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**Volume 6 Number 35** – Wednesday, 27 August 2014

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## Introduction to the Republic of Colombia's IT, Computing and Software Industry



The Colombian IT industry in general has enjoyed rapid growth in recent years on the back of new technologies and added-value services. Despite the economic downturn suffered in 2009, which affected developed economies and emerging markets such as Colombia, the IT sector has not suffered as much as other sectors of the economy.

While GDP growth for the Colombian economy declined from 3.5% in 2008 to 1.7% in 2009, the IT sector, maintained a healthy growth rate of 7.5% in 2009 (according to a report by Fedesoft). This resulted in the growth of the Software industry in Colombia by 131%, and in the hardware industry by 42%, in the last years. Additionally, Colombia is the third country in Latin America in terms of sales of IT, reaching in 2010, some USD 4,25 billion and some USD 6,12 Billion in 2011.

Further, the Colombian market is growing at twice the speed of the rest of Latin America, while the Software industry in Colombia has grown by 230% and the hardware industry more than 190% over the last 5 years.

Finally, Colombia is demonstrating its commitment to a sustainable development of the related industry since along with Brazil, the country has the lowest software piracy rates in the region, at 53% in 2011.

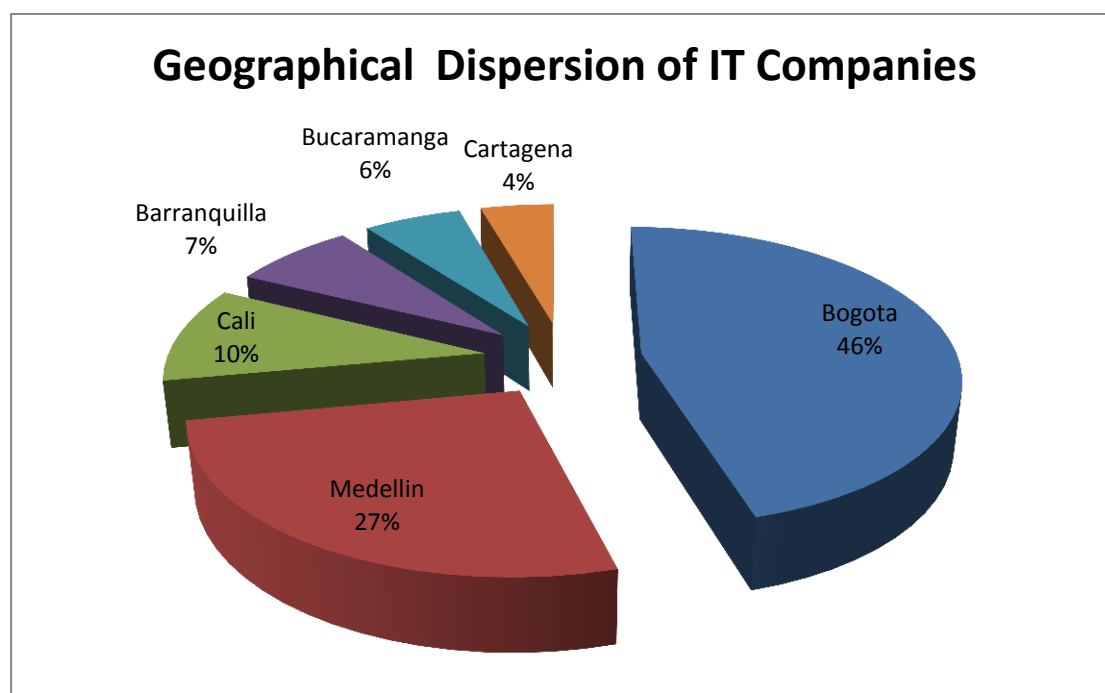
According to "Invest in Colombia"<sup>1</sup>, the main investment opportunities in the country in the domain of IT, are the following:

- Latin-American Centre for scalable operations of technical support and IT call centres (regional support of sales, service to the corporate client).
- Opportunities for the development and the integration of IT services and applications.
- Opportunities for mergers and acquisitions of software companies.
- Opportunities for Data Centres.
- Opportunities for provision of telecommunications services in a growing market and for strengthening the infrastructure of telecommunications.

