

# BRUSSELS SOFTWARE CLUSTER

**EDITION 2010**

The software industry is at the centre of product innovation, affects organisations, leisure activities and daily life.

In Brussels, the software market has become a dynamic network of innovative companies, start-ups and research centers. This brochure gives an overview of the software vendors based in the Brussels-Capital Region as well as the academic key players and the support organizations involved in the software sector.

Are you looking for a partner or have a project in the Brussels area do not hesitate to contact directly the companies, the universities, the institutions or us:

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# SOFTWARE INDUSTRY IN THE BRUSSELS-CAPITAL REGION

The Brussels-Capital Region with its central location in Europe has an intensive economic activity (Brussels produces 19% of the Belgian gross national product). The Region has about one million inhabitants (about 9% of the population of Belgium) of whom 30% are non-Belgians. Even though Brussels has a total surface area of 162 km<sup>2</sup> (about 0.5 % of the total area of Belgium), 30% of the Belgian ICT sector activity is concentrated in the Region. Brussels-based ICT companies have a proven track record of delivering state-of-the-art solutions that are commercial winners and a particular success with applications for niche markets. The ICT sector in Brussels is significantly growing with the presence of large ICT multinationals as well as many small high tech companies. As Capital of Europe, Brussels offers real business opportunities to its ICT companies. The dynamism of the ICT sector in Brussels also results from a proactive approach developed by the Region in order to support innovation, competitiveness and employment.

## The ICT sector in Belgium and the Brussels-Capital Region

ICT companies significantly contribute to a country's economy, either directly or indirectly. They lead to the creation of jobs and increases in productivity, added value and exports.

As such, in Belgium the ICT sector's contribution to growth is estimated at 20%. About one third of this percentage is generated in the Brussels Region, which has unique growth potential thanks to the high concentration of ICT companies and its central location in Belgium. The ICT sector in Brussels is clearly growing. Between 1997 and 2007, the number of related jobs increased by 30%, which is well above the total job growth. The sector accounts for 8.5% of jobs in the private sector and 30% of the jobs in the Belgian ICT sector.

The Brussels regional government strongly supports the ICT sector in Brussels, and the region's Contract for Economy and Employment designates the ICT sector as one of the three key innovative sectors in Brussels. As indicated in the Regional Plan for Innovation, the NICT (New Information and Communication Technologies) business unit of the Brussels Enterprise Agency has been requested by the Brussels Region to set up and manage clusters in order to increase synergies between players in the ICT sector.

A global, coherent ICT policy focussed on training ICT professionals through the creation of the ICT reference centre "Evoliris", the strengthening of financial aid and reduction of taxes (elimination of the PC tax), accompany these actions.

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## The software industry

The software industry is defined as the companies that develop and market software. In general, it includes software production and software distribution but may also incorporate software services such as consulting, documentation, training and maintenance.

Software product firms earn at least 60 to 80 % of their revenues from developing software, licensing it for sale and receiving maintenance fees for updating that software.

There are three main types of software:

### ■ System software

This category of software helps run the computer hardware and computer system. It includes bios, desktop environment, device drivers, servers and utilities.

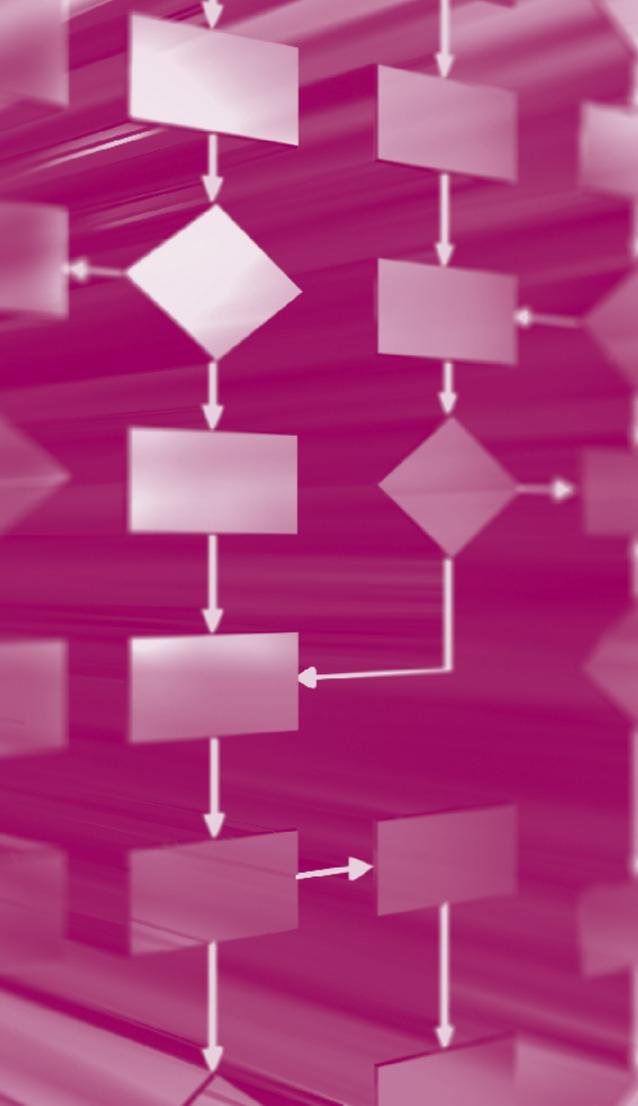
### ■ Programming software

This category of software provides tools to assist a software developer in writing computer programs. It principally covers text editors, debuggers, compilers and linkers.

### ■ Application software

This category of software allows end users to accomplish specific tasks. It involves many subtypes of application software: enterprise software (ERP, CRM, SCM, etc), enterprise infrastructure software, information worker software, content access software, educational software, simulation software, media development software and product engineering software

Gartner estimates the worldwide software industry at \$220.1 billion in 2009, compared to \$221.9 billion in 2008. A slow but steady improvement in the macroeconomic



## The software industry in the Brussels-Capital Region

According to Datamonitor, Belgium software market accounts for 3.3% of the European software market. This report shows that Belgian software market grew by 3.8% in 2008 to reach a value of \$3 billion and considers the software market to be one of the fastest growing in Belgium. In 2013, the Belgian software market is forecast to have a value of \$3.8 billion, an increase of 28.3% since 2008.

The software development and production sector is identified by Agoria, the Belgian trade association of the technology industry, as one of the main growing sectors in Brussels. "It is in this sector that companies have the most potential for development, not only nationally but in particular internationally".

In Brussels, the software industry is very dynamic. There are 121 companies active in the software sector. Among them, 60% produce and commercialize their own packaged software or internet-based software.

Brussels companies are doing more than just following the international trend of the SaaS model. In fact, Brussels has real pioneer companies in the field. This model continues to grow since it represents 57% of the Brussels-based software editors.

Based on a classification used by IDC, software production activities in Brussels are distributed as follows:

Application Development (29%), End-user application (14%), Collaborative environment (10%), CRM software (10%), Business Intelligence (9%) and Engineering software (9%) are the most represented sub-categories in which Brussels companies are active.

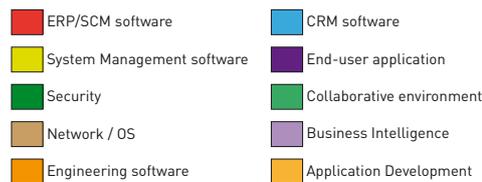
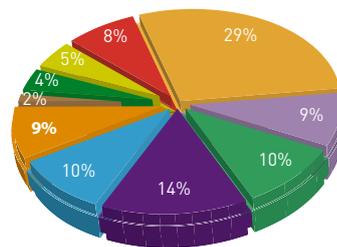
The "Software in Brussels" brochure provides an overview of the software vendors in Brussels.

environment should support a return to a modest growth of 4,9% in the software market in 2010. The United States holds 49% of the market, Europe 31% and Asia 20%.

In the ICT sector, there is a new growing trend: « Cloud Computing ». This concept is the general term for anything that involves delivering hosted services. Cloud Computing generally incorporates 3 categories of services: Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS) and Software-as-a-Service (SaaS).

More particularly, SaaS is a software delivery method that provides access to software and its functions remotely as a web-based service. This method will become increasingly popular in the longer-term for its ability to simplify deployment and reduce customer acquisition costs. Another advantage of SaaS is to allow developers to support many customers with a single version of a product. "The adoption of SaaS continues to grow and evolves within the enterprise application markets as tighter capital budgets in the current economic environment demand leaner alternatives, popularity increases, and interest for platform as a service and cloud computing grows" said Sharon Mertz, research director at Gartner.

Worldwide SaaS revenue is forecast to reach \$7.5 billion in 2009, a 17.7 percent increase from 2008 revenue of \$6.4 billion, according to Gartner. The market will show consistent growth through 2013 when worldwide SaaS revenue will total over \$14 billion for the enterprise application markets.



## Brussels, an ideal place for developing innovative IT projects

Counting on a high concentration of ICT and research activities, Brussels offers a dynamic environment that is favourable to the development of innovative, high-tech companies.

The Brussels Regional Investment Company (BRIC), Business Angels networks (BeAngels), venture capital funds active in the seed or early stage (Sherpa Invest), the Participation Fund, the Warranty Fund and commercial banks based in Brussels offer numerous financing options for start-ups and high-growth companies.

Thanks to a very intense economic activity (nearly 20% of GDP for 10% of the population and 5% of Belgium's surface area), the significant presence of Belgian Institutions, Regional and Federal and most importantly the numerous International and European Institutions (European Commission, European Parliament, NATO, etc.), is Brussels a very appealing market for ICT sector companies.

Brussels has three universities (ULB, VUB, UCL) and four institutes of higher education in engineering associated within Indutec, which develops technological activities in the field of ICT. It also has a competence centre specialised in software engineering created by Agoria (SIRRIS). Technological incubators dedicated to ICT have been created by the Brussels Region: the Erasmus European Business and Innovation Center (EEBIC) associated with the ULB, the Arsenal Incubation Centre in Brussels (ICAB) run by the VUB, and the interuniversity incubator "Brussels Business Case" managed by the Brussels Regional Development Agency (BRDA). The goal of these structures is to assist high-tech start-ups and spin-offs in the ICT sector.

Also note the presence of the "m-village", a business centre dedicated to new companies active in the Internet and communication technology sector.

Scientific research and the technical development efforts of companies are encouraged thanks to the implementation of effective public financing measures in the form of subsidies or interest-free loans issued by the Institute for the Encouragement of Scientific Research and Innovation of Brussels (ISRIB). Financial and promotional support for exports can also be obtained from Brussels-Export, thanks in particular to the assistance of its ICT specialist. Brussels has the Brussels Regional Informatics Center (BRIC), which is responsible for the IT development of the region's public authorities.

