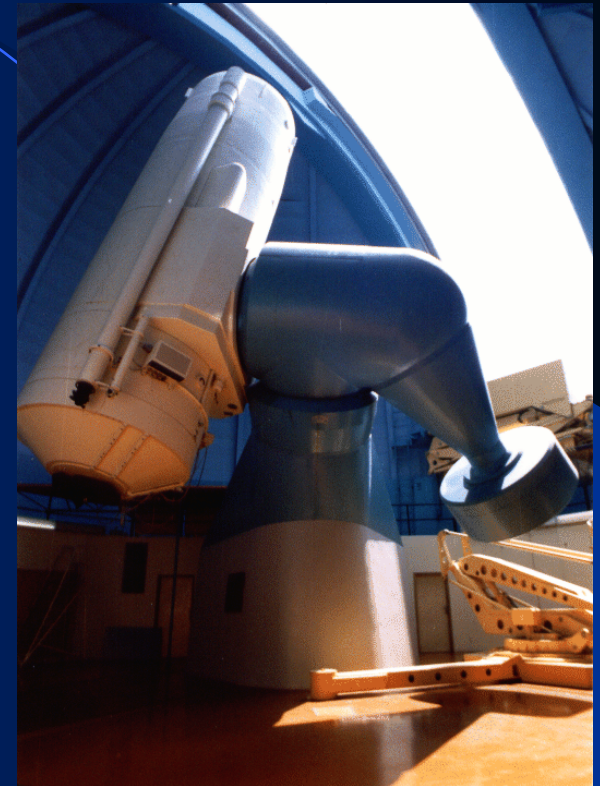
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# ISS sample project : Tracking System

## CZECH ACADEMY OF SCIENCE



2m telescope control system  
Turnkey project with hardware  
subcontractor  
Master-Slave architecture  
tracking accuracy increased by  
order of magnitude  
automatic control via  
sophisticated star catalogue  
weight: 80 t + 130 t



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# ISS sample project : ENVISAT data

Payload data processing  
and archiving  
ESA (European Space Agency)  
Remote sensing satellite  
O/S UNIX , Win NT  
RDBMS: Oracle,  
MS Access (client)  
C and C++



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# ISS sample project : Meteosat test tools

## MSG (Meteosat Second Generation)

Fixed price project - Test tools for Central facility

Test environment for  
MSG ground segment

On-site maintenance support

Highlighted in ESA's survey  
of Czech space technology by  
French NODAL consultancy



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# ISS sample project : h/w products testing

**Agilent Technology (HP)**  
**Böblingen, Germany**



High integrity software for testing new generation of HP high frequency data generation and test equipment products.



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# ISS Business Applications



- Highly experienced ERP consultants (infor, BPCS..)
- Broad EDI knowledge applied to worldwide projects
- Localisation of imported software products and their local maintenance
- Partner of German ERP company Infor AG

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# ISS sample Business Applications



CLIENT : Hewlett Packard California



- 5 continuous years on a range of small projects
- EDI, EDIFACT, XML, Rosetta Net, HPSB
- Effective Communications methods applied :  
web conferences – WebEx, ISS US phones, ..
- Network connectivity  
remote privileged access to HP servers worldwide  
our office as HP network node using VPN tunnel  
access via broadband connection

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# ISS in European Space Agency

## European Space Agency (ESA) PECS projects 2005

- 1<sup>st</sup> round of projects under Czech PECS deal
- 24 bids from Czech Republic
- European Space Agency approved 9 projects
- three of those were from us
  - satellite navigation
  - SMOS experiment  
s/w simulator
  - porting Earth Observation  
processors to GRID



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# ISS sample ESA project : SISNet

## ESA PECS project for 2005 – SISNet

- for ESA GNSS team in Toulouse
- ESA member industry partner GMV Spain
- GPS differential corrections over GPRS / internet
- development of new functions
- pilot applications



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# ISS sample ESA project : GRID in EO

## ESA PECS project for 2005 – GRID

- for ESA GRID in ESRIN, Italy
- porting satellite image applications to GRID technology
- with ESA industry partner Indra, Spain

Satellite image of Iguazu (Iguassu) falls



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# ISS marketing results in Latin America

Marketing Consultancy for Hispanic countries

Successful track record

11 years experience in Latin countries

- GIS - Argentine Transport Ministry  
financed by Inter-American Dev't. Bank
- CONAE, Cordoba, Argentina  
Satellite receiving station, US\$ 2.4 M  
(our know-how lead to defeat of incumbent  
bidder MDA)
- WEU Satellite Centre, Spain, € 8 M
- INPE, Brazil – technology consultancy and bid  
support for UK and D companies
- consultancy for ESA external services



