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Epicos is “Empowering the Private Sector in Kuwait”



On Wednesday, April 10th Epicos organized an event in Kuwait in order to present the results of the Industrial Capabilities Mapping and the mapped Kuwaiti Private Industry. The event was attended by the National Offset Company of Kuwait, private companies participating in the “Empower the Private Sector in Kuwait” project, Kuwaiti entrepreneurs and foreign Prime Contractors such as Raytheon (USA), MBDA (Italy) and foreign private companies such as GMV (Portugal). During the seminar, were outlined in detail the findings of the analysis performed by Epicos for each of the mapped industrial sectors as well as key areas for the potential development of partnerships. The seminar participants were also given the opportunity to learn in more detail about the concrete services provided by the project as well as network with the foreign companies that were present at the event.

In support of the Kuwait National Development Plan and in particular to strengthen the Private Sector, Epicos has developed a customized project with the following main objectives:

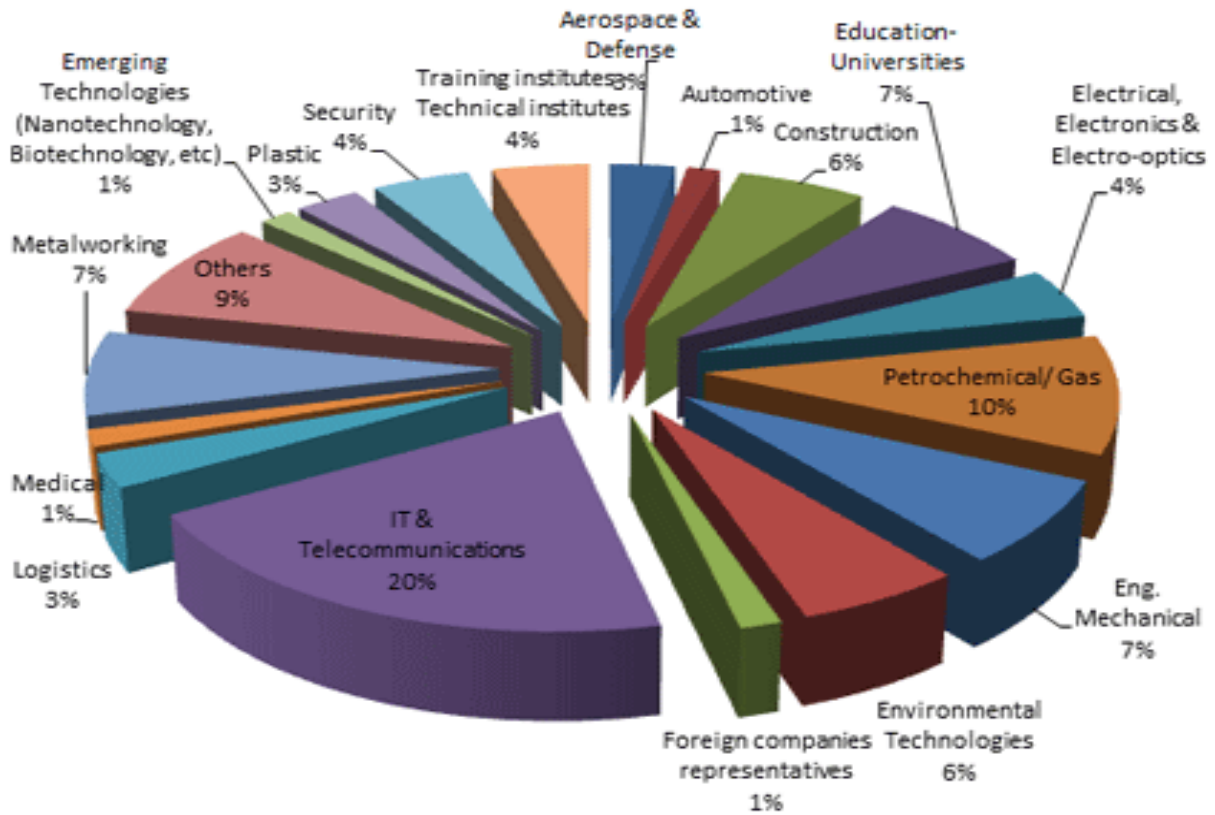
1. Perform a Mapping of Industrial Capabilities and Technologies
2. Promote these Capabilities and Technologies to the global business community
3. Support the Private Sector by providing modern tools to develop their business activities in an international context
4. Enable the development of sustainable business partnerships with foreign partners taking into account companies’ capabilities and business potential.



