



April – June 2009

## SAP Appoints IBA Preferred Partner for Power Industry

On June 29, SAP CIS appointed IBA as SAP Industry Preferred Partner for enterprises of the power industry. In her letter, Elena Shishkina, SAP CIS Director General, said: "SAP CIS considers IBA a partner with considerable expertise in the implementation of projects to automate power engineering companies".

## SAP Reappoints IBA Industry Preferred Partner for Railway Sector

In 2008, IBA became the first company in Belarus to be appointed as SAP Industry Preferred Partner for enterprises of the railway sector. Based on 2008 results, SAP CIS reappointed IBA as SAP Industry Preferred Partner and confirmed that "considers IBA a partner with significant expertise in the implementation of projects to automate railway companies". Currently, IBA carries out SAP ERP 6.0 full-cycle implementation at the Belarusian Railway and a number of other large-scale SAP projects.

## SAP Authorizes IBA Training Center

In May 2009, SAP CIS appointed the IBA Training Center as its Preferred Training Partner. Being the first SAP-authorized training partner in the CIS, IBA is entitled to conduct education in SAP technologies and arrange workshops in cooperation with SAP. The first pilot project that SAP CIS launched on May 25, 2009 at the IBA Training Center was a virtual seminar (VLC). The regular SAP course components including theory, intercourse with an experienced SAP consultant and practical training are now available on-job for professionals in Minsk.

## IBM Day in Belarus



On March 31, IBA in cooperation with IBM Eastern Europe/Asia (IBM EE/A) and Netkom, an IBM distributor in the CIS countries, conducted a workshop in Minsk, Belarus. Entitled *IBM Day in Belarus*, the workshop aimed to show how IBM products and solutions such as IBM Cognos, IBM Lotus, IBM WebSphere, IBM Tivoli, and IBM FileNet contribute to cost reduction and profitability. The workshop gathered roughly 150 representatives of more than 80 organizations, including local banks, insurance companies, production enterprises, and government institutions.

## IBA Wins Alfa Bank Tender

IBA won a tender by Alfa-Bank (Belarus) for the development of a centralized data repository, a business analysis system, and a system of financial planning and budgeting. Based on tender results, IBA is launching the implementation of an IBM Cognos-based project at Alfa-Bank.

## IBA Gomel Park Joins Belarusian Silicon Valley

On May 7, the Belarusian High-Tech Park Supervisory Board approved the admission of six new companies to the High-Tech Park, the Belarus' Silicon Valley. As a result, IBA Gomel Park, an affiliate of the IBA Gomel development center, became a registered member of the High-Tech Park. IBA Gomel Park is the second IBA Group member to join the Belarusian High-Tech Park. The first IBA Group member, IT Park, was founded in August, 2006 and became a resident of the High-Tech Park in February, 2007.

## CIS: One for the Brave?



The April 3–6 issue of *IT Europa* (#6) published a feature entitled *CIS: one for the brave?* The article examines the latest developments in the IT industry of the former Soviet countries unified in the Commonwealth of Independent States (CIS). Kirill Degtiarenko, Director of the IBA Group's Business Development Center, commented on the impact of the global recession on the Belarusian IT industry and IBA Group ([http://www.ibagroup.eu/docs/it\\_europa\\_CIS\\_KD.pdf](http://www.ibagroup.eu/docs/it_europa_CIS_KD.pdf)).