The Brussels Region created the Brussels Enterprise Agency (BEA) ([www.abe.irisnet.be](http://www.abe.irisnet.be)) whose mission is to be the "leading public contact entity" for entrepreneurs, start-ups, companies and foreign investors in the Brussels-Capital Region.

In the Agency, the NICT business unit of the Technology and Innovative Projects department provides specific support to innovative companies in the sector in the form of project validation, business plans, financing, commercial and technological partnerships, strategic information, university/business collaboration, participation in international events and internet watches through [www.itscan.be](http://www.itscan.be).

The NICT business unit is also an active member of the Enterprise Europe Network (EEN) set up by the European Commission to encourage transnational partnerships.

## Think Europe– Act from Brussels

According to the "City Monitor Annual Survey" (Cushman and Wakefield, 2007) Brussels ranks 6th in the list of the European business cities.

One of the principal reasons for the status of Brussels in the European economic sphere is that it is a centre of political decision-making. Decisions affecting the life of more than 450 million people are taken here every day, and this is why Brussels has also become the home of many multinational headquarters.

The city is increasingly becoming a hub of international business. Lobbyists, international conferences (Brussels is, in fact, the 3rd most important conference centre in Europe) and symposia: all these and more mean that opportunities for enterprise and innovation abound.

The high density of international businesses in Brussels can be further explained by the superb transport and travel links to the city: Brussels Airport is located 12 km from the city centre and the new high speed trains Thalys and TGV provide rapid connections to Paris, London, Amsterdam and Frankfurt.

Brussels is a city of 1 million inhabitants with a population extremely capable in many languages, from an astonishing variety of cultures, styles and nationalities. Belgian citizens receive high level education.

Being the capital of an expanding Europe, Brussels is an international city like no other. A recent survey by "Mercer Human Resources" ranked Brussels as one of the most pleasant places to live on the continent and one of its cheapest cities. The survey also ranked Brussels fourth among European capitals in terms of quality of life.

Brussels is the place to be for anyone who wants to run a business on a pan-European level, at a reasonable cost. Discover the other advantages of locating your business in Brussels and get an overview of the local procedure to set it up on [www.investinbrussels.com](http://www.investinbrussels.com).



# INDEX BY FUNCTION

	Business intelligence/Semantic	Content & collaborative management	Customer Relationship Management	Finance, accounting & administration	Fleet/Geographical information system	Human resources	Industrial & manufacturing	Infrastructure & security	Media development	Supply Chain Management
ADLOGIX			■		■			■		
ALCOR			■	■						
ALGORISMI			■					■		
ATTENTIO			■	■	■					
B2BOOST			■	■	■	■				■
BF ENGINEERING			■				■			
BGI						■				
BH&A					■					■
BLUE4YOU				■	■					
BLUEVISION			■	■	■			■		
BOBEX.COM										■
BUSINESS SOFTWARE CONSULTING (BSC)			■		■	■		■		■
CALLATAY & WOUTERS			■		■	■				
CATHARSYS							■			
CO-LINK			■			■				
COCKPIT GROUP			■	■	■		■		■	
COLLIBRA			■	■					■	
CONTACTOFFICE				■					■	
DECIS			■				■	■		■

	Business intelligence/Semantic	Content & collaborative management	Customer Relationship Management	Finance, accounting & administration	Fleet/Geographical information system	Human resources	Industrial & manufacturing	Infrastructure & security	Media development	Supply Chain Management
DISA				■	■		■			
DS IMPROVE										■
ECOSOFT					■					
EFFICY (INVEMACO)		■	■	■			■	■		
ELSYS								■		
ERTMS SOLUTIONS								■		
EUROPEAN TELEMATIC GROUP							■			
FLEXSYS							■			
FORMATECH							■			
FREEMIND GROUP									■	
GEO6						■			■	
GETRO										■
ICLUB BY IXPERTISE			■	■						
INOUE				■	■		■		■	
INSIST					■					
ISABEL					■					
JAVABLACKBELT (BLACKBELT FACTORY)							■			
MAINSYS					■					
MOBILETOKEN	■		■			■	■	■		■

# INDEX BY FUNCTION

	Business intelligence/Semantic	Content & collaborative management	Customer Relationship Management	Finance, accounting & administration	Fleet/Geographical information system	Human resources	Industrial & manufacturing	Infrastructure & security	Media development	Supply Chain Management
MOBILEXPENSE					■		■			
MUSICMATIC			■							■
NECTIL			■	■					■	
NETWORKMINING		■								
NIXXIS BELGIUM					■					
NOCTIS			■							
NUMECA								■		
OBJECTIVEGUI			■							
ODYSSEE MOBILE					■		■			
ONE-D					■	■				
OPTIMAL DESIGN								■		
ORDIGES		■				■				■
ORGANICA			■	■	■		■	■		■
PROXYCLICK		■	■	■			■		■	
ROUTING INTERNATIONAL		■				■				■
SIGMA CONSO		■				■				
SOFTKINETIC OPRIMA ELECTRONICS										■
SPECICOM		■	■	■	■			■	■	■

	Business Intelligence/Semantic	Content & collaborative management	Customer Relationship Management	Finance, accounting & administration	Fleet/Geographical information system	Human resources	Industrial & manufacturing	Infrastructure & security	Media development	Supply Chain Management
STS GROUP BENELUX			■						■	
TAKTIK		■	■	■	■					■
TELECOMWATCHERS		■		■	■					■
TELIO			■							
TETRASOFT			■							
THE EID COMPANY			■	■	■			■		■
TOP SYSTEM			■	■	■					
TWO CONSULT		■	■							
UBIDATA						■				■
UPM SOFT								■		■
VADIS		■		■						
VISION CONTROL APPLICATION								■		
VOICE-INSIGHT						■	■			■
VRCONTEXT INTERNATIONAL		■	■					■	■	■
WHISE		■	■	■			■		■	■
XELINK					■					
YP5				■						



# PROFILES OF SOFTWARE VENDORS

In 2013, the Belgian software market is forecast to have a value of \$3.8 billion, an increase of 28.3% since 2008.

The publishing software industry in the Brussels-Capital Region represents a turnover of €215 million and more than 1.400 employees. In Brussels, since 2002, 30 software vendors have been created.

This section presents the 73 companies of the Brussels-Capital Region that produce and commercialize their own packaged software or internet-based software.

# ADLOGIX

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**Function**  
Managing Partners

**Date of Establishment**  
October 2007

**Number of Employees** (in Brussels)  
8

**Activities in other countries**  
France, United Kingdom, Germany,  
The Netherlands, Spain, Portugal,  
United States

## General description

Created in 2007 by a team with more than 10 years of experience in the online advertising and web development sector, AdLogix provides an end-to-end resource management solutions for the different participants in the process of selling digital advertising inventory.

We focus on process optimization, active inventory management, work flow management and business analysis & reporting.



## Developed products

AdLogix is an end-to-end business process optimization solution for the online advertising industry. It works in conjunction with our client's ad server and allows streamlining and optimizing the process of selling online advertising space.

Build around 4 operational pillars - sales management, inventory control, workflow management and in-depth reporting - AdLogix presents the user an easy to use model to calculate and plan online campaigns.

By tracking ordered, pre-ordered and free inventory, our tool optimizes and manages the available ad-inventory and accelerates the sales cycle.

The reporting module presents the different stakeholders in the company with customizable strategic, financial and operational reports.

### AdLogix stands for:

- Inventory control & management
- Planning and pricing of online advertising campaigns
- Workflow management
- Management reporting tools
- Complementary to ad server solution
- Customizable solution
- Cost reduction and profit increase

## Targets and References

Our clients are major publishers and advertising networks across Europe.

## Innovative aspects/Advantages

Adlogix is extremely flexible and easy to implement. It is completely web based and presented as a "software as a service". This reduces the total cost of ownership and ensures our users to take advantage of our permanent developments and new functionalities.

Our technology choices are future oriented and ensure inter operability with existing management tools.



## General description

Founded in 1992 by three IT specialists from the pharmaceutical and chemical industry, ALCOR sprl is an IT service company specialising in knowledge management.

Initially involved in data systems for research and development laboratories, the company has developed the information management software LABTEC for the management of the results, documentation and follow-up of complex research projects. The company has acquired broad expertise in the processing of the knowledge in this particular domain.

Thanks to the experience and know-how acquired in the management of data in this complex and constantly evolving environment, ALCOR has extended its sphere of competence to the field of Business knowledge management by developing an acquisition, structuring, processing and "Market" oriented data management methodology, supported by its software product CI-Master.

Some twenty major companies in Belgium, France and the USA are currently using our solutions.

## Developed products

### LABTEC Management of R&D activities

LABTEC is a data manager dedicated to complex research project data.

LABTEC is a data management system for R&D departments.

It offers the possibility to manage, integrate, and put into relation all types of data (results, documentation, project follow-up...) which gravitate around their activities via an evolutive, dynamic and very flexible database.

It gives users the possibility to maintain an electronic laboratory diary.

### CI-Master Knowledge management tool

Intelligent management of pertinent accessible data thanks to an ensemble of links permitting the creation of multiple data structures.

#### The CI-Master is composed of two sections:

- The management of the structure storage and archiving of selected data. This management is achieved through a secured knowledge base
- The publication and distribution of data via varying modes:

The "pull" mode consisting of consultation via dedicated intranets in accordance with varying methods: navigation, profiles, business related thesauri, search engines...

The "push" mode consisting of sending data to interested users through the channel of a personalised profile or to alert them in the event sensitive data are modified.

## Targets and References

**LABTEC:** Management of R&D activities.

Of interest to companies with Research & Development (R&D) departments

**CI-Master:** Knowledge management tool

Is aimed at all companies involved in knowledge management, all types of market watches and the creation of extranets

## References

ArcelorMittal, Chemtall INC SNF Holding, Cytec, Ferguson Co S.A., Public Health Institute, SNF S.A., SMC S.A., Tarkett

## Innovative aspects/Advantages

### Labtec

- An evolutive structure of the database catering for the needs of the research workers without any particular IT skills being required (which gives the research workers the complete control of the data, its structure and its management)
- The management of product nomenclatures
- An open architecture, i.e. capable of interfacing with other software used in R&D
- Great simplicity for the preparation and writing of research reports
- The possibility to compose a personalised interrogation profile of the database via high performance research tools
- The observance of the terminology and report related demands used by the client company
- The automatic production of an electronic laboratory diary

### CI-Master

- Link manager towards all types of data
- Data kept in original format
- Networking of categories (markets, applications, products)
- Unlimited number of categories, all data linked to several categories
- Consultation by navigation through Intranets
- Definitions of personalised profiles
- Alerts from electronic messenger service via the profiles
- Opening towards software platforms

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#### Function

Director

#### Date of Establishment

1992

#### Number of Employees (in Brussels)

4

#### Turnover (€)

350 000



# ALGORISMI

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**Function**  
CEO  
Quality Manager

**Date of Establishment**  
1 February 2008

**Number of Employees** (in Brussels)  
8

**Turnover (€)**  
391 000

**Activities in other countries**  
France, Spain, United Kingdom, India



## General description

### Improve your Software Quality - Reduce your Costs

Algorismi is a innovative company in enterprise software and IT services that help maximize your return on investment for your software quality initiatives.