During the process of analysing the country's industrial capabilities in the aerospace, defence and high technology sectors, EPICOS has identified 68 companies active in the domain of IT, Computing and Software. Most of these companies (31) are located in Bogota. The remaining companies, are located in Medellin (18), in Cali (7), in Barranquilla (5), in Bucaramanga (4) and in Cartagena (3).

<sup>1</sup> <http://www.investincolombia.com.co/>

Figure 1: Geographical Dispersion of IT Companies



Below a list of the Colombian companies Epicos identified during the mapping process of the country as providing services and/or products to the domain of IT, Computing and Software is provided:

1. ADEP & CIA LTDA (AUTOMATIZACION DE PROCESOS)
2. ADFEEL DIGITAL EXPERIENCE
3. ADVANCED SCIENCE TECHNOLOGIES LTDA
4. AEROADVANCED LTDA
5. ALIADDOS - STRATEGIC ALLIES S.A.S.
6. ANDCOM LTDA.
7. ASESOFTWARE S.A.S.
8. ASIC S.A.
9. ASSENDA S.A.
10. ASSERTECH LTDA
11. AXEDE S.A.
12. AXESNET S.A.S.
13. CANTTEL LTDA.
14. CENTRO DE ELECTRONICA Y TECNOLOGIA INTEGRADA (CETI)
15. COLVISTA S.A.S. (GRUPO EMPRESARIAL COLVISTA)
16. CORPORACIÓN DE ALTA TECNOLOGÍA
17. CV COMUNICACIONES LTDA
18. E-GLOBAL S.A.
19. EIG (ESPECIALITAS EN INFORMACIÓN GEOGRÁFICA) S.A.S.
20. EPM TELECOMUNICACIONES
21. E-TUNING LATINOAMERICA
22. FALCON AEROSPACE SYSTEMS S.A.S.
23. FUNDACION ISOTRONICA
24. GEDIM (TECNOLOGÍA & AUTOMATIZACIÓN) LTDA.
25. GEOTECH S.A.
26. GLOBALTEK SECURITY
27. GREEN HORIZON LTDA
28. GRUPO CONDOR SA
29. GRUPO CUBO LTDA
30. IFORWARE S.A.S.
31. IMECTECH SOLUTIONS LTDA
32. INGENIERIA DE REDES Y SISTEMAS S.A.S. - INTERLAN
33. INKCO LTDA
34. INSMEDCONT
35. INTECOL S.A.
36. KIRVIT LTDA.
37. MULTIMEDIA SERVICE LTDA.

- |                                     |                                       |
|-------------------------------------|---------------------------------------|
| 38. MVM INGENIERIA DE SOFTWARE S.A. | 55. SEQUOIA SPACE                     |
| 39. NARITAS LTDA.                   | 56. SINCRON DISEÑO ELECTRONICO S.A.S. |
| 40. NEDIAR S.A.S.                   | 57. SISTEMAS INTEGRALES DE            |
| 41. NEGOTEC - NEGOCIOS Y TECNOLOGIA | INFORMÁTICA S.A. (SISA)               |
| LTDA                                | 58. SISTEMAS TGR S.A.S.               |
| 42. NET LOGISTIK                    | 59. SOFT SECURITY LTDA.               |
| 43. NEWSOFT S.A.                    | 60. SOLUCIONES MECATRONICAS           |
| 44. NUMERICA LTDA                   | BERACA                                |
| 45. OPEN SOFT CONSULTING SAS        | 61. SSI SOLUCIONES Y SUMINISTROS      |
| 46. PARADIGMA SOLUTIONS S.A.S.      | PARA INGENIERIA                       |
| 47. PENSEMOS S.A.                   | 62. STAR INTELIGENCIA Y TECNOLOGIA    |
| 48. POWERTEK                        | S.A.                                  |
| 49. PRAGMA S.A.                     | 63. STRATOS GROUP S.A.                |
| 50. PROCALCULO PROSIS S.A.          | 64. SYSNET                            |
| 51. PROCIBERNETICA S.A.             | 65. TECH DESK LTDA.                   |
| 52. ROBOTEK LIMITADA                | 66. TECNOLOGIA CYT ASESORES LTDA      |
| 53. SECURITY & CONSULTING LTDA      | 67. TM SOLUTIONS S.A.S.               |
| 54. SEICO TECHNOLOGY LTDA           | 68. TRIDI S.A.S.                      |

The Colombian industry has demonstrated the existence of substantial capabilities in the industrial domain of IT, Computing and Software. It is indicative that in 2012, the mobile application OB Wheel Suite Pro, a medical mobile application for OB Doctors developed by ADFEEL DIGITAL EXPERIENCE was selected in Germany as one of the 9 best healthcare mobile applications worldwide.

