



January – March 2005

IBA Rated Among World's Top Offshore 100

NeoIT, a leading offshore advisory and management firm, and CMP's Managing Offshore, the monthly newsletter for global-sourcing managers, conducted the first annual 'Offshore 100' joint research to assess BPO (business process outsourcing) and ITO (information technology outsourcing) service providers from around the world. The 'Offshore 100' project was initiated in September 2004 to assess service providers from 13 different countries in the four primary areas: service provider company information, client data, operational capabilities, and human resource policies. At the same time, the project's goal was to create the first-ever forum to recognize the leading and emerging offshore suppliers. IBA was rated as number two in the category TOP 5 TO WATCH IN CENTRAL AND EASTERN EUROPE and number seven in the category TOP 10 SPECIALTY APPLICATION DEVELOPMENT LEADERS. These high ratings served as recognition of the IBA's leading position in the international IT market. For more information, visit http://www.managingoffshore.com/0105_winners.html.

Outsourcing Journal about Belarus and IBA

The March 2005 issue of *Outsourcing Journal*, the Internet portal of *Everest Group*, published the article "Belarus Attempts to Become the Eastern European Bangalore". Ulad Radkevitch, the author of the article, focuses on Belarus as a new alternative to India in the IT outsourcing area and presents leading Belarusian IT companies including IBA. This article was produced as a result of a research performed by Ulad together with *Global Offshore Associates Limited*, a London-based consultancy specializing on R&D and IT outsourcing from Russia and Eastern Europe. To read the article, visit <http://www.outsourcing-journal.com/mar2005-belarus.html>.

IBM Awards IBA

On March 24, IBM awarded its best partners within the IBM PartnerWorld program based on 2004 results in Russia and the CIS. Representatives of the best 100 IBM business partners attended the awarding ceremony that was held in Moscow, Russia. IBA won in the category "Best Partners in the CIS" as the best supplier of IBM solutions in Belarus.

IBA at CeBIT 2005



From March 10 to March 16, IBA participated in CeBIT 2005, the world's largest IT exhibition held in Hannover, Germany. Gerhard Schroeder, German Chancellor, opened the event with a welcoming address. More than 6,700 companies and organizations from 69 countries participated in the trade show this year. For the first time in the CeBIT history, a special hall was dedicated to outsourcing, one of the most promising business models of the intensively developing IT sector.

IBA Gomel and IBA Technical Center Recertified

IBA Gomel and IBA Technical Center recertified their Quality Management Systems (QMS) for software design, development, production, maintenance, and support to DIN EN ISO 9001:2000. A joint commission of the Belarusian State Standardization Committee and TGA, a world known German appraisal agency, inspected these IBA branches. The commission concluded that IBA Gomel and IBA Technical Center fully meet the requirements of DIN EN ISO 9001:2000.