



## Newsletter Q4 : 2021

BML Istisharat marking

# 50 YEARS OF INNOVATIVE SOFTWARE SOLUTIONS

Serving the Financial Sector and Building Client Confidence

In 2022, we are proud to celebrate with our employees, clients, and partners, our 50-year milestone.

An opportunity to honour our heritage and look ahead to the future, preparing for the next 50 to come ...

With 5 decades of experience, putting passion onto practice, serving clients in the financial sector, BML Istisharat has grown from a local software vendor to an internationally recognized solution provider, specializing in the banking and insurance sectors, proactively accompanying customers in their digital transformation journey and aspiring to be their partner of choice.

Since its foundation in 1972, in Beirut - Lebanon, BML Istisharat, a pioneer in its field, is accumulating achievements, international recognitions and success stories (*where many other failed*) towards its customers' satisfactions in more than 35 countries across Europe, the Middle East, Africa, North America and South East Asia.

- Our history is a record of customers' trust,
- Our core strength is our people,
- Our pride is our determination,
- Our inspiration is our culture.

A series of events and activities to commemorate our Golden Jubilee will be announced in the coming weeks. For more information please visit [www.istisharat.com](http://www.istisharat.com).

### "ICBS as a Service"



ICCB Fintech Ltd [ICCB-C32] is launching a fully integrated digital platform hosting "C32 Pex NeoBank" in a SaaS mode with ICBS G5 as both the Conventional and Islamic Core Banking components.

ICCB Fintech platform will be serving a number of customers starting with Banks in Mauritius and extend to Banks in Nepal, Africa and APAC region.

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## Partnerships

BML Financial Solution  
New Jersey, USA.

### BMLFS

A startup founded in New Jersey - USA to market and support BML products starting with the insurance solutions (CIRIS General Business and LIRIS Life Insurance).

## Representations



BML Sponsoring the



Event that took place in Riyadh during November 2021 and Represented by :

Tony Faddoul  
Assistant Director Banking

Raji Challita - CEO

## New Awarded Projects

### Libano Suisse: Roll Out CIRIS to its Qatar Operations

After having acquired CIRIS for its operation in Iraq (Dar Al Aman Insurance ) the Group is rolling out CIRIS (BML Istisharat General Business Insurance solution ) to its operation in Qatar.

With this new deployment, BML Insurance solution would prove to run for the same group :

- In different geographic locations (Lebanon, Egypt, Iraq, Qatar) with different regulations
- Offering Takaful and Conventional Products
- For both Life and Non Life Lines of business
- In premises as well as On Cloud



### Directorate of Banking Technology - Kurdistan, Iraq

Following the deployment of ICBS at more than 18 entities under the DoBT (Zanko, Kohlat, Federal, Didowan, Nishtman, Hihmrein, Bharkeh, Sihribhin, Sourk, Hreir, Azadah, Melta, Karah, Sihrhldan, Simil, Khabeer, Amhad, Mehtein), the Directorate will be undertaking the following major projects starting 2022:

- Resume deployments to the remaining entities (60+)
- Implement ICBS Corporate Payroll Solutions to serve the Kurdistan region public institutions
- ICBS Card , ATM / POS Switch Integration
- Mobility Channels



### Bank of Jordan - ICBS G5 Deployment in Iraq

Bank of Jordan, an early adopter of ICBS (since 1998) as the Core Banking solution for its operations in Jordan, Palestine, Syria and Bahrain is preparing to roll out ICBS G5 to its new Entity in Iraq.

ICBS G5 being the latest version of ICBS deployed on agnostic Hardware and OS platforms with open application server.

### ICBS Scoring for Banque Banorient - France

The Bank adopted ICBS scoring module, a new integrated component of ICBS Customers' Information System (KYC), as part of its customers' acquisition and existing customers' AML compliance processes.



## Deployments and Trainings:

### Idman Community Bank - Somalia



Islamic ICBS solution goes live at Idman Community Bank marking a new success story for BML. Indeed, and during the past 6 months, the Bank and BML team (remotely) undertook an implementation project within an aggressive timeline encompassing Islamic ICBS Core Modules, Deposits and Financing, Branch and On-line Channels, conducting all preparations on a cloud environment prior moving to the Bank's on premises servers for production.