We offer a powerful set of integrated solutions for software companies including IT portfolio management and quality assurance.

#### With Algorismi you can:

- Manage your IT projects as a whole
- Increase efficiency, cost control and employee productivity
- Improve time-to-market and software quality in application development and delivery
- Maximize availability and performance of critical business systems

Algorismi is made up of people with more than 10 years of experience in the industrial and in the academic worlds.

Taking advantage of both backgrounds (academic & industrial), Algorismi has created a real synergy between the research and the industry. Now, Algorismi is able to build innovative tools close to the software industry needs.

## Developed products

### ProjectsTrax - Don't let the bugs reproduce

Software Project Complexity is seldom explicit. The links between deliverables (requirements document, tests, defects, code) are not explicit enough to control the evolution of a software. ProjectsTrax is a central repository that enables the complete visibility across the enterprise projects. ProjectsTrax integrates all the steps of the lifecycle management from requirements, tests, defects to deployment.

#### Benefits of ProjectsTrax

- **Visibility:** across global development operations regardless of location and platform (portfolio, management, metrics, dashboard)
- **Compliance:** better IT controls to meet compliance goals in a more systematic and efficient manner
- **Productivity - through a completely integrated platform:** greater collaboration and communication through one single platform and support for software development best practices (code reuse, risk-based testing,...)

### Ensure - Application Intelligence Platform

An automated system to assess and remedy the risks of your software projects.

### Ensure - Effortless Visibility

Ensure converts raw data related to your software projects into relevant information to assess the business and technical risks. Ensure provides the user with a set of recommendations to mitigate these risks, and avoid project failure.

Ensure is the new intelligence platform that facilitates the decision making by assessing all the common artefacts that a software development projects need to succeed (requirements, code source, tests, defects).

### Delivering quality never looked that easy

Ensure is the first software intelligence platform that assesses all the deliverables of a project - requirements, source code, tests, and defects.

Monitoring all the deliverables allows identifying very early the risks, mitigate them and finally deliver software with a high quality degree at lower cost.

### Tangible Values for the customer

Early detection of risks will allow:

Early remediation - Lower cost - More satisfied users

Early remediation of the risks:

Based upon a powerful knowledge database, Ensure provides a set of recommendations related to the identified risks.

Applying these recommendations avoids project failures.

## Targets and References

**Sector:** Pharmaceutical, Medical, Software Publisher, Telecom, Financial - Banking, Aeronautic Engineering and Energy .

**Clients:** Alcatel-Lucent; Xsysys (India); Dexia DCF (Belgium); PricewaterhouseCoopers (Netherlands); Siemens (Belgium); Alstom (France); Schneider Electric (France)

## Innovative aspects/Advantages

#### The Algorismi's strengths are:

- Dynamic & proactive company
  - Close to the customer
  - Experience of 10 years in the software quality domain
  - Innovating company closely collaborating with the software quality lab of the university of Namur (Belgium)
  - Actual link between research and industry
- The main innovation of Algorismi is to provide the Software Industry with methods & tools that allow reaching the quality at the lowest cost.

Quality is an expensive activity. To defy this fact, Algorismi find out new methods and tools to reduce the costs of quality.

# ATTENTIO

## General description

Attentio is a temporal search engine that monitors social media such as blogs, discussion forums and social networks for insights into companies and brands.

Our main differentiation is the award winning Attentio DashBoard, multiple sources updated every day and proprietary algorithms that look for sentiments and emerging topics.

Clients buy our solution to understand the impact of marketing campaigns and protect/enhance their online reputation. We have been nominated for the European ICT prize, we are a Red Herring finalist and a winner of the Brussels Innovation award 2007.

## Developed products

### Products

Attentio offers European corporations the following portfolio of online market intelligence services.

#### Attentio Brand Dashboard™

With Brand Dashboard™, selected customers will now enjoy quick and automated daily reporting of buzz and demographics in relation to their own and competitor's brands and products. This new online service uses charts to visualize buzz trends, share of buzz, detection of bursting events, and breakdown by source, topic and country. With this entry level service, clients receive a unique account with secure login where they can track up to 12 user defined brands or products up to a year's period. The pricing model is subscription based.

#### Attentio Buzz Report™

Companies that require a deeper understanding of how their brands are perceived and communicated by online consumers, can benefit from our Buzz Report™ product as a complementary addition to the Brand Dashboard™. Any number of brands, products, companies, topics or issues can be configured for tracking through an initial setup process. Results are carefully monitored, analyzed and assembled into one-time, monthly or quarterly market research reports that can be delivered on Adobe Acrobat® PDF, Microsoft PowerPoint® or similar formats. Clients with their own specific needs for data mining, can in addition get access to statistics data for further processing with Microsoft PivotTable/PivotChart or other OLAP/analytics tools. The pricing model is per report delivered.

## Targets and References

### Attentio concentrates on following industries:

Automotive, Consumer Electronics, Entertainment, Fashion, FMCG, Health care, High Tech, Publishing, Travel, Toy and games, plus other "buzz sensitive" industries.

**Our clients, to name a few, are:** Johnson and Johnson, Samsung, Philips, Toyota, Lexus, Intel, HP, Microsoft

## Innovative aspects/Advantages

### Tracking

#### Multidimensional meta-search technology:

Market research and intelligence involves surveillance and tracking of not only individual products and brands, but a complete market segment. Attentio's multidimensional tracking is able to track buzz and interest for multiple predefined companies, products and brands for a broad range of features/topics within a given market.

**Multi-source tracking:** The Attentio spider searches multiple sources e.g. blogs, forums, video sharing. Searching multiple sources enables comparison between different forms of social media.

### Data enhancement and analysis

**Blog ranking:** Attentio ranks blogs according to the Attentio Influence Score.

**Topic clustering:** Attentio extends the search over a time period and dynamically clusters the results. This shows how certain topics evolve over time, even when searching for particular brands or products.

**Sentiment tracking:** Companies are not only interested in the visibility of a brand or a product on the Web, but also on the opinions or sentiments expressed in relation to them. Currently the Attentio technology extracts positive/negative quotes from English language blogs. French and Dutch are in the development pipeline.

### Presentation

Dashboard and Trendpedia

Visualization techniques are crucial for the usability of a product. Attentio's dashboard as well as Trendpedia's unique way of showing trends accompanied with explanatory document lists (clickthrough data points) led to an award and a nomination as the first-ranked trend search engine available on the market.

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### Website

www.attentio.com

### Contact person

Amalia LASA

### Function

CEO

### Date of Establishment

July 2004

**Number of Employees** (in Brussels)  
20

### Turnover (€)

1 000 000 – 5 000 000

### Activities in other countries

Sales representatives in United Kingdom and France



# B2BOOST

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**Contact person**  
Gilles Collet

**Function**  
Chief Customer Officer

**Number of employees** (in Brussels)  
15

**Turnover (€)**  
2 500 000

**Activities in other countries**  
All European Countries

## General description

Integration Service Provider enabling trade partners to optimize their Procure-To-Pay B2B collaboration and transaction processes: Catalogues, Orders, Order Confirmations, Despatch Advice, VMI, e-Invoicing, ...

B2Boost allows sellers and buyers to facilitate and optimize their transaction data exchanges to gain productivity, efficiency and precision. The B2Boost service allows your company to reduce operational costs by saving time and money.

B2Boost is present in different industries and is the unrivalled leader in providing data exchange automation in the interactive gaming business, connecting 80% of the European retail distribution volume.

## Developed products

- Business Transactions Management  
Full management of B2B electronic messaging and EDI
  - Private Exchange
  - B2B extranets and web applications
  - TRIM  
Remote Inventory Management. Visibility and analysis on daily/weekly sell-through and inventory data in points-of-sales.
  - Electronic Invoicing  
Multi-channel, B2B legally compliant electronic invoicing in all European countries.
- B2Boost gives access to its technology and infrastructure "As A Service" and provide the necessary services, support and monitoring

## Targets and References

- Electronic Arts
- Namco Bandai
- Ubisoft
- Sega
- British Telecom, ...

## Innovative aspects/Advantages

Whether you are a small or a large company, working with many partners or with a few large industrial associates, B2Boost will dematerialize all your business flows within a few days.

This "On Demand" service doesn't require any local installation on B2Boost Customers systems. The flexibility of the technology enables business partners to communicate using any method they prefer. The "On Demand" e-Invoicing service is fully compliant with VAT legislation in every member state of the EU



# BF ENGINEERING



**Securysat**  
Anti theft system

**Securytouch**  
Car Alarms

## Targets and References

- Distributors
- Dealers
- End users

**References**  
Transport Michel, ATU Transport, Avis Belgium, Sabemaf, Eloy & fils, Wiesen - Piront, ...

## Innovative aspects/Advantages

Fleet management by Internet  
 Manage the activity of the mobile teams  
 Optimize the employee's work time  
 Reduce unnecessary or unjustified journeys  
 Maximise the use of your vehicles and increase the safety and security  
 Provide the history of the assignments

## General description

BF ENGINEERING has since 1990 been designing, manufacturing and marketing intelligent solutions for the transport and mobile communication sector. Its experience and expertise lie in the integration of telecommunication technologies and Internet software, a service provided to people intent on making their company more profitable.

**BF ENGINEERING is specialised in the following technologies:**

- GSM/GPRS networks
- GPS satellite location
- Digital cartography
- IT terminals
- Internet platforms and servers

BF ENGINEERING is growing very rapidly in countries like France, Germany, Belgium, Italy, Spain and The Netherlands.

## Developed products

- Fleet management: securysatfleet
- Anti-theft system
- Anti car-jacking cj1
- CJ0/CJ2 satellite protection

These technologies are put in the service of our clients to enable them to capitalise on their investment immediately and without specific training.

### Securysatfleet

FLEET MANAGEMENT, vehicle fleet location, monitoring and management.  
 Once installed in the vehicle, the SECURYSATFLEET unit captures and transmits a series of data every minute through the GPRS/SMS networks, such as geographic position, speed, direction, status of the vehicle, date, day, time or eventual digital or analogue alerts.

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Julie D'ALOIA

**Function**  
Sales Assistant

**Date of Establishment**  
1990

**Number of Employees** (in Brussels)  
20

**Activities in other countries**  
France, Italy, Luxembourg, Germany, Algeria, Dubai, The Netherlands,...



# BGI

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Contact person  
Eric VANDEVOORDE

Function  
Delegated Administrator

Date of Establishment  
1991

Number of Employees (in Brussels)  
1

Turnover (€)  
(2006) 225 000



## General description

BGI develops application software (complete software or components) with a primary focus on graphics for internal use or for third parties.

