

October – December 2006



IBM Awards IBA for Most Impressive BP Deal

From October 11 to October 13, IBA participated in the annual conference "IBM CEMAAS System z Sales" that was held in Krems, Austria. At the conference, IBM awarded IBA the prize *Most Impressive BP Deal 2006* for winning a bid with Belarusbank, the Belarusian savings bank. The \$20 million deal included the delivery and deployment of System z hardware and software with subsequent implementation of the SAP for Banking package.

IBA CZ Receives Assistance from Czech Government

In December 2006, the Ministry of Industry and Trade of the Czech Republic approved the inclusion of the IBA development center located in Brno in the list of technology centers to be supported by the Czech Government. The program implemented by Czechinvest, the Czech Investment and Business Development Agency, is designed to encourage foreign investments in the Czech high-tech industry. Within the project, IBA is planning to create 50 new jobs for Brno IT professionals. IBA intends to expand its Brno development center to meet the growing demand of European clients for on-shore and near-shore software development services.

IBA Group Exhibits at INVEX 2006

From October 9 to October 13, IBA participated in the International Fair of Information and Communication Technologies in Brno (Invex). More than 105,000 visitors and 828 accredited journalists attended the event. The number of exhibitors representing 22 countries reached 580. As the IBA Group headquarters is located in Prague, the IBA team aimed to present the company to the Czech business community.

IBA Sponsors Contest of Young Programmers

On December 10, the results of the first Belarusian competition among young programmers in applied programming were announced. The event was organized by the scientific and technological association Infopark, IBA being the primary sponsor. Twelve winners were chosen in the following categories: C#, C++, Java, and Pascal.



Belarusian Economic Weekly Quotes IBA President

On October 13, *Economicheskaya Gazeta* (Economic Newspaper), the oldest economic periodical in Belarus published an editorial entitled "Industry Renaissance". The article quotes Sergei Levteev, IBA President, as saying: "At present, IBA products, solutions and services for domestic clients make only 10-12% of the total IBA output. Nevertheless, we regard Belarusian and CIS markets as very important and prospective. We are happy that local customers appreciate advantages of working with the experts who deliver world-class products, know specifics of the market, and talk the same language with the customer".