Additionally, Colombian IT companies have formed strategic alliances with international entities. In this direction SEICO TECHNOLOGY LTDA. has been accepted by the Business Incubation Program of the University of Central Florida - UCFBIP and will start operations on July 15 in Winter Springs, Florida.

The majority of Colombian IT companies invest in R&D with the aim of creating new and innovative products/applications and services. One such example is ADFEEL DIGITAL EXPERIENCE which is currently performing some concerted research and development in security and encryption applications.

Finally, it is worth mentioning that several IT companies from Colombia have exported their products/services to foreign countries. One such company is ASES SOFTWARE, which has exported services to countries such as Argentina, Ecuador, United States and Spain.

In following, four (4) interviews from a selection of Colombian IT, Computing and Software companies can be found. These interviews offer insight to only a small sample of the wide ranging capabilities of the Colombian companies, active in the IT, Computing and Software domain.

## Interview with Andres Osorio Plata, Chief Technology Officer (CTO) of the Company ADFEEL DIGITAL EXPERIENCE



Mr. Andres Osorio Plata, Chief Technology Officer (CTO) of the Company ADFEEL DIGITAL EXPERIENCE gave an exclusive interview to Epicos, regarding the position of the company in the

international and national markets. Among others he stated that: "We are doing some heavy research and development in security and encryption, we currently support AES-256 and blowfish 448 bits encryption and we constantly test and review state-of-the-art encryption techniques to ensure that client information always remains secure and protected".

### 1. Could you please describe the current position of ADFEEL DIGITAL EXPERIENCE in the national and international markets?

ADFEEL is a 9-year-old proactive technology company with presence in the United States and Latin America that develops software, mobile and web applications, and motion-sensor games. Our commitment to quality and expertise in leading technologies such as iOS (iPhone), Android, HTML5, CSS3 responsive, PHP, JAVA, and .NET allow us to best serve and advise our partners, and provide their clients cost-effective and innovative solutions. ADFEEL has worked with numerous international digital agencies for clients like Coca-Cola, Caesar's, Oreo, Kodak and Arby's, developing mobile apps and websites that have been launched at prestigious events worldwide. We are also partners of Google, IBM, Intel, Oracle and AT&T. Our work has been internationally recognized in countries like United States and Germany.

You can find more related information on our website: <http://www.adfeelonline.com>



### 2. Could you please briefly describe the history of the company?

ADFEEL was founded in 2004, when we started developing custom software solutions. In 2009 we expanded our operations in the US and started growing by adding new clients to

our clientele and new projects to our portfolio. In 2012, our mobile application OB Wheel Suite Pro, a medical mobile application for OB Doctors was selected in Germany as one of the 9 best healthcare mobile applications worldwide. Currently we are partners with the most important companies in the tech world, allowing us to implement accurate solutions, both in terms of hardware and software.

### 3. Could you please name the main customers of AD FEEL DIGITAL EXPERIENCE?

Our main clients include: AT&T, Walmart, Caesars, Danone, Bristol-Myers Squibb, Tecnoquimicas, Coca-Cola, Oreo and Lions Club, to name a few.

### 4. Could you please describe the main services and products the company provides?

We can separate our services in 2 main groups:

#### – Software Development

We can develop custom software solutions based on a broad range of technologies, which include:

- Mobile Applications: iOS (iPhone), Android, Windows Phone, both native and hybrid.
- Web Applications: Java, PHP, .NET, public and private cloud.
- Interactive Games: motion-sensor games, augmented reality and simulators.

All of our solutions are strongly focused on providing maximum security and great UX (User experience).





Some of the areas we have developed solutions for are: Sales Force Management, Marketing, public-facing websites, intranets, inventory and training.

– **Consulting**

We are also partners with big players in the tech “ecosystem”, like Google, IBM, Intel, Oracle and AT&T, which allows us to analyse and recommend the hardware and software solutions that best suit our clients’ needs. Since every project has its own ‘unique’ characteristics, we want to present our customers the ‘big picture’ and let them decide which technologies best match their requirements.