We program in the following languages: DOT.NET (VB.Net, ASP.Net, etc.), VB, VBA, HTML, XML, etc. In addition to specialized applications, BGI has also developed generic commercial off-the-shelf software: MapFly

BGI develops Internet/Intranet applications which allow clients to remotely retrieve data from alpha-numeric string and/or graphical databases using basic Web browsers (HTML, XML, ASP, VB Script, Javascript, .NET).

BGI also provides complete database set-ups (in SIG format, as well as others) in a wide range of programming environments: Access, SQLServer, ORACLE, MySQL, etc.

## Developed products

### Stand alone software development

**MapFly:** Our Company's flagship program is an entry-level GIS (geographic information system) software package.

MapFly map management software allows for quick and easy display and viewing of 2D vector files (formats: mff, dgn, sfu, shp, mid/mif) and for the remote linking of this information with alpha-numeric attributes stored in databases (ODBC, Access, SqlServeur, MySQL, Dbase, FoxPro, etc.). MapFly is also the ideal interface to make the most of "Bruxelles UrbiS" data, the GIS database for the Brussels Region.

### Other developments

- **Urba Manager:** Management software for following up town and country planning permit applications and related documents
- Module development (macros) for other software
- **DaLi (Database Link):** Module developed with MicroStation (Bentley's CAO software) which allows for the linking of alpha-numeric data with a basic map and for its use in the graphics editor
- Development of custom software (stand alone) or components (to be integrated in software available on the market)

### Examples

- **Refractory Furnaces:** a custom application for use with MicroStation developed for GLAVERBEL by BGI for furnace design.
- **BOM (Build of Material):** program used by SNECMA for the encoding and management of airplane engine disassembly and reassembly. It is based on a SQL Server database

- **Complete database setup:** database design data processing and parameters geo-coding ActiveX integration (software components) for map visualisation and/or processing, updating procedures, information flow management Internet/Intranet publications on database utilisation - Website setup

## Targets and References

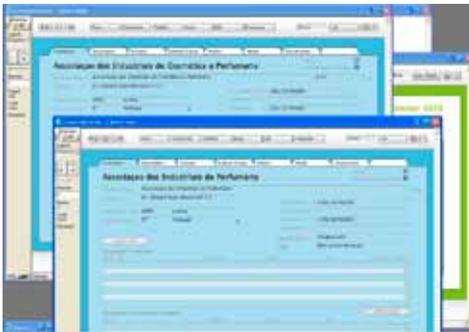
Our MapFly program has been distributed to all municipal administrations in the Brussels Region. Our target market nonetheless extends beyond the public sector and also includes all parties involved in area management, whether for localisation purposes (promotional distribution, transportation logistics, duty pharmacists, sidewalk accessibility, etc.) or for land management (management of town planning permits, building developments, town planning projects, etc.).

**Some of our clients include:** all 19 municipalities of the Brussels Region, the municipality of Fontaine-L'Evêque, AATL (Public Service for Housing and Special Planning for the Brussels Region), the IBGE (Brussels Institute for Management of the Environment), the BRDA (Brussels Regional Development Agency), Glaverbel, SNECMA, the FWA (Walloon Agricultural Federation), and others.

## Innovative aspects/Advantages

MapFly is the first program which, for the Brussels Region, makes the basic map data for "Bruxelles UrbiS" (Brussels map foundation layer managed by the BRIC (Brussels Regional Informatics Centre)) accessible to all by way of simple and intuitive software. Going beyond elementary management of the basic map of Brussels and its intrinsic data, MapFly allows the user to overlay customized information onto the map (graphics and databases). The user can define the setup of data management interfaces in numerous formats, including Web pages.

In order to accommodate customer-specific developments, BGI has included the capacity to program Visual Basic extensions for MapFly.



**General description**

Founded in 1999, and centrally based in Brussels, BH&A is a FileMaker-based management database consultancy, training & development company. BH&A's business is based on FileMaker & its associated technologies such as XML, PHP, C++ and Joomla, ensuring all BH&A solutions run on both PC and Mac platforms. BH&A develops and adapts basic modules and markets its own, "off-the shelf" adaptable solutions, complementing these with consultancy, training and support. BH&A is one of only two Platinum-level Members of the FileMaker Business Alliance (FBA) in Belgium and one of the major FileMaker developers in Europe.

**Developed products**

**Made to measure solutions**

BH&A offers a wide range of business database management related services, from the supply of standard or modular packages to bespoke developments, targeted mainly at SME's, communication agencies, national and international associations.

**Contacts&Events**

Developed with international associations, Contacts&Events is a unique Association Management Software that allows users to manage the complexities of contacts with multinational,

governmental and inter-related organizations in a system that is both sophisticated and easy to use. The integration of this powerful tool with a comprehensive event management package provides all the elements necessary to ensure a successful congress, training seminar or conference without having to juggle between several different programmes.

Standard functionalities include contact management, the ability to share a centralized database, integrated event management, including subscriptions and invoicing...

**BeCreative**

Faced with a growing demand from communication agencies themselves for a simple yet powerful solution that would allow them to focus on their creative work, BH&A naturally developed BeCreative with end-user involvement from the outset, from creatives and lay-out teams to accounts and production people. Targeted directly at agencies, publishers, DTP companies & designers, BeCreative is the first creative project management software based on FileMaker, ensuring it can run both Mac and PC environments.

**Training**

BH&A offers numerous modular or standard FileMaker training programs, in French & English, including both FileMaker Pro and FileMaker Web Publishing. FileMaker Belgium has relied on BH&A every year since 2004 (FileMaker 7) to launch FileMaker upgrades and new versions to the greater public. BH&A has developed long term partnerships with most of its clients offering them support, training & counselling every working day, with average on-site response times usually faster than 2 hours.

**Targets and References**

- SMEs with 5 or more work stations
- National and international associations
- Communication agencies, design companies, DTP & publishers...

**Références**

([http://www.bh-a.com/ref\\_1.1.html](http://www.bh-a.com/ref_1.1.html))

**Innovative aspects/Advantages**

BH&A business solutions - whether "made to measure" or adaptable - are always based on FileMaker technologies, ensuring the flexibility later developments will require, combined to FileMaker's robust technologies, compatible with both PC & Mac environments. BH&A's Platinum membership within the FileMaker Business Alliance translates into unparalleled professionalism & service levels.

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Benoit HAUGLUSTAINE

**Function**  
General Manager

**Date of Establishment**  
1999

**Number of Employees (in Brussels)**  
6

**Turnover (€)**  
500 000

**Activities in other countries**  
France, Switzerland, Italy, United Kingdom, The Netherlands



# BLUE4YOU

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Jean-David De Lathouwer

**Function**  
Business Development Manager

**Establishment date**  
2003

**Activities in other countries**  
European Union

## General description

Blue4You is a trend-setting interactive communication agency located in Brussels. "Fine Art in Web Technologies" is what we stand for.

Our approach revolves around the combination of 3 essential skills: Strategy, Creativity and Technology.

While Strategy always claims the leading role, all 3 skills are constantly pushed towards Excellence by a team of talented professionals who place customers' satisfaction at the very heart of their commitment. Doing so, Blue4You develops rich customer-tailored communication tools delivering strong results to an increasing range of institutional and corporate customers. Not to mention a selection of innovative in-house projects that are constantly on the move !

As we deeply believe that communication is a state of mind, we endeavour to offer a fulfilling and rewarding work environment to our team. Doing so, we have gathered a great bunch of talented people whose faithfulness is equal to our customers'.

## Developed products

Nomadmailer is a made-to-measure multi-user, multi-language, multi-level e-newsletter generation tool allowing to blend inputs from a central organisation with those of its local relays.

As such, Nomad allows a central organisation to address the end-readers in their own languages with a mix of general themes and local issues; in-line with Communication Best Practices.

Amongst other features, Nomad allows a central organisation to:

- Manage its library of e-newsletters
- Create an eye catching html newsletter
- Share it with its local relays to adapt some contents
- Manage all lists of subscribers
- Send, on the fly, all modified versions of the newsletter; this centrally or locally
- Enrich the communication with add-ons such as statistics, polls, thematic forums or comments ...

Nomad mailer is specially designed for the institutions and corporations who wish to achieve optimum 1 to 1 communication with their end-readers.



## Targets and References

Thanks to its high versatility, Nomadmailer is the ideal proactive communication tool for multi-level organisations such as:

- International Institutions
- Corporations with different departments or local subsidiaries
- Local administrations
- Political parties and unions
- Franchisers
- ...

Nomadmailer has namely been implemented at the European Economic and Social Committee (EESC) to allow each of the EESC 344 local members to send their own version of the institution newsletter blending EESC and personal issues in all European Community languages.

## Innovative aspects/Advantages

Nomadmailer is a multi-level/multi-user/multi-language e-newsletter generation platform allowing to build e-newsletters that may gather central (originating from the "parent" organization) and local (originating from the "children" organizations) inputs in many different languages.

The typical Nomadmailer e-newsletters is split in different zones. Some of these zones are kept for the central organisation to communicate on general themes while others can be used by local relays to address their own issues. In some cases Besides, a personalised introductory text can be added by the local relay.

All features issues such as graphic environment, structure of the contents, functionalities or languages are project-tailored and customized at the time of activating your Nomadmailer platform.

By blending local and central inputs, Nomad mailer will allow you to enrich your communication approach.



# BLUEVISION

## General description

Bluevision is specialized in Web-based Intelligence Solutions. Bluevision develops innovative applications which can be accessed through an internet browser. Bluevision's focus is to simplify the flow of information in organizations, optimizing security of corporate intelligence and reducing operational costs. The following activities are among our main practices:

- Document Management and electronic archiving software
- E-business and development of applications for exchanging and routing of information
- E-commerce and online sales
- CRM web-based
- Development of tailored software solutions

## Developed products

### Bluevision CRM

100% web-based customer relationship management software

### Bluevision Smart Document

Modular document management solution, based upon optical character recognition technology of IRIS. Scanning of documents, automatic recognition of content and digital routing of documents are amongst the functionalities of this web-based application. This modular solution can easily be adapted to the activities of a diversity of sectors (including Transport and Logistics, medical sector, horeca, public administrations).

### Bluevision Smart Invoice

Software solution for approving processes and archiving of supplier invoices, with a direct link to all well known accounting software programs available on the market.

### Bluevision Intranet

A flexible intranet solution with possibilities of sharing disk space and agenda's, interactive work environment, project and task management system.

### Bluevision Project Manager

Project management solution which is completely web-based and user friendly.

## Targets and References

- Small and medium sized businesses
- Hospital organizations
- Horeca
- Transport and Logistics
- Construction businesses
- Service organizations

## Innovative aspects/Advantages

- Solutions 100% WEB-based perfectly fitting to organizations with multiple locations!
- Partner of IRIS and Adobe!
- Modular based applications which can easily be adopted to each working environment!
- Hosting of applications for centralisation of security and backups!