### Al Hamra Insurance - Iraq



Completing the last months of remote support and preparations, Mayssa Beheit - Supervisor at BML CIRIS team - conducted an on site training at "Al Hamra Insurance" premises during December 2021 as the ultimate stage for the go live encompassing a suite of CIRIS integrated modules managing general accidents and medical products, underwriting, claims, reinsurance and accounting.



### BSN Malaysia - Launching New Products

- Including Microsaving /Tawarruq based with trading engine calculation and interfaces to bursa Malaysia
- Dynamic rules engine as an automated on line referrals controls, restrictions and special conditions.



### APS Bank - Malta:

Direct SEPA Participation through TAS Network Gateway services



### LGB Bank - Lebanon

As part of the implementation of ICBS Core Banking at LGB Bank, a series of training sessions, conducted by Elie Bitar - Assistant director Banking - took place during September - October 2021 followed by Gap Analysis work sessions conducted by Walid Atmeh and Tony Faddoul - Assistant directors Banking



## CSR Activities :

Beirut Chant or "The beauty of transforming our public spaces into theaters for arts and cultural performances"

For the 3rd consecutive year BML sponsoring "Beirut Chants Festival"

Beirut Chant Festival "The Music Despite " - Season 14

## Newly Recruited

### Vipin Menon

M.B.A - eB from Audyogik Shikshan Mandal's Institute of Business Management and Research , PUNE, INDIA



### joined BML Technology LLC as a Sales Manager

Mr. Menon is a Seasoned sales professional with 14+ years of experience in the field of business acquisition / development, key accounts management and international sales.

In addition to heading the sales activities, Mr. Menon will be also contributing to the company's business development through extending BML partner's network to new territories in the Central Asia and APAC region.

Beirut Chants Festival Season 14

15 DEC

Les Divas de la Méditerranée

Farah El Dibany

Mina Nabil Hanna

BEIRUT SOUKS DOWNTOWN 8:30 PM

Special thanks to Mr. Raj Chalka

IST BML

IMPORTANT INFORMATION: Attendance is free and by ticket only. [www.beirutchants.com](http://www.beirutchants.com) Full COVID-19 safety measures applied. Please refer to [www.beirutchants.com](http://www.beirutchants.com) for more details.



### BML Istisharat SAL

A recognized global software vendor, providing financial solutions since 1972.

Accumulating achievements, international recognitions and success stories towards its customers' satisfactions in more than 35 countries in the North America, Europe, Africa the Middle East, Russia and South East Asia.

### Main Activities

Development, marketing and support of own applications software geared towards:

- Banks & Financial Institutions (ICBS) and (Islamic ICBS)
- General Business Insurance Co. (CIRIS) and (CIRIS Takaful)
- Life Insurance companies (LIRIS) and (LIRIS Takaful)
- Industries, Manufacturing and Distribution companies (IMAD Enterprise Resource Planning)
- Oracle © products sales and support

## Q1 2022 - Upcoming Sponsorships

### BML Gold Sponsor: February 14-15, Dusit Thani Dubai.



The banking industry worldwide is undergoing phenomenal change giving the banks an opportunity to relook into its existing business models

and take a huge leap towards the future. The shift in consumer's digital experience, adoption of next-gen technologies, transformation of customer service to customer engagement, mobile workforce with a need to 'right-size' the branch network, Open Banking Framework, are all an opportunity for regional banks to seize the opportunity and accelerate the shift to digital. The forum will showcase latest innovations and practical case studies along with interactive panel discussions. **During the first day @ 12:05 CEO Raji Challita presentation will address: "Enhancing value to customers by adopting a customer centric approach".**

### February 21-22 Conrad Hotel - Dubai:

After having sponsored the summit in Riyadh last November, **BML is again sponsoring the Dubai Edition this February.**



The Inaugural Edition of Future Banks Summit MENA will showcase latest innovations and practical case studies along with interactive panel discussions designed to guide the banking sector in Middle East in identifying the right strategy to knock through long-standing resistance and be future ready!

### Dubai

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