**5. Is the company currently investing in a new technology?**

We are doing some heavy research and development in security and encryption; we currently support AES-256 and blowfish 448 bits encryption and we constantly test and review state-of-the-art encryption techniques to ensure that client information always remains secure and protected.

We are also implementing google technologies like AngularJS, Google Cloud Services and Big data solutions like mongoDB and Apache Hadoop.

**6. What are the next steps and priorities of ADFEEL DIGITAL EXPERIENCE?**

We are planning to implement big data solutions and scale our clients' private cloud computing applications to support the modern demand for information volume. Also we are going to develop real-time dashboards and graphical reports that allow our customers and potential clients to read data in a more friendly way and make it easier for them to make informed decisions faster.

**7. Is there a specific country or region ADFEEL DIGITAL EXPERIENCE is planning to expand to in the near future?**

We want to further establish our presence in the US and Latin America, and we want to reach new markets in Europe and Asia.

For further information, visit the company's website at: <http://www.adfeelonline.com>

Or contact:

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*Interview with Mauricio Orjuela Perez, General Manager of the Company SEICO TECHNOLOGY LTDA.*



Mr. Mauricio Orjuela Perez, General Manager of the COMPANY SEICO TECHNOLOGY LTDA., gave an exclusive interview to Epicos, regarding the position of the company in the international and national markets.

Among others he stated that: "In addition to the development of technology applications and in order to achieve substantial financial growth, it is necessary that marketing processes are executed from a strategic location that provides more than sufficient market opportunities and financial pay-off to the company, as well as confidence to potential buyers. Based on this, SEICO Technology Ltda. decided to start operations in the U.S., more precisely in the city of Orlando, Florida, a geographical location that can provide a strategic and commercial advantage to the company's position worldwide".

**1. Could you please describe the current position of SEICO TECHNOLOGY LTDA. in the national and international markets?**

SEICO TECHNOLOGY is a software development company, founded in Colombia in September 2004, specialized in the development, marketing and implementation of software for maintenance, inventory and aviation operations control.

The company has managed to further expand its clientele with sales mainly in the regional market and more specifically in countries such as Venezuela and the Dominican Republic.

At a national level, SEICO TECHNOLOGY is a pioneer in the development and marketing of software for the aviation industry.

**2. Could you please briefly describe the history of the company?**

SEICO TECHNOLOGY was created by a group of engineers and former airworthiness inspectors for Civil Aeronautics, which had connections with the aviation industry in Colombia. These people identified a number of shortcomings that could be met by developing innovative technology

solutions. It was in 1995 that the development of the "ICARUS PLUS" system took place with a number of updates following after that. In 2007, the system was recognized by the Administrative Department for Science, Technology and Innovation (COLCIENCIAS), as an innovative and high technology product.





### 3. Could you please name the main customers of SEICO TECHNOLOGY LTDA?

Some of the main clients of the company are:

- VERTICAL DE AVIACIÓN (Colombia).
- HORIZONTAL DE AVIACIÓN (Colombia).
- SICHER HELICOPTERS (Colombia).
- VIVA COLOMBIA.
- FAD (Dominican Air Force).
- COMANDO DE APOYO AÉREO DE LA GUARDIA NACIONAL DE VENEZUELA (AIR SUPPORT COMMAND OF THE NATIONAL GUARD OF VENEZUELA).
- AEROFUMIGACIONES CALIMA (Colombia).
- HELICENTRO (Colombia).
- AERCARIBE (Colombia).
- AEROSUCRE (Colombia).
- LINEAS ÁEREAS SURAMERICANAS - LAS (Colombia).
- SADELCA (Colombia).
- MANTENIMIENTO AÉREO DEL VALLE (Colombia).

### 4. Could you please describe the main services and products the company provides?

- ICARUS PLUS: Specialised software for the management and control of maintenance, inventory and aircraft operations.
- AIRBALANCE: Specialised software for the freight management, aircraft dispatch (Weight and Balance) and tankering.

#### *SOFTWARE ESPECIALIZADO E INGENIERIA DE CONTROL LTDA.*



- ICARUS SMS (Safety Management System): An operational safety system for compliance with ICAO standards for operating companies, repairing stations and airfields.
- CMMS: Maintenance control software for industrial plants, buildings, hospitals and facilities in general.