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Jean-Denis SCHAMPAERT

**Function**  
Development Manager

**Date of Establishment**  
12 July 2004

**Number of Employees** (in Brussels)  
3

**Activities in other countries**  
Luxembourg, France, The Netherlands, Middle East



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Jean-Louis VAN MARCKE

**Function**  
CEO

**Date of Establishment**  
1999

**Activities in other countries**  
Belgium, France, Germany,  
Ireland, Luxembourg, Sweden, The  
Netherlands, United Kingdom

## General description

Bobex, specialist in B-to-B and G-to-B marketplaces

Bobex offers solutions that improve business relations between buyers and suppliers. On these 'business-to-business' as well as 'government-to-business' trading platforms, supply and demand are matched through on line request for proposal system. Buyers submit their requests for quote and matched suppliers can bid on line.

The Bobex marketplaces are used by more than 100.000 professionals in Europe. They use Bobex to submit and manage their requests for proposal for non strategic purchases. Bobex creates private procurement platforms (customized sourcing applications) as well as open b-to-b marketplaces (see www.bobex.com).

## Developed products

### Matching buyers and suppliers

The Bobex applications offer comprehensive solutions assisting buyers to enhance productivity and reduce costs. These platforms help organizations optimize their sourcing processes, from definition of requirements to supplier management, negotiation and supplier selection. Bobex streamlines the processes by empowering employees and suppliers to collaborate. This results in decreasing process costs and cycle times.

The platforms are delivered in ASP mode and thus require no investment in infrastructure. Bobex also offers a vast range of customized solutions to rapidly create new marketplaces. Solutions are implemented in a matter of weeks.

## Targets and References

The Bobex know-how and methodology already delivered significant results with more than 100.000 European companies (large corporations, SME and public administrations) use the Bobex sourcing tools.



## Innovative aspects/Advantages

### Customized solutions

- Bobex is the leading operator of horizontal on line marketplaces in Europe
- The company offers open and private sourcing solutions
- The infrastructure can process a large amount of requests for proposal (RFP)
- The proposed solution allows for a significant reduction of the costs related to sourcing activities
- Procurement processes and performance are hereby also optimized

# BUSINESS SOFTWARE CONSULTING (BSC)

## General description

Founded in 2003, Business Software Consulting (BSC) is dedicated to enhance STP level in Back-offices' daily control operations.

Using our 'XMS' software, we implement STP Control solutions (XMS stands for "eXtensible Matching System") that reduce operational costs. Flexible and scalable, our XMS solutions are fully customizable to easily cope with your customer needs, bank's requirements and their respective legal obligations.

XMS systems are based on proven technologies (Java, SQL, and Applications Servers) to ensure stable scalability. This allows us to server major institutions as well as medium to small size institutions among our customers base.

As a visionary company, we are persuaded that Business Intelligence platforms allow better control and reporting of the underlying data. Therefore we have integrated this technology inside our XMS solutions to provide unlimited real-time dashboards.

XMS Project management is always handled internally, and local interventions are either conducted by partner's resource or by internal staff depending on time frame and project size.

## Developed products

BSC's solutions portfolio ranges from 'black-box' systems up to configurations supporting hundreds of simultaneous international users. As a Generic STP Control Architecture, XMS can be seen as a "tool-box" operating in the Control, Reconciliation and Operational Risk fields.

Below is an example available solutions in different Business areas:

- Cash reconciliation (nostrii and internal accounts)
- Securities reconciliations (transactions & Statement of Holdings)
- Forex & Money Market (3-way confirmation reconciliation)
- Related operations

## Targets and References

Banks, Private Banks, Business-to-Business providers (Outsourced Processing), Application Service (HUB configuration), etc.

**References:** on demand.

## Innovative aspects/Advantages

XMS is a generic platform => major advantages: Ability to integrate all standard and non-standard message formats: SWIFT, SIC & EUROSIC, SECOM,

CODA, flat files (CSV, ...), EXCEL, XML, EUCLID (Euroclear), ...

User-defined Business Rules (setup parameters - no coding) e.g.: comparison rules ("matching", control and reconciliation); alert, sorting and search criteria, risk attribution rules, etc.

Output adaptability (flexibility depending on: reconciliation type, user profile, etc).

### Matching logic key abilities

- Multi-source reconciliation
- One to one, one-to-many and many-to-many reconciliations (n to m)
- Unlimited reconciliation scenarii (matching rules sets)
- Unlimited reconciliation rules per set (matching rules)
- Restrictions (filters) on matching set (reconciliation scenario) and/or on rule. For example: a specific scenario can be applied to a specific group of accounts, or a specific rule can be applied to the processing of all transactions belonging to a given type, etc.
- Any data field of the record can be used as a criterion in a comparison rule
- Advanced aggregation functions allow reconciliation with tolerances (e.g. to eliminate rounding errors, etc.)
- Possibility to add complementary data fields (e.g. for internal references)
- Data enhancement capability to get rid of poor/weak data, incomplete information, differently/misquoted referenced information
- Multiple matching process (a given transaction can be simultaneously offered in several reconciliation proposals)

In STP mode, XMS allows to:

- Enrich, enhance & complete an information (data flow)
- Convert from one data format to another (e.g. from Excel spreadsheet to SWIFT messages, etc.)
- Generate messages (on any format) and connect to the ad hoc interface for delivery
- Connect to other systems involved in the workflow (front, middle and back office tools, inter-bank messaging tools)
- XMS eliminates manual data entry, encoding and verifications. Information conveyed through different systems is totally under control and monitored in order to guarantee a smooth STP workflow.

XMS eliminates the need of manual data entry, encoding and verifications.

Information conveyed through different systems is permanently monitored in order to guarantee smooth STP workflow.

### From a technical angle, XMS key aspects are:

- n-tier architecture
- JAVA based platform
- XML native design
- SQL RDBMS
- "in & out" multi protocols connectors

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### Contact person

Eric BELVAUX

### Function

Sales Manager

### Date of Establishment

15 July 2003

### Number of Employees (in Brussels)

6

### Activities in other countries

Switzerland, Luxembourg, France



# CALLATAY & WOUTERS

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 www.cw-thaler.com

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 Tanguy DU PARC

**Function**  
 Marketing & Communications Officer

**Date of Establishment**  
 1983

**Number of Employees** (in Brussels)  
 450

**Turnover (€)**  
 67 000 000

**Activities in other countries**  
 Luxembourg, France, United Kingdom, The Netherlands, Switzerland, Singapore, Dubai, Moscow, Jakarta, Germany, Australia

## General description

Callatay & Wouters is a leading software and services provider for the banking and finance industry. Founded in 1983, the company now employs over 550 highly skilled specialists who are armed with dual competency in both information technology and the banking professions. Callatay & Wouters has successfully delivered its solutions to numerous banks, several of them being members of international groups, such as Fortis, ING, BNP-Paribas, Rabobank, Commonwealth Bank Australia. The company has developed a strong network of partners and integrators. The company recognizes strong annual growth, while maintaining a remarkably healthy balance sheet and high profitability. Forty percent of its capital is held by institutional investors and 60 percent by its founders. The quality of solutions, high degree of specialization in the banking sector, as well as experience gained from the numerous projects, are the key factors that have contributed to the success and the current reputation of Callatay & Wouters.

## Developed products

Thaler is an integrated banking solution designed to manage the products and operations for securities, deposits, loans, payments and treasury. The solution also offers an Internet-based front-office for end customers and branches.

## Targets and References

Thaler is currently used by 40 banks in 15 countries, representing the major banking domains of retail, private and wholesale. Several of them being members of international groups, such as Fortis, ING, BNP-Paribas, Rabobank, Commonwealth Bank Australia.

## Innovative aspects/Advantages

Thaler enables banks to grow in size and presence and supports quick time-to-market of a variety of products and services to strategically differentiate against competitors. The high degree of automation and the online feeding of the accounting and analytics layer results in an important reduction of a bank's operational costs and risks.



# CATHARSYS CONSULTING

## General description

Catharsys Consulting Group has been offering advice and support to the business community for over 10 years now. Its fields of expertise are training course design, talent management, HR administration, outside resources management and software development.

It relies on the expert knowledge of its staff and partners in HR and ICT.

It operates according to the principle of making its expert knowledge and resources available in the light of its customer needs.

### 3 modular services

- A «Total Customer Solution» analysis or wall-to-wall management of the customer's needs.
- Software packages, such as «eTIMS®», a training management tool created on the basis of close cooperation between HR experts and ICT specialists.
- «Business Process Outsourcing» resources or the operational management of all or part of the HR process by committed Catharsys staff.

## Developed products

Etims® is a Web Based Training and Certification Management Tool

It includes:

### System Administrator

- Users Management (administrators)

### Company Administrator

- Users Management (Personnel Members, Line Managers, SPOCS)
- Organization Structure management
- Maintenance

### Training & Certifications Administrator

- Users Management ( Training Assistants)
- Ressources
- Rooms
- Suppliers
- Training Catalog
- Certifications
- Costs Models
- Maintenance

### Training Assistant / coordinator

- Sessions Mangement
- Ongoing Training Requests
- Sessions Costs
- Certifications Management

### Personnel / Team Member

- Training / Certification History – Ongoing Requests – New Requests – Personal Data

### Line Manager

- Team training History – Ongoing Requests – New Requests – Personal Data

### SPOC (Single Point of Contact)

- Ongoing Training Sessions & Related Rooms

## Targets and References

- Telecom Sector: Mobistar
- Automotive sector: D'leteren
- Leasing: D'leteren Lease

## Innovative aspects/Advantages

eTIMS® software was build using the Model Driven Architecture® and was implemented with the Model Driven Environment Computer-Aided Software Engineering of WebRatio® who generates automatically a Web Application in a JAVA framework.

This allows the software to be independent from the hosting's technical environment.

The current version uses a Web Server TOMCAT who's functioning on a SUSE(Linux) operating system and a MySQL database.

It could be as well hosted on a Windows Server, with a SQL database and a JBOSS Web Server.

The end user is free to use his/her favorite Web Browser (IE 6.0 or 7.0, Firefox, Safari, ...).

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### Contact person

Bruno VITS  
André NICOLAY MSc

### Function

Managing Director  
ICT and R&D Manager

### Establishment date

11 December 1997

### Number of employees (in Brussels)

9

### Turnover (€):

505 118



# CO-LINK

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**Function**  
COO

**Date of Establishment**  
1996

**Number of Employees** (in Brussels)  
15

**Turnover (€)**  
2 000 000

**Activities in other countries**  
Luxembourg, The Netherlands,  
Germany, Switzerland, Ireland,  
France



## General description

Co-Link is a 14 years old company developing the leading reporting software for all kind of investment funds.