As part of the project, Epicos has performed a mapping of more than 200 private companies in Kuwait. The selection of the participants was done in cooperation with the National Offset Company. These companies were analysed in two levels: in depth mapping, where more than 60 companies were analysed and studied in depth and basic mapping, where a further 200 companies were analysed at a basic level. The results of the basic mapping are presented through the [Kuwait Industry & Offset Portal for Kuwait](#), designed and hosted in Epicos.com.

In the following steps of the project, Epicos will work with selected private sector Kuwaiti companies to structure and outline project proposals which will take into account the companies’ current industrial capabilities and develop business strategies focused on developing new business as well as partnerships with foreign companies.

Epicos Industrial Capabilities Mapping - "In Depth Level"



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In the pie-chart above the findings of the in-depth mapping are showcased. In the seminar a detailed discussion was performed and findings and capabilities were presented for each category specifically.

Interview with Dr. Nassim Chit Director ICT of Arabian Construction Company W.L.L.



Dr. Nassim Chit, Director ICT of Arabian Construction Company W.L.L. gave an exclusive interview to Epicos, regarding the position of the company in the international and national markets. Amongst others he stated that: The Telecom division core team has the capability to provide design, engineering, development and implementation services in several areas which include: Telecommunications Networks, Data Networks, Mobile Networks, Broadcasting Systems, Monitoring & Navigation Systems, and Telecom Infrastructures.

1. Could you please describe the current place of Arabian Construction Company in the national and international market?

ACC currently supports the local Kuwaiti market with well-established IT and Telecom products, such as Oracle, IBM and Cisco and related technologies. Our professional services team is well-known in those domains and is able to provide design, engineering, development and implementation services to support those platforms. ACC is currently evaluating several joint ventures that will be established in the Middle East region such as in Saudi and Qatar where we believe the ICT market growth is phenomenal.

2. Could you please briefly describe the main industrial domains your company is offering its services?

We offer our services and products to several industries which amongst others include: the Government (e.g. TV & Radio Broadcasting, Spectrum Monitoring, Frequency Management, Navigation &



Telemetry, Billing, ECM, ERP Logistics Support Services, etc.), the Oil and Gas Sector (e.g. Strategic Enterprise Asset Management, Maintenance & Material Management, ECM, etc.), Banking (e.g. Networking Infrastructure, ERP, EAM, ECM) and Manufacturing (e.g. ERP, EAM, ECM, and Data Centers).

3. Could you please name the main customers of Arabian Construction Company?

Some of the major ACC Customers include: Kuwait Oil Company, Kuwait National Petroleum Company, Petrochemical Industries Company, Kuwait National Guard, National Bank of Kuwait, Ministry of Information, Ministry of Communications, the Kuwait Danish Dairy, Kuwait Livestock Transport and Trading, Kuwait Flour Mills, etc.

4. Can you please describe the services/products ACC is offering for the Telecom industry?



The Telecom division core team has the capability to provide design, engineering, development and implementation services in several areas which include: Telecommunications Networks, Data Networks, Mobile Networks, Broadcasting Systems, Monitoring & Navigation Systems, and Telecom Infrastructures. Some of the Telecom products that the Telecom core team has already worked with include: Cisco Systems, Nortel Systems, Rhode &

Schwarz, ICOM, Nokia Telecoms, SmarTrunk, MassTech, ZTE, Motorola, etc. The ACC Telecom division is also supported by a well established IT division core team covering such areas as applications management, databases management, systems management as well as the development of custom-components to cater for the special needs of the Telecom industry utilizing the latest JAVA (J2EE) and Service Oriented Architecture (SOA) standards and banking on such technologies from leading software houses like IBM and Oracle.

5. Is ACC currently investing in new technologies?

ACC is always looking to be at the forefront in recommending the latest technology offerings to the local Kuwaiti market. For instance, ACC was the first in Kuwait to provide a redundant microwave network infrastructure for the National Bank of Kuwait in 2000 and this remains operational up to-date. At the same token, in the IT domain ACC was the first to implement a Logistics Support Services Project in the government which is based on a International well-established product offering from IBM (Maximo EAM - previously from MRO Software) to handle the Kuwait National Guards requirements for Logistics Support Services.