### 5. Is the company currently investing in a new technology?

The applications the company has so far created, were developed in a client-server architecture and can be remotely accessed over the Internet. Currently, the company has moved forward with the development of applications in .NET programming language,

allowing applications to be viewed in browsers, SaaS (Software as a Service) format and mobile devices. The maintenance control software, apart from the aviation sector, will be adapted to different sectors enabling the company to expand its clientele to different parts of the world.

#### **6. What are the next steps and priorities of SEICO TECHNOLOGY LTDA?**

In addition to the development of technology applications and in order to achieve substantial financial growth, it is necessary that marketing processes are executed from a strategic location that provides more than sufficient market opportunities and financial pay-off to the company, as well as confidence to potential buyers. Based on this, SEICO TECHNOLOGY LTDA. decided to start operations in the US, more precisely in the city of Orlando, Florida, a geographical location that can provide a strategic and commercial advantage as far as the company's position worldwide.

SEICO TECHNOLOGY LTDA. has been accepted by the Business Incubation Program of the University of Central Florida - UCFBIP and will start operations on July 15 in Winter Springs, Florida. It is from their headquarters in Florida that the company will be coordinating the development and marketing of technology applications internationally.

#### **7. Is there a specific country or region SEICO TECHNOLOGY LTDA. is planning to expand to in the near future?**

- 2014 – 2015: Latin America
- 2015 – 2016: United States and Canada
- By 2017 we hope to have a worldwide presence.

For further information, visit the company's profile at:

<http://www.epicos.com/EPCompanyProfileWeb/GeneralInformation.aspx?id=530>

Or contact:

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*Interview with Mr. Juan Carlos Vargas, Marketing Manager of the Company MVM INGENIERIA DE SOFTWARE S.A.*



Mr. Juan Carlos Vargas, Marketing Manager of the company MVM INGENIERIA DE SOFTWARE S.A., gave an exclusive interview to Epicos, regarding the position of the company in the international and

national markets. Among others he stated that: "Since the founding of our company in 1996, we have worked with companies from different industrial sectors, in Colombia and other countries. From the beginning we had a firm presence in the energy and telecommunications sectors. This allowed us to position ourselves in a leading position in the marketplace, due to the experience we gained by working with world-class companies, as our customers".

1. Could you please describe the current position of MVM INGENIERIA DE SOFTWARE S.A. in the national and international markets?

Our main market is Colombia. Nevertheless, we have also established a firm presence in the Dominican Republic.

2. Could you please briefly describe the history of the company?

Since the founding of our company in 1996, we have worked with companies from different industrial sectors, in Colombia and other countries. From the beginning we had a firm presence in the energy and telecommunications sectors. This allowed us to position ourselves in a leading position in the marketplace due to the experience we gained by working with world-class companies, as our customers. MVM has created and managed multiple mission-critical applications, essential for our customers' operational success. We adapt the best practices of the industry, which allows us to offer a world class service and integrate our processes with those of our customers. We actively manage the relationships with our technology partners to improve the services MVM provides. MVM is one of the few Level 5 CMMI companies around the world.



3. Could you please name the main customers of MVM INGENIERIA DE SOFTWARE S.A.?

Interconexión Eléctrica S.A. E.S.P., Empresas Públicas de Medellín, ISAGEN, XM Compañía de Expertos en Mercados, Central Hidroeléctrica de Caldas, UNE EPM Telecomunicaciones,

Organismo Coordinador del Sistema Eléctrico Nacional Interconectado de la República Dominicana – OC SENI.

4. Could you please describe the main services and products the company provides?

We have two main business lines, with three services each, as per below:

- a. Software Engineering
  - a. Software Development
  - b. Application Management
  - c. Software Development Consulting
- b. Business Analytics
  - a. Analytical Solutions
  - b. Analytical Platforms Management
  - c. Business Analytics Consulting

5. Is the company currently investing in a new technology?

We understand that technology is people, processes and tools. We are currently investing in the development of technology for the reduction of non-technical related losses, in the power sector.

6. What are the next steps and priorities of MVM INGENIERIA DE SOFTWARE S.A.?

MVM is looking to offer high value services for its clients. We are currently planning to enter new countries. We continue improving our skills in the electrical and telecommunication sectors. Finally, we are strongly working on Business Analytics, mainly for the industrial sectors we specialise in.