Founded in 1996 and based in Brussels, the company has gained a strong know-how to successfully market its products and services to the finance industry, and the investment fund segment more particularly.

Our software tools and consulting services drastically maximize the funds reporting efficiency by improving quality, integrity and security.

## Developed products

From any source data, the reporting process for regulatory reports or any investor and professional document is automated. With flexibility and autonomy, the reporting team will meet all clients' requirements and satisfy all legal contexts (European and off-shore).

Co-Link's software suite is the most global reporting solution available in the investment funds industry.

Our core product, Co-Reporter®, is a database publishing solution aimed at generating fully customizable reports to meet all specific needs (in form and contents). This applies to any kind of funds (retail or institutional, hedge funds, etc.) in any legal context, from IFRS to any local GAAP. It generates automatically in any language and in the most efficient way all kinds of reports like:

- Legal reports
- Prospectus
- Periodic professional reports
- Facts sheets
- Other regulatory reports

Co-Reef®, an MS-word plug-in allows users to build their own templates with simple drag-and-drop actions This tool combines the flexibility of a word processing with the integrity of a database publishing solution

This powerful edition engine can be linked to Co-Reporter® or any other database.

Co-Filer® is a reporting engine that fully automates any local regulators filings e.g. BCL, CSSF, SIAG reports for Luxembourg investment management firms, EZB reports for German asset managers, FAR reports for Cayman Funds business... Our latest innovation, Co-Stream® is a front-end product to share online documents and information during reports preparation, in order to maximize process efficiency by emphasizing control and traceability. This front-end product is not intended for the team of specialists creating reports, but for the clients and for the outside actors such as the final customer, the customer administrator, the accountant, the translator, the legal department or the auditor.



Would you need more information, please contact us at +32.2.510.05.20 or e-mail us at moreinfo@co-link.com www.co-link.com

## Targets and References

Co-Link solutions currently automate reports for 9.000 funds spread over 400 promoters. Amongst our best references (third party administrators), you can find Crédit Suisse, BNP-Paribas, Caceis Fastnet, Banque Privée Edmond de Rothschild ...

## Innovative aspects/Advantages

As the asset management industry constantly evolves, the reporting needs have highly increased and are becoming more and more complex.

### Our mission is:

- To develop powerful products which enable our customers to deliver on time all kinds of reports with reliable and accurate information in the right format
- To offer a range of targeted tools to optimize the automation and integration by facilitating internal and external flows

Our strong financial and IT expertise and our high flexibility will help our clients to drastically simplify and improve their reporting process while reducing costs.

# COCKPIT GROUP

## General description

Cockpit Group is a Brussels based company, whose mission is to improve organization's performance by providing them with measurement processes & tools based on visual indicators, supporting them in their decisions.

20 business and IT consultants have been sharing their experience on more than 200 projects with the objective to provide added value to data.

They bring their support to organization through different means: training, projects, audits or on-demand specific competences...

The major benefits of our approach are to define a dashboard that will provide you with a global view on your activities. As a consequence, you will have a better time management during your meetings on the one hand, and a growing ability to anticipate major dangers on the other hand. This gives you the opportunity to focus on other tasks, which are essential to ensure the development and profitable growth of your organization or to manage crisis. Simultaneously, the Cockpit method will ensure a better strategic alignment of your managers thanks to the definition of clear objectives for everyone

## Developed products

Cockpit Group has developed expertise and acquired experiences to support you define, implement and monitor your performance management capability.

Our services combine business as well as IT expertise and are structured along 6 steps to bring added value to your data.

**Translate strategy into operational terms:** The key drivers will be identified to enable operational performance measurement while strategic initiatives definition will ensure the execution of the 5 year vision.

**Define decisional support needs:** The dashboard structure definition, the selection of adequate KPI's and their visualization are the key elements of this step.

**Translate decisional needs into IT requirements:** When your dashboard has been defined as well as parameters associated to each KPI, you know exactly which information is required. This step will lead to select the best IT architecture to collect whole necessary data to produce your dashboard.

**Collect data:** The centralization of the necessary information for KPI's visualization and analysis.

**Structure data:** Cockpit Group can help you implement your decisional databases: define the appropriate model (Star model, OLAP cubes, Datamarts, framework...); select levels of aggregation and estimating data sizing; ensure consistency and data validation.

**Present and provide added value to data:** Develop ergonomic visuals or improve the reports' visualization and represent them by dynamic and interactive dashboards. Finally, centralize them into a collaborative portal as a single point of access for reports/visuals.

Cockpit Group is creating the visuals with the technology (Excel, BO Xcelsius, Cognos, Microstrategy, Qlikview, Performance Point, Arcplan...) available in its customers organizations but has also developed 2 additional portals:

- A Cockpit navigation portal that allows you to navigate through your KPI's and visuals of your performance dashboard. This portal can integrate visuals developed with various BI softwares (Arcplan, Cognos, Xcelsius, Microstrategy...) and also includes different functionalities to facilitate the performance monitoring such as action plans, comments etc...
- A data acquisition portal that enables the data owner to centralize their external data (Excel, csv or manual data) into a datamart without any support of the IT team. This portal also helps the data owner to validate his data before it has been updated into the visuals.

## Targets and References

Our expertise in KPI's definition and implementation relies on **17 years of experience** and dashboard implementation for customers in several sectors. Companies like Accor, Siemens, AGC Europe (ex-Glaverbel), Chiquita, ORES, Lego, Fluxys, Curver, IOC, D'Ieteren, NRB... , several SME's like WIN, BIA, Cetrel, Design Board,... and public organisations such as the CERN, Cliniques Universitaires Saint-Luc, STIB, Foundation Against Cancer, ECA VAUD, FIBA... have trusted our approach to define and implement their decisional dashboard.

## Innovative aspects/Advantages

The main advantages of our approach are:

- Pragmatism: technical solution dedicated to different BI solutions
- Ergonomic: user-friendly navigation and easy comprehension
- Quick implementation: autonomy of our customers in a few months
- Connectivity: use of your existing databases to feed the visuals
- Autonomy: low IT support needed.

The innovative aspects come from the fact that our performance portal can be adapted to various BI solutions. Thanks to our experience with all our customers, its functionalities are created to facilitate the management meeting and performance monitoring.

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**Contact person**  
Isabelle SERVAIS

**Function**  
Assistant to CEO

**Establishment date**  
1989

**Number of employees** (in Brussels)  
14

**Turnover (€)**  
3 000 000

**Activities in other countries**  
France, Switzerland, Luxembourg



# COLLIBRA

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**Function**  
CEO

**Establishment date**  
19/06/2008

**Activities in other countries**  
global

## General description

Collibra is an enterprise software company integrating with and adding Business Semantics to all major SOA, EAI, Data Integration and BI vendors. Business Semantics Management defines the specific meaning and context of key business assets (e.g. 'customer', 'product', 'interest rate',... ) for organizations, converting them into clearly defined business facts and rules compiled in a 'Business Semantics Glossary'. Collibra enables you to involve all stakeholders in defining and governing your business assets, to leverage these assets to drive integration (SOA, EAI, Data) based on the shared business context instead of risky ad-hoc solutions, and to put your BI reports into context.

## Developed products

**Business Semantics Glossary** lets you collaboratively define and govern the meaning of your business assets in their business context. In a familiar web-based, wiki-like interface, organizations can manage their business vocabularies, facts and rules.

**Business Semantics Studio** is an Eclipse-based tool suite that enables IT professionals to tie the technical models, data sources or applications to the meaningful business context using powerful semantic and context-aware mappings.

**Business Semantics Enabler** is a run-time server that leverages your current IT infrastructure by deploying real time data services to automatically integrate applications based on the shared business context.

## Targets and References

- SCA Packaging
- Department of Economy, Science and Innovation
- Departement Education

## Innovative aspects/Advantages

### Drive your IT integration from a business context

#### Business Metadata Management

Manage your business context to transform data into meaningful information.

Lack of context leads to semantic conflicts and gaps, which are costly, risky and reduce agility. They lead to miscommunication and IT failure. Business Metadata Management helps you to identify and solve these gaps and achieve semantic intelligence.

#### Semantic Integration

Let the business context, shared by business and IT, drive your integration needs. Leverage your current investments by semantically mapping them to the business context.

Apart from valuable documentation and a source of insight and alignment, you can operationalize this business context by automatically generating canonical models in UML, XML (XSD), or databases. Automatically integrate different applications and data sources by deploying these semantic mappings as data services on your middleware for a closed-loop information integration and management architecture.

# CONTACTOFFICE

## General description

### ContactOffice Virtual Office service

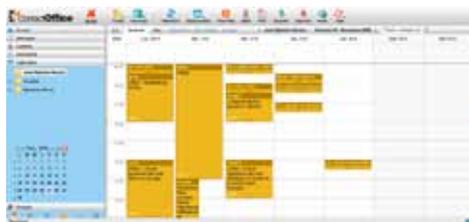
Leading European software developer and ASP for mobile communications applications since 1999. More than 450 000 users are presently managed by ContactOffice.

A team of 10 people with complementary skills and a highly experienced R&D team.

The virtual office is available in the following languages: Dutch, French, German, English, Italian, Portuguese, Spanish and Swedish, and is delivered to companies all over the world.

Participations of NetHolding: one of the leading content players in the Belgian market with stakes in Essentialist, SMSforEver, ContactOffice, Express, LinkCity.

Backed by strong financial partners.



## Developed products

### Access your office from anywhere

The ContactOffice virtual office suite includes all the applications needed for organization, planning, administration and management of your work: Calendar, Webmail; document management, task management address Book, ... It allows to create or join groups in order to collaborate, communicate and exchange data with people sharing the same interest.

ContactOffice positions itself as a central repository for data where people can access their data through: Web, Wap, GPRS, SMS, Pocket Explorer and synchronization with PDA's and organizers.

## Targets and References

- Orange (Belgium)
- Sciences po (France)
- Offixs (USA)
- TNT (Belgium)
- GlobalOffice (The Netherlands)
- Fnaim (France)

## Innovative aspects/Advantages

### By integrating our application you will be able to:

- Reduce cost of ownership and maintenance charges with a solution that is less expensive than individual components or traditional in-house systems
- Reinforce relationships with employees or customers by offering them mobility and value added services
- Benefit from the latest technology and stay up-to-date at no risk thanks to a partner that totally controls its development

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**Contact person**  
Patrick DE SCHUTTER

**Date of Establishment**  
1999

**Activities in other countries**  
Belgium, France, The Netherlands,  
United Kingdom, USA, Sweden,  
Spain, Switzerland



# DECIS

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Denis DRESSE

**Function**  
Delegated Administrator

**Establishment date**  
1992

**Number of employees** (in Brussels)  
8

**Turnover (€)**  
1 000 000

**Activities in other countries**  
France, Switzerland, Luxemburg and Portugal



## General description

**DECIS** was created as a spin-off of department of Management Mathematics (ULB-SMG) in 1992, specialised in information technology linked to decision-making processes.