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# ISS marketing results in Spain

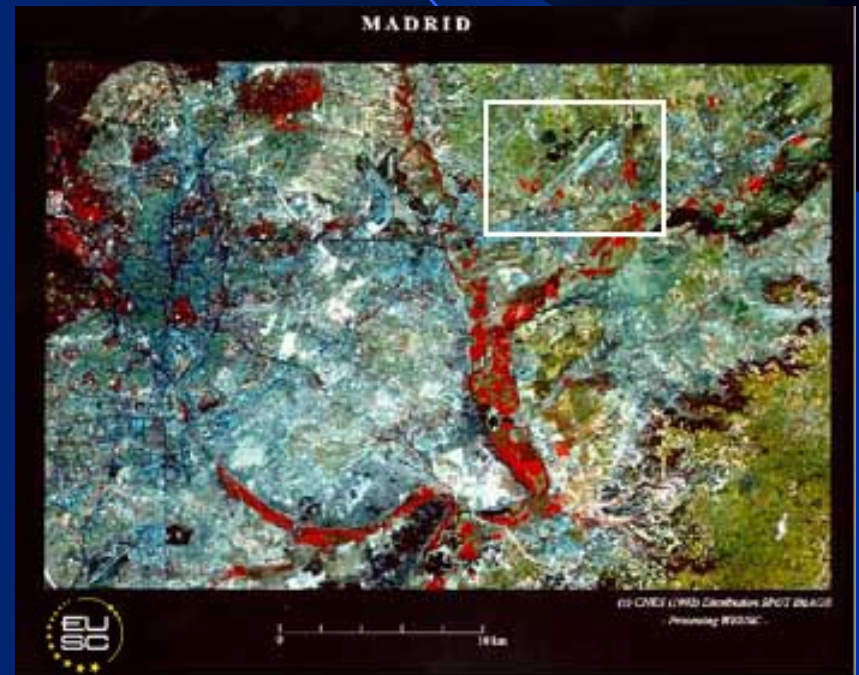
Marketing Consultancy for Hispanic countries

Successful track record

11 years experience in Latin countries

European Union Satellite Centre  
(formerly WEU SC)

- Our consultant was the key marketing person to win this project and focal contact point for subsequent maintenance



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# ISS Latin American consultant

British/Czech Marketing consultant for Hispanic countries  
11 years experience in Latin countries

- M.Sc. Computer Science from the University of London
- 32 years IT experience
- 1972 – 1975 Fujitsu (ICL), **UK**
- 1975 – 1988 European Space Agency, **Germany**  
ground segment control systems project leader
- 1989 - 1997 Anite Systems, **Spain & Latin America**  
Managing Director and International Aerospace Marketing
- 1997 – now ISS, Managing Director, **Czech Republic**

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# ISS marketing consultancy skills

## 11 years experience in Latin countries

- proven skill to establish quickly business and personal contact at all levels (business & political) in latin countries starting from scratch
- extensive personal contacts in space industry and space agencies in Spain, Brazil and Argentina
- worked both inside ESA (13 years) and for ESA suppliers (9 years)
- contracted as “cultural differences” consultant for UNEP satellite communication project where client management was German and prime contractor Spanish

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# Selected ISS international clients

- Scisys, England
- Vega, England
- CAM GmbH, Germany
- Racal, England
- Shreeveport, England
- Indra, Spain
- Infor AG, Germany
- Agilent, Germany
- Transport Ministry, Argentina
- ABB Mannheim, Germany
- KNAPP Systems, Austria
- ISS has operated on sites in :
  - Germany, Austria
  - England
  - Argentina, Brazil

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# ISS open to talk to new partners

## Talk to us, we speak your language



Anything we can do for you?

- Participate in your s/w development on-site / off-site
- Develop s/w packages for a fixed price
- Localise your s/w for Czech market
- Maintain your s/w products in Czech Republic / Europe
- Support your business in Czech Republic / Europe
- Support your aerospace marketing in Latin America
- Team-up for common business, JV, ...

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Our major differentiator is the extensive international experience, giving us not only the linguistic but also the **inter-cultural skills** to allow us to say to our clients and partners:

**“WE SPEAK YOUR LANGUAGE”**

# TALK TO US "WE SPEAK YOUR LANGUAGE"

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