7. Is there a specific country or region MVM INGENIERIA DE SOFTWARE S.A. is planning to expand to in the near future?

Yes, we are still working in order to expand our presence in the Dominican Republic. Further, we have a strong interest to 'enter' countries such as Peru, Panama, Brazil and certain countries in Central America.

For further information, visit the company's website at: <http://www.mvm.com.co/index.php>

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*Interview with Mr. Daniel Diaz Jiménez, Marketing Coordinator of the Company ASES SOFTWARE S.A.S.*



Mr. Daniel Diaz Jiménez, Marketing Coordinator of the Company ASES SOFTWARE S.A.S., gave an exclusive interview to Epicos, regarding the position of the company in the international and national markets. Among others he stated that:

"Currently, ASES SOFTWARE is one of the largest Colombian companies within the software development domain. The company is focused on the Colombian market, mainly in the banking and insurance sectors, but has carried-out some projects in other countries in South America, United States and Europe. Last year it achieved revenues of almost 10 million dollars, with a staff of 270 employees".

1. Could you please describe the current position of ASES SOFTWARE S.A.S. in the national and international markets?

Currently, ASES SOFTWARE is one of the largest Colombian companies within the software development domain. The company is focused on the Colombian market, mainly in the banking and insurance sectors, but has carried-out some projects in other countries in South America, United States and Europe. Last year it achieved revenues of almost 10 million dollars, with a staff of 270 employees.

2. Could you please briefly describe the history of the company?

ASES SOFTWARE was founded in 1991, to provide specialized training in several IT platforms. In 1994 it obtained the Oracle Partner certification, and in 2003 the company received its ISO 9001 certification.

Since 2005, the company is focused on improving the quality of its services, and thus it started to work under the CMMi methodology. In 2006, the company obtained the CMMi 3 certification, and in 2010 the CMMi 5, the highest level under this methodology. Currently the company provides high quality services for business processes re-engineering, data base administration, software development, SOA integration, training and cloud computing, for companies with critical applications, allowing them to focus on their core business.





### 3. Could you please name the main customers of ASES SOFTWARE S.A.S.?

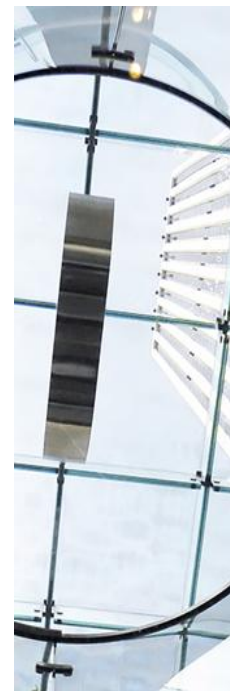
Some of the most prominent customers of ASES SOFTWARE are:

- Banco de la República: Central Bank of Colombia.
- Davivienda: One of the largest private banks in Colombia.
- Banco Agrario: One of the largest public banks in Colombia, which provides banking services for the agriculture sector.
- Seguros Bolívar: One of the largest insurance companies within the country.

### 4. Could you please describe the main services and products the company provides?

The main services that ASES SOFTWARE provides, are:

- Software development: Analysis, design, optimisation and implementation of high quality technology solutions, developed according to the specific needs of the clients, backed by the CMMi 5 maturity modes and ISO 9001 certification that guarantee the effective implementation of best practices for all processes. ASES SOFTWARE also has experience and provides services under cloud computing platforms.
- Data base and infrastructure: Support and consulting services focused on all database administration issues that include refinement, problem solving, migration, patch application and updates, high availability configuration, business continuity and architecture revisions.
- Specialized IT training: ASES SOFTWARE has established a set of courses on software engineering topics that enable participants and their respective companies to improve their skills in different critical activities of a software development process. The company also offers seminars that are presented by professors from Carnegie Mellon University, considered one of the most important worldwide on such items.



### 5. Is the company currently investing in a new technology?

One of the main objectives of ASES SOFTWARE is to become a knowledge 'generator' and 'deliverer' within the Colombian industry, so it is always researching new technologies in the domains of cloud computing, big data sets management, etc, among others. The company is well positioned within the Colombian market, mainly due to its innovative character, as it was one of the first companies that developed a solution based on cloud computing platforms.