Over time DECIS specialised in 2 areas:

- **People management**  
+ time and access control hardware
- **Geographical Information Sytem (GIS)**  
+ embedded hardware (PDA, GPS, GPRS)

## Developed products

### DECIS StaffPlanner

Planning management software:

- Building of schedules in a manual/automatic mode
- Holidays, illness, absences monitoring
- Mobile staff management
- Transmission of hours to the pay department
- Checking's versus schedules (levelling) + Access control
- Powerful and flexible reporting
- For medium and large organisations (over 3000)
- On main databases: MS-SQL, Oracle, Sybase, Informix, Firebird.

This suite includes the time profiling and access control modules (STPTIME), the pay module (STPPAY), the STPNET Web consultation module and HR management (STPeople).

### DECIS GeoSupport

Cartographical software for vehicle tracking:

- GeoTeam (building of teams onboard vehiclesTalk (callcenter with and between vehicles)
- GeoTalk (callcenter with and between vehicles)
- GeoCollection (cartographical tool for designing rounds)

This suite closely integrates with the StaffPlanner suite offering a unique management tool for the monitoring of vehicle fleets and especially with the problem of wastage.

### DECIS TimeKeeper

Timesheet management software:

- Simple interface for timesheet encoding
- Rich reporting for project monitoring
- Data exportation to invoicing systems...

## Targets and References

- **DECIS StaffPlanner:** hospitals and labour-intensive organisations (Saint-Luc University Clinics, Liege University Hospital Centre, Edith Cavell Hospital...)
- **DECIS GeoSupport:** organisations whose activities are deployed spatially (IBGE, Bruxelles-Propreté, Roads authority, Maq Electronic, CRIB, Alcatel...) or active in the area of waste collection.
- **DECIS TimeKeeper:** IT teams, law offices, research centres, fiduciaries... All professions where work is organized in cases or tasks.
- **Development of applications:** Any organisation: Procter & Gamble, Awiph, Bruxelles-Propreté, European Social Fund, Simone Pérelle Bénélux...

## Innovative aspects/Advantages

- **StaffPlanner:** Automatic planning on the basis of "Constraint Programming". An extremely complete solution, allying itself with ERP, spanning planning to the preparation of pay, taking into account levelling and access control. This planning solution has been validated on large sites.
- **GeoSupport:** In the area of waste collection, we are unique in offering a totally integrated solution spanning from staff planning, access control and time profiling of these staff, the planning of collections, their teams and vehicles, to the real-time monitoring of the execution of these rounds.

# DISA

## General description

DISA specialises in computer consultancy and IT, as well as in evaluating clients' situations and proposing material and software solutions.

DISA specialises in IT auditing, which allows users to gauge the status of their computing equipment at any given time (and thus, if necessary, to take remedial action).

DISA also specialises in custom application development and has extensive experience in database management (software for real estate agency management, time management, data backup, invoicing, etc.)

DISA also has twenty years' experience in hardware sales, configuration and installation (from office computers to company-wide networks, including the Internet and security management, etc.).

Finally, at DISA, we know how to explain complex technical concepts using simple terms for non-technical audiences.

## Developed products

### Products

#### Disamo

Real estate brokerage software (approximately 100 clients in the real estate sector) which facilitates the management of goods in a portfolio and ensures precise, quick and efficient customer follow-up.

#### Prestemps

Time management software which allows for the entry of services carried out in order to establish invoice amounts or to know how time is spent.

#### Disafact

Invoicing, financial analysis and document management software for small and medium businesses. Extremely simple to use software that nonetheless has all the features a small business or independent professional needs to know what amounts are to be paid in and paid out. This software makes it easier to prepare bills or credit notes.

### Services

#### Consultancy

We evaluate the situation and propose optimal it solutions (hardware and software) in light of the business' specific needs. Thanks to twenty years' experience, we can deal with your problems in a knowledgeable manner.

#### Audit

We take a "snapshot" of your computer equipment to determine your strengths and weaknesses.

## Targets and References

- Small and medium enterprises (from 1 to 50 computers)
- Real estate agencies (Victoire Properties, Immo Références, etc.)
- Any small or medium enterprise, or very small business, which is having IT problems or which is seeking appropriate and reasonable IT services.

## Innovative aspects/Advantages

### Communication

In a field as complicated as IT, it is sometimes useful to use simple terms to explain things to individuals who do not have an IT background.

### Competence

Thanks to twenty years' experience, we can offer efficient ways of addressing problems with concrete solutions.

### Availability and efficiency

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#### Website

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#### Contact person

Eric DEROVER

#### Function

Administrator

#### Date of Establishment

1989

#### Turnover (€)

180 000



# DS IMPROVE

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Guy DE SMET

**Function**  
CEO, Sales Director

**Establishment date**  
29 November 1999

**Number of employees** (in Brussels)  
43

**Turnover (€)**  
2 250 000



## General description

DS Improve is a Belgian company specialized in IT services and tailor-made software development. During its 10 years of expertise, with the help of its own R&D department, the company also developed and edited some in-house software. Core activities are software development, consulting, ICT support & maintenance and visual communication. Strong fields of expertise cover virtualization, open source and 3D real-time programming.

## Developed products

### Haeva

The real-time 3D engine Haeva has been developed by DS Improve to help architects and real estate promoters with real decision and marketing tools.

## Targets and References

### ■ 3D Architecture / 3D Urban planning

We bring to the urban planning and construction industry an efficient and flexible tool which constitutes an alternative to traditional scale models.

We recreate virtually the area of interest and we take care of the real estate project's integration into the existing area.

### ■ Institutional / Museums

We bring cutting-edge technologies used in the gaming industry to promote the cultural heritage of a city/a region during shows/exhibitions or as permanent setups in museums.

We recreate virtually the historical area and enable the visitor to navigate freely with the possibility to time travel as an option

### ■ Custom technology

We also provide the internally developed custom technology as well as the high-end 3D visualization hardware & display setup to present the real estate project in the best conditions, enabling free movement and observation of the points of interest from different points of view.

Other products

- DS Estate (software for real-estate agencies)
- e-Consulting (software for managing human resources, timesheets, projects)
- DS Audit (software for managing onsite auditing resources)

See our websites [www.dsimprove.be](http://www.dsimprove.be), [www.dses-tate.be](http://www.dses-tate.be), [www.immo3d.be](http://www.immo3d.be)

From the SME to the large company, DS Improve worked within its 10 years of activity with more than 400 clients, including Fabricom, Glaverbel, Siemens, Belgacom, Isabel, ...



## Innovative aspects/Advantages

### ■ Fully Interactive

Real-time interactive 3D allows you to navigate freely inside the reconstructed environment, in contrast with a movie where you are totally guided and unable to choose your position or view angle. Moreover with real-time 3D it's easy to instantaneously compare various versions of a same building by simply pressing the keyboard.

### ■ Big screen & projector

Real-time interactive 3D gives its full potential on large displays and projector rooms.

### ■ Stereoscopy

Significant progresses have been realized these last years concerning stereoscopic 3D view. Progresses were made in term of quality and in term of affordable prices for the solutions.

### ■ Web 3D : 3D on the Internet

We can produce high-quality virtual models that are optimized for the web and accessible to multiple users. We adapt the display resolution for the web and reduce the effects and models complexity comparing to our standalone solution for large displays.

### ■ Mobile 3D : Apple® iPhone® & iPod Touch®

We can produce high-quality virtual models optimized for the Apple® iPhone® and iPod Touch® platforms.

# ECOSOFT



## General description

Ecosoft is a young dynamic company which has combined its IT skills and specific business expertise in the field of the real estate administration. Ecosoft has developed a complete set of programs which have been integrated into a coherent software package.

## Developed products

- **EcoSyn:** for the management of the expenses
- **EcoGes:** for handling the goods under management
- **EcoSoft:** EcoSyn + EcoGes
- **EcoBur:** for the administration of the static data: contracts disasters works etc
- **EcoAG:** for the management of the general assemblies using optical reading (bar codes)
- **EcoWeb:** Interactive Web site for querying the client accounts and the general ledger

All our products are written in Java (object orientation design) and run on any type of network (client server / terminal server, Citrix).

Supported DBs include: Sql server, DB2, Oracle, etc.

Our products are tri-lingual: french, dutch, english  
Interfacing with other softwares is straightforward.  
Microsoft Access is used as a standard reporting tool.

## Targets and References

Real estate managers, assets managers, insurance companies, banks, etc. any type of player involved in the properties management.

We have clients all over Belgium: Brussels, Liege, Charleroi, etc.

## References

Coclet-Bradley, Generali, Fimbrux, GVA-Grimley, etc..

## Innovative aspects/Advantages

The whole functionality of the package is the result of 20+ years analysing and serving the business of properties management, including hands on experience in this field.

Ecosoft is certainly one of the most matured and complete software in this arena.

Our offer is permanently updated in compliance with the rules of the various regulatory authorities and using the modern technologies, Internet, etc  
And, last but not least, at a very competitive price!

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**Contact person**  
Jean ELMER

**Function**  
Manager

**Date of Establishment**  
2002

**Number of Employees** (in Brussels)  
3

**Turnover (€)**  
180 000



# EFFICY (INVEMACO)

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www.efficy.com

**Contact person**  
Cédric PIERRARD

**Function**  
CEO

**Date of Establishment**  
2005 (take over of a company existing since 1998)

**Turnover (€)**  
1 800 000

**Activities in other countries**  
Belgium, The Netherlands,  
Luxembourg, Germany, France,  
United Kingdom



## General description

### Efficy, The CRM specialists

Invemaco started in 1998 as a consulting company for "contact management software". In 1999 Invemaco took over 2 companies who had been distributing CRM software for over 10 years in the Benelux and France. In 2005, new shareholders invest in Invemaco to develop a new modern solution with the objective to be the new CRM reference of the European SMB-market: Efficy. In 2006, the official launching of Efficy propels Invemaco into the competitive market of CRM-software editors and now 25 people are active to support a 200 user/month growth (approximately 350 customers and 7000 users + 7000 extranet users). In 2009, Invemaco is rebranded as Efficy in order to focus on the main product: Efficy CRM.

## Developed products

### CRM Software

The term CRM is fairly new but in reality Customer Relationship Management has existed for quite some time. Maintaining a good and personal relationship with the customer has always been a cornerstone of business management.

## Targets and References

Efficy was released in May 2006. It has currently a 200 users/month grow. In November 2009, 350 customers and 7000 users have chosen Efficy.