6. How do you see the IT and Telecom industry evolving in Kuwait and the Gulf region?

Telecom is a very dynamic industry, especially with the advent of wireless product offering and related services (e.g. in the mobile telephony market). With the proliferation of the mobile computer and the smart phone, a lot of our customers are choosing to make their transactions right there on their mobiles. Be it financials' management, human capital management or more on the operational side such as work management, procurement, inventory, etc... This has created a boom in the mobile applications industry as well as in relevant mobile infrastructure or platforms related to corporate security, or ease of deployment, and device management.

Interview with Mr. Amro Maken CEO of Arab Information Management Services - AIMS



Mr. Amro Maken CEO, of Arab Information Management Services - AIMS gave an exclusive interview to Epicos, regarding the position of the company in the international and national markets. Amongst others he stated that: “**AIMS** staff consists of highly qualified IT consultants, expert analysts and professional developers. This staff has a deep experience with development environments including Oracle ERP Implementation, and Content Management Implementation. In the Year 2012 we reached 1000 Employees and we had an Annual Turn-over of USD 125,000,000/”.

1. Could you please describe the current place of AIMS in the national and international market?

Arab Information Management Services (**AIMS**) was established in 1980 with the main objective of providing information technology services for the governmental and commercial sectors in Kuwait. **AIMS** is recommended for international and local companies to manage large projects from planning to development and delivery of IT solutions to meet management needs in addition to selecting the best systems and give comprehensive support. **AIMS** assists in the evaluation of Tenders and manage the project implementation.

2. Could you please briefly describe the main industrial domains your company is offering its services?

AIMS provides full range of services that include Systems Development, Systems Integration and Implementation in addition to the managerial skills necessary to perform effectively through the management and information technology projects of every size. **AIMS** staff consists of highly qualified IT consultants, expert analysts and professional developers. This staff has a deep experience with development environments including Oracle ERP Implementation and Content Management Implementation. In the Year 2012 we reached 1000 Employees and we had an Annual Turn-over of USD 125,000,000/.



3. Could you please name the main customers of AIMS?

AIMS has strong presence in the Kuwait market providing a broad scale of information technology services dedicated to many business fields such as:

1. Government
2. Legislation
3. Defense
4. Manufacturing

5. Banking
6. Oil Sector
7. Universities
8. Aviation
8. Point of Sale Projects

Our services also include:

- Feasibility studies
- RFP preparation and consultancy
- Strategic planning

4. Could you please name the countries in which AIMS has offices?

Only Kuwait

5. Can you please describe the services/products AIMS is offering for the construction industry?

The aim of penetrating the market of Information Technology by building complete automated systems with all relevant phases;

- IT Consultation
- IT Project Management
- IT Quality Assurance
- Software Development
- Systems Integrator
- IT Turnkey Solutions
- Oracle ERP Implementation
- Content Management Implementation
- Document Management
- Business Intelligence
- Hospital Management and Information System
- Web Based & Portal Solutions
- Oracle Support & Maintenance
- Backlog Services

6. Is AIMS currently investing in a new technology?

Aims is currently investigating in 3D dimensional projects and VIRTUAL SIMULATION

Epicos “Industrial Cooperation and Offset Projects”



Epicos “Industrial Cooperation and Offset Projects” provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

[For Further Information Press Here](#)

Network Documentation System for military optical fiber networks



A company specializing on high-precision optical passive devices, equipment and fiber optic network systems, in the frame of an offset program, is proposing its Advanced Network Documentation System for implementation within military optical fiber networks. This system may be of interest to Defense organizations or companies active in the development and maintenance of such networks.

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

AIS Monitoring & Control center implementation



A high technology company is proposing the cooperation with Homeland Security Agencies for the enhancement of their national coastal waters surveillance capacity through the implementation of a National AIS (Automatic Identification System) Monitoring and Control Center and its integration with existing systems related to maritime safety. The project can be implemented either through the fulfillment of an offset obligation in the country or through a direct cooperation with

the Agencies.