### 6. What are the next steps and priorities of ASES SOFTWARE S.A.S.?

The focus of ASES SOFTWARE is to continue providing tailor made IT services, according to the specific needs of its clients, enabling companies to focus on their core business. The



company expects to expand its 'footprint' in the Colombian financial and insurance markets, where it already has a strong experience.

7. Is there a specific country or region ASES SOFTWARE S.A.S. is planning to expand to in the near future?

ASES SOFTWARE has provided its services to companies located in various countries, such as Argentina, Ecuador, United States, Spain and others, but currently is mainly focused on the Colombian market, and in the medium term plans to expand its operations to the neighbouring countries of Latin America, like Panama, Peru and Costa Rica.

For further information, visit the company's website: <http://www.asesoftware.com/>

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Apart from the section focused on IT, Computing and Software Industry, EPICOS' newsletter also provides a section with top international news supplied by worldwide acknowledged news' providers. Through this section EPICOS announces the latest industrial developments for a large variety of high technology industries in the form of articles, videos, press-releases, electronic newspapers, etc.

#### **Germany 'approves Algeria tank factory' contract**

German Economy Minister Sigmar Gabriel has given the go-ahead for defence technology company Rheinmetall to build an armoured vehicle factory in Algeria, the weekly Der Spiegel reported on Sunday.

The 28-million-euro (\$37-million) contract covers an assembly line for Fuchs armoured personnel carriers and their parts, the magazine said, quoting the economy ministry.

The plant is to be built around 400 kilometres (250 miles) east of Algier, the report stated.

The contract dates back to a visit to Algeria by Chancellor Angela Merkel in 2008 and had already been largely approved by her previous administration, it added.

Gabriel recently blocked a contract for Rheinmetall to provide a fully-equipped training camp to Russia because of the crisis in Ukraine.

**Source:** 2014 AFP, Agence France-Presse (AFP)

#### **Facts on UAE armed forces**

The UAE armed forces, which US officials say launched air strikes against Islamists in Libya, has 51,000 members, including 4,500 in the air force, the International Institute for Strategic Studies says.

The army has 44,000 personnel and the navy 2,500, the IISS says in its publication The Military Balance 2014.

They became an integrated military force in 1976, five years after the United Arab Emirates federation was created.

Although relatively few in number, the UAE's armed forces "maintain an extensive array of high quality equipment", the IISS notes.

Like many oil-rich neighbours, the Emirates have spent heavily on advanced weaponry, in particular on air defence with US-made Patriot missiles and a Terminal High Altitude Area Defence (THAAD) command and control system.

The IISS credits the air force with 201 "combat capable aircraft", including 138 jets, essentially versions of the US F16 and French Mirage 2000.

The air force has "seen significant investment, with discussions over a potential order of 25 more F16 Block 60s beginning in 2013, and a separate competition to replace the UAE's current Mirage 2000 fleet", it adds.

France has maintained close ties in the defence sector and hopes the UAE will agree to buy the latest-generation of Rafale jets.

In June, the country imposed obligatory military service for the first time for men between the age of 18 and 30, while maintaining it as an option for women.

Foreigners currently account for more than 80 percent of the UAE population, which the CIA Factbook puts at 5.6 million.

In 2011, UAE pilots flew sorties as part of an international coalition in Libya that led to the fall of Moamer Kadhafi's regime.

Abu Dhabi contributed six F16s and six Mirages to that effort.

**Source:** 2014 AFP, Agence France-Presse (AFP)

### **Australia follows EU, US in allowing mobile devices in-flight**

Passengers on Qantas and Virgin Australia from Tuesday were allowed to use mobile electronic devices in-flight with limited restrictions after a relaxation of the rules by the country's aviation authority.

The Civil Aviation Safety Authority (CASA) move, which followed similar decisions by the US and European Union last year, allows passengers to have their devices on "flight mode" during taxiing, take-off and landing.

This disables cellular service, so passengers will still not be able to make calls or send texts.

"The results of (work done in the United States and Europe) were released late last year and earlier this year and it basically concluded that modern aircraft are not at risk of interference

from modern mobile phones, tablets, e-readers and so forth," CASA spokesman Peter Gibson said.

"Once you have assessed that there are no safety issues, there's no reason to put people through that inconvenience... of having to turn their devices off and turn it back on again."

Previous regulations banned the use of electronics during taxiing, take-off and landing due to fears they could interfere with an airplane's navigation equipment.