[For Further Information Contact our ICO Department](#)

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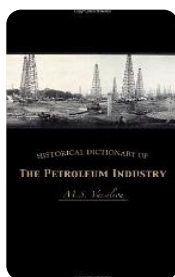


Economic Development in the Middle East, 2nd edition, by Rodney Wilson



By examining economic development in the Middle East in the aftermath of the Arab Spring, this textbook introduces the reader to the most pressing and topical economic issues in the contemporary Middle East. With comprehensive coverage of the entire region, the author examines the economic prospects for the Gulf and charts the growth of economic power in the region. Organised thematically, a full range of topics are discussed, including: the role of banks and capital markets in the region's development, the impact of demographic changes, such as the dramatic decline in birth rates and the implications for future employment, the development of economic advances in oil and gas production, the effects of the region's economic development on international and inter-regional trade. Through discussing the region's problems of the past as well as the present and future challenges, this book provides students with a compact and manageable review of the state of economic development in the Middle East.

Historical Dictionary of the Petroleum Industry (Historical Dictionaries of Professions and Industries), by M. S. Vassiliou



The world as we have known it for the past century would have been very different without petroleum. Petroleum, particularly in the form of crude oil and its refined products, has been central to all aspects of modern industrial society and has been a major strategic geopolitical objective for nations. The Historical Dictionary of the Petroleum Industry presents a concise but complete one-volume reference on the history of the petroleum industry from pre-modern times to the present day. This is done through a chronology, an introductory essay, and over 400 cross-referenced dictionary entries on companies, people, places, events, technologies, and phenomena related to the history of the world's petroleum industry. Anyone interested in the history, status, and outlook for the petroleum industry will find this book a uniquely valuable source.



Boeing Delivers First Direct Purchase 767-300ER to MIAT Mongolian Airlines

EVERETT, Wash., May 13, 2013 /PRNewswire/ -- Boeing (NYSE: BA) delivered a 767-300ER (extended range) to MIAT Mongolian Airlines today, the first-ever direct purchase delivery to the airline.

"This is a momentous step forward for MIAT Mongolian Airlines as we continue to enhance our fleet," said Jargalsaikhan Gungaa, President and CEO of MIAT Mongolian Airlines. "We are pleased with the comfort, range and payload of the new 767-300ER and we look forward to introducing it into our long-haul fleet."

Mongolia's flag carrier completed a historic order in 2011 at the U.S. State Department in Washington, D.C., marking the first time in more than two decades that the airline extended its route network by purchasing Boeing airplanes instead of leasing them.

"We congratulate MIAT Mongolian Airlines on the delivery of their first direct purchase 767-300ER," said Ihssane Mounir, senior vice president of Sales for Northeast Asia, Boeing Commercial Airplanes. "With the new passenger-pleasing cabin interior and low operating costs, Boeing is confident that the 767-300ER will play an important role as MIAT Mongolian Airlines continues expanding into new markets."

The Boeing 767 family is a complete family of quiet, fuel-efficient airplanes that provide maximum market versatility in the 200- to 300-seat market. Boeing has delivered more than 1,000 767s that are flown by more than 120 operators worldwide.

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Source: Boeing, Epicos

Bulgaria launches new attempt to privatise defence group VMZ

Bulgaria launched on Tuesday a second attempt to privatise the defence group VMZ Sopot after cancelling the first procedure for lack of investor interest, the privatisation agency said.

Bidders were invited to file binding offers for all 118,000,000 shares in VMZ within the next six months, the agency said in a statement.

These could be strategic investors with experience in the defence production field or consortiums of such investors and smaller companies, it added.

Bulgaria cancelled in January its first attempt to sell VMZ -- its biggest defence firm and the last that is still state-owned -- after just one bidder filed an offer but failed to pay a required deposit.

The latest attempt was said by experts to be the last chance to save the heavily indebted company from insolvency.

Although far from its communist-era glory, VMZ still produces a broad range of missiles and artillery ammunition.

Its 3,000 workers staged several strikes this winter to press their demands for unpaid salaries, social security and healthcare payments.

Lack of strategic investors in previous defence company tenders has led other state-owned firms to morph into joint-stock companies, owned primarily by their managers and staff.

Bulgaria's defence industry exports stood at 300 million euros (\$400 million) in 2011, according to latest data by the economy ministry.

Source: 2013 AFP, Agence France-Presse (AFP)

EADS posts profit leap as Airbus orders soar

European aerospace giant EADS said Tuesday its first quarter profits soared 91 percent from a year ago to 241 million euros (\$316 million) amid solid demand for its commercial aircraft.

Orders for the first three months rose to 49.9 billion euros compared to 12 billion during the same period last year, said the parent company of Airbus.

Orders for Airbus' commercial aircraft showed the highest jump, leaping 496 percent.

Sales for the first three months of the year were up 9 percent at 12.4 billion euros, the group added.

Source: 2013 AFP, Agence France-Presse (AFP)

Boeing resumes 787 deliveries, starts with ANA

Boeing said Tuesday it has resumed deliveries of its 787 Dreamliner aircraft, suspended since January after the airplane was grounded globally because of overheated battery problems.

"Boeing has resumed 787 deliveries with an airplane delivered today in Everett to ANA," the US aerospace giant company said in a statement, referring to Japan's All Nippon Airways and Boeing's factory in Washington state.

"Despite the disruption in deliveries over the past several months, we still expect to deliver all the 787s we originally planned to by the end of the year," Randy Tinseth, Boeing vice president of marketing for Boeing Commercial Airplanes, said in a Boeing blog.

"We once again thank our customers for their patience and confidence as we begin delivering on our commitments."

All 50 of the Boeing 787s in service were grounded in mid-January after a battery fire on a Japan Airlines plane parked at Boston airport and battery smoke on an ANA plane forced an emergency landing in Japan.

On April 25, the US Federal Aviation Administration approved Boeing's 787 battery fix that cleared the way for the aircraft to fly again. Ethiopian Airlines was the first airline to restore 787 service, two days later.

ANA, the first and biggest 787 customer with 17 of the high-tech planes in its fleet, said last week it would resume flights with the battery-modified 787s on June 1.

On Monday, United Airlines, the only US airline flying the Boeing 787, said it would restart domestic Dreamliner flights beginning May 20 on routes from Houston, Texas, to other domestic hubs.

United also announced the June 10 launch of its Denver-Tokyo service using the aircraft.

Despite the global grounding, Boeing had continued to build 787s at a rate of five airplanes per month.

The company said it was on track for a planned 10-a-month production rate by year-end, using its plants in Everett and in South Carolina.

Shares in Boeing, which earlier in the day announced an order from Turkish Airlines for 70 single-aisle 737s, were up 1.2 percent at \$95.90 in late-afternoon New York trade.

Source: 2013 AFP, Agence France-Presse (AFP)

Saab acquires TIKAB

Defence and security company Saab acquires TIKAB, a Swedish technical information provider. The acquisition expands Saab's service portfolio and means Saab can offer a more complete range of technical services, further strengthening the company's competitiveness as a provider of support solutions.

Saab's business area Support and Services has signed an agreement to acquire TIKAB - a company that produces and supplies technical documentation for the civilian and military market. The Support and Services business area has a strong position in the global market for integrated support solutions. Solutions include technical publications and interactive training tools and the acquisition of TIKAB further strengthens Saab's position in the market.

“With this acquisition, we can offer new and existing customers a wider portfolio of services and a complete range of integrated support solutions. There are clear synergies between TIKAB and Saab's operations in which we can utilise each other's expertise to strengthen the competitiveness of our offering to achieve growth,” says Lars-Erik Wige, Senior Vice President and Head of business area Support and Services.

“By becoming a part of Saab we foresee good opportunities to leverage Saab's broad market channels and businesses to grow our business,” says Börje Olsson, Chairman of TIKAB.

The acquisition is expected to have no material effect on Saab's consolidated statements in 2013.

About Saab

Saab serves the global market with world-leading products, services and solutions ranging from military defence to civil security. Saab has operations and employees on all continents and constantly develops, adopts and improves new technology to meet customers' changing needs.

About TIKAB

TIKAB produces and supplies complete technical documentation to the civil and military market i.e. operating manuals, training tools, workshop manuals and illustrated catalogues. The company founded in 1988 has 67 employees with headquarters in Krokomb and other operations in Sundsvall, Södertälje, Kristianstad, Lund, Sollefteå and Örnsköldsvik.

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