The changes took effect for Qantas' and Virgin Australia's domestic and international flights.

Qantas said it had "conducted rigorous testing to assess the impacts of electronic devices on the safe operation of aircraft".

"We are confident that these devices are safe to be turned on, but in flight mode, for the duration of each flight," it said

Virgin welcomed the decision, noting that a "significant proportion" of its customers travel with at least one smartphone or tablet.

Other Australian-based airlines, Jetstar and Tigerair, have not yet applied to operate under the new guidelines, Gibson said.

He added that he "would be surprised" if more airlines were not permitted to use mobile devices in all phases of flight in the future.

"Certainly we can say all the next-generation aircraft -- the ones made in the last 10 or 15 years -- won't have a problem," said Gibson, adding that it was only older aircraft where interference concerns remained.

**Source:** 2014 AFP, Agence France-Presse (AFP)

### **Boeing, BOC Aviation Announce Order for 82 Airplanes**

Boeing (NYSE: BA) announced today an order by BOC Aviation for 50 737 MAX 8s, 30 Next-Generation 737-800s and two 777-300ERs (Extended Range). The order, valued at \$8.8 billion at list prices, is the largest in BOC Aviation's 20-year history and part of the Singapore-based leasing company's effort to grow its portfolio of fuel-efficient airplanes.

"Following the successful placement of the 50 Next Generation 737 aircraft that we ordered in 2006, this is a continuation of our commitment to be responsive to airline customers which are expanding or replacing older fleets," said Robert Martin, managing director and

chief executive officer, BOC Aviation. "The 737 is known for its operational and fuel efficiency, and BOC Aviation expects healthy demand for the Next Generation 737 and 737 MAX variants in the next seven years." The order adds to BOC Aviation's fleet, which is among the youngest in the leasing industry with an average of less than four years.

"BOC Aviation has established a proven track record in the airplane leasing industry," said Dinesh Keskar, senior vice president Asia Pacific and India Sales, Boeing Commercial Airplanes. "They have played an important role in the success of the Next-Generation 737 and the 777-300ER in the leasing market by helping place the airplanes with airlines worldwide. We're excited about our continued relationship with BOC Aviation and look forward to working with them on the new 737 MAX."

The Next-Generation 737-800 is the best-selling version of the highly successful Next-Generation 737 family, because of its ability to deliver outstanding, dependable operational and financial performance across the widest wide range of missions. The 737 MAX incorporates the latest-technology CFM International LEAP-1B engines to deliver the highest efficiency, reliability and passenger comfort in the single-aisle market.

The 777-300ER extends the 777 family's span of capabilities, bringing twin-engine efficiency and reliability to the long-range market. The airplane can fly up to 7,825 nautical miles (14,490 kilometers) and is equipped with GE90-115BL engines, the world's most powerful commercial jet engine.

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**Source:** Epicos, Boeing

**India says no to new deals with Finmeccanica**

India will not sign any new contracts with Italian aerospace giant Finmeccanica but will honour existing ones, a defence ministry source said Tuesday, after a chopper deal was scrapped over a bribery scandal.

India cancelled a 556-million-euro (\$753-million) deal in January to buy 12 luxury helicopters from AgustaWestland, which is owned by Finmeccanica, after Italian investigators began looking into accusations that the company paid bribes to win the contract in 2010.

"The contracts that are already underway will not be stopped but fresh contracts will not be allowed till further orders," a defence ministry source told AFP on condition of anonymity.

"Any firm under the Finmeccanica group of companies won't be given tender papers for bidding," he added.

The chopper scandal is one of the several corruption allegations that have either stalled or delayed India's defence procurement.

Italian prosecutors suspect kickbacks worth around 10 percent of the deal -- \$67.6 million (50 million euros) -- were paid to Indian officials to swing the deal in favour of AgustaWestland, according to Italian media reports.

India's defence ministry also came under scrutiny after detectives raided the home of former air force chief S.P. Tyagi as part of the probe into the allegations of bribery.

Finmeccanica, which has denied any wrongdoing, could not be reached for comment.

India, the world's largest arms importer, recently proposed increasing the limit on foreign direct investment in defence industries to 49 percent from 26 percent.

India is in the midst of a \$100-billion defence upgrade programme.

**Source:** 2014 AFP, Agence France-Presse (AFP)