### Among our references:

Kinapolis  
CIRB (Information Center of the Region Brussels)  
Liège Airport  
BECI (Brussels Enterprises Commerce & Industry)  
BlueBackup  
Corsendonk  
Transics  
Amadeus Hospitality

## Innovative aspects/Advantages

### Efficy Strengths

#### Customization

Every company has her own needs for CRM. Efficy makes it possible to build a customized CRM system with state of the art technologies (Server Side Scripting, CSS like Interfaces, programmable workflow, ...)

#### Zero Maintenance Architecture

Efficy's unique Zero maintenance architecture is protecting your investment. Investing in building and customizing your own CRM solution is a big investment. With Efficy an upgrade fully integrates every custom development you made. This will spare time, money and quality control to your company (up to 30-50% of the initial cost with a classical CRM).

#### Ergonomic and user interface

Efficy is optimized for web usage: this place Efficy among the fastest CRM available.

#### Google-Like searching

Every CRM entity (contacts, companies, projects,...) is searchable like in Google (not one search field anymore).

In a contact, a company, a project, ... every list of detailed content (eMails, actions, documents, ...) is also searchable (google-like as well).

#### Query views

Commercial people have different needs than administrative: why should they share the same vision on the data's? Efficy let the users configure his own view on the data's. Efficy is not only the CRM of the company; it becomes the one of each user!

## General description

### To handle the growing interaction of electrical and mechanical technologies in products

Only a few companies are already using industry-specific solutions to integrate electrical technology into the electromechanical assembly design chain. As a designer of innovative electrical engineering applications, ELSYS is dedicated to serving this market. Its products –ELECTRE, CATELECTRE and SMARTELECTRE– are designed for industries that develop products combining mechanical and electrical technologies and require specialized diagram design, bundle and harness design, and wiring applications. These include the automotive, rail and aerospace industries, as well as manufacturers of special-purpose machines and electrical cabinets and equipment.

### To offer mechanical and electrical engineers a shared environment that facilitates collaborative work

ELSYS's solutions integrate electrical technology with the design, manufacture and lifecycle management of industrial products, thereby covering industry needs, facilitating collaborative work between electrical and mechanical engineers, and satisfying the requirements of both onboard sectors (automotive, aeronautics,...) and other sectors (machines, equipment,...).

### To improve productivity, lead times and quality in the design and manufacture of electromechanical wiring

Its sustained close collaboration with large manufacturers provides ELSYS with comprehensive electromechanical know-how, enabling it to help companies achieve major productivity gains quickly in the design phase, in harness manufacturing and in electrical data management.

### To build open partnerships

ELSYS pursues a policy of open partnerships aimed at offering its customers a comprehensive approach to Product Lifecycle Management issues and effective support for its solutions. ELSYS is a technological and commercial partner of Dassault Systèmes and works closely with a network of Value Added Partners, and global providers of PLM solutions and services.

## Developed products

**ELECTRE:** high-performance electrical engineering, from diagrams to harness design and manufacturing, a powerful set of dedicated industrial applications

ELECTRE is the core of ELSYS's PLM suite of electrical engineering solutions. It is developed by industry professionals for industry professionals in sectors that design products combining mechanical and electrical technologies and require special applications for electrical schematics, bundle and harness design, and wiring.

**CATELECTRE:** cutting edge electromechanical integration, from an application-oriented vision to electromechanical integration

CATELECTRE integrates ELECTRE and CATIA's 3D electrical solutions in a single digital mock-up that combines the electrical and mechanical models. This comprehensive, two-way integration makes it possible to synchronize electrical schematics with the 3D mechanical environment supporting them and to update harness data using information from the 3D models. It also enriches the CATIA representation with functional information from ELECTRE, such as electrical engineering routing constraints (segregation, etc.).

**SMARTELECTRE:** full collaborative management of electrical engineering data, from data management to electrical PLM integration

SMARTELECTRE, a collaborative platform integrating ELECTRE and ENOVIA SmarTeam, is the innovative tool developed by ELSYS to implement a powerful and effective PLM solution specially tailored to electromechanical products and electrical engineering wiring. Implementing a PLM solution enables companies to manage, share and exchange their product information in their own design departments and with subcontractors, suppliers and partners.

## Targets and References

ELSYS serves top companies from aerospace, automotive and manufacturing industries, including Air France, Dassault Aviation, EADS and Volvo Trucks.

## Innovative aspects/Advantages

From diagrams to harness manufacturing, a powerful suite of specific solutions to develop products and streamline electrical engineering.

### More Competitive Prod

Handling of full electrical-sector needs by effective specialized solutions yields major gains in quality, costs and lead times, thereby increasing competitiveness.

### More Productive Processes

The high level of solution integration, from diagram design to harness manufacturing drawings, is a key factor in productivity.

### Greater Trust for more Efficient Teams

The professional know-how and industry expertise of ELSYS's engineers ensure solid project support and a successful investment.

### Controlled Integration

The ELSYS solutions, closely integrated with CATIA and ENOVIA SmarTeam, constitute a coherent global PLM solution that contributes to the excellence of the products and the productivity of the wiring process.

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Function  
VP Business Development

Establishment date  
1988

Number of employees (in Brussels)  
6

Activities in other countries  
through Value Added Resellers and Internet Market Place



# ERTMS SOLUTIONS

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Stanislas Pinte

**Function**  
Sales Director

**Activities in other countries**  
France, Spain, Italy, Danmark,  
Sweden, China, Japan

## General description

ERTMS Solutions is a Brussels-based company developing ERTMS software and services since 2004. In a 6-years timeframe, ERTMS Solutions built a global customer base, with names ranging from Ansaldo STS, a leading ERTMS signalling systems vendor, to INFRABEL, the Belgian infrastructure manager. ERTMS Solutions is today active in 9 countries from Western Europe to Asia.

Initially a product-based company, ERTMS Solutions has seen increasing demand for local, cutting-edge ERTMS services. This demand originates from all actors involved in developing, using or maintaining ERTMS trackside and onboard equipments. A first successful assignment with the Belgian infrastructure manager, INFRABEL, validated the business case of specialized ERTMS services.

A powerpoint presentation is available online on ERTMS Solutions homepage: <http://www.ertmssolutions.com>

## Developed products

- Software libraries for all ERTMS communication protocols
- TripleF-Sniffer: analyzer for all ERTMS protocols
- CodecG: generic message encoder/decoder generator tool
- ERTMS Services

All product brochures and documentation are publicly available on <http://www.ertmssolutions.com> website.

## Targets and References

ERTMS Signalling Systems suppliers:

- Bombardier
- Alstom
- Siemens
- Ansaldo
- Invensys
- Thales

### Railway undertakings

- INFRABEL

## Innovative aspects/Advantages

Market Leader in ERTMS Software and services for ERTMS vendors and users



# EUROPEAN TELEMATIC GROUP

## General description

**Vitalog PSS™ (Proactive Support System)** is an innovative Lifestyle and eHealth platform using state-of-the-art Mobile and Internet technologies that helps and drives its users to healthier Lifestyle through sustainable behavior changes.

Many researches show that computer/mobile based applications are considered to be the most effective solutions when it comes to primary and secondary disease prevention such as overweight, obesity, diabetes and many more.

Acting as a personal "health coach" Vitalog PSS™ objectives are to provide users with effective medical and non medical primary and secondary prevention programs in order to achieve "behavior change" and maintain "healthy lifestyle" for long term success.

Our solution is based on the leverage of consumers and patients healthy lifestyle through unique technology that delivers behavior changes.

### Solutions

Vitalog PSS™ provides different products targeting different users and market segments:

- **Vitalog PSS HealthCoach™** for consumers which offers coaching for healthier lifestyle including weight loss and fitness programs
- **Vitalog PSS eHealthPro™** is a solution for the healthcare industry
- **Vitalog PSS Golden Age™** for elderly eInclusion social programs for elderly citizens (roadmap)
- **Vitalog PSS Kidoo™** Targeting childhood obesity (roadmap)

## Developed products

### About Vitalog PSS HealthCoach™ (non medical)

Vitalog PSS HealthCoach™ is a PSS™ module delivering primary and secondary prevention services and tools for programs such as weight loss and management, reducing blood cholesterol, hypertension, diabetes, smoking cessation and many more, using its state-of-the-art Mobile and Internet technologies with the aim to assist users with "behavior change" regarding healthy life style habits. Vitalog delivers to the consumer at real time an engaging personalized advice, feedback and programs using behavior change strategies that are being set by psychologists, physicians and nutritionists.

### About Vitalog PSS HealthPro™

Vitalog PSS HealthPro™ is a PSS™ module delivering healthcare professionals and patients real time engaging personalized advice, feedback and programs using behavior changes strategies that are being set by physicians and nutritionists.

Vitalog HealthPro™ can communicate with medical devices using standard and proprietary communication protocols. Vitalog PSS™ is highly secure and cares for its user's privacy. Vitalog PSS HealthPro™ meets privacy standards like HIPPA. The system also complies with international EMR standards like HL7 and XDS.

## Targets and References

Clients are Health and Life Insurance companies, Wellness operators, Mobile eHealth operators, Telecommunication & Mobile operators, National & regional Health authorities, Food industries. Vitalog PSS HealthCoach™ is currently been implemented in the USA for a Humana Inc affiliate company named Sensei.

## Innovative aspects/Advantages

Vitalog offers its partners, affiliates, clients and investors a state-of-the-art technology together with deep knowhow of the healthcare industry and consumers market, that can build strong partnerships that drive successful business and services. Using the Vitalog PSS™ product suite and working with the Vitalog professional team will empower and optimize healthcare resources, increase patients and consumer's success and satisfaction, create healthier, more productive and satisfied employees, and generate revenues and strong long term relationships with business customers.

We believe that governments as well as business companies are looking for short time to market combined with quality of service and market leadership. With our unique approach we offer short time to market, professional implementation and quality of service. Our technology promises a unique service that provides a competitive gap.

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Payam MOINI

**Function**  
Technical Director

**Date of Establishment**  
1991

**Number of Employees** (in Brussels)  
10

**Turnover (€)**  
947 000

**Activities in other countries**  
USA, Canada, France, Israel,  
Luxembourg, Germany, United  
Kingdom

# FLEXSYS

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Marc VAN DER VEKEN

**Function**  
Co-manager

**Date of Establishment**  
1993

**Number of Employees** (in Brussels)  
10

**Turnover (€)**  
1 200 000

**Activities in other countries**  
United Kingdom, France, Italy,  
Portugal, Switzerland, Luxembourg

## General description

Software development oriented for Human resources management such as Time Recording, Access control, payroll, Tasks management, etc ... Developed software are commercialised in Belgium, France, U.K., Luxembourg, Italy & Portugal.

## Developed products

We provide the PI (Personal Information) software which is a very modern system designed for all range of companies from small to huge ones. PI is running on Windows environment and communicates with all known databases.

## Targets and References

We provide complete solutions for industry but also for administrative customers such as banks, insurance companies, ...

Our running customers base is actually about more or less 4.500 running systems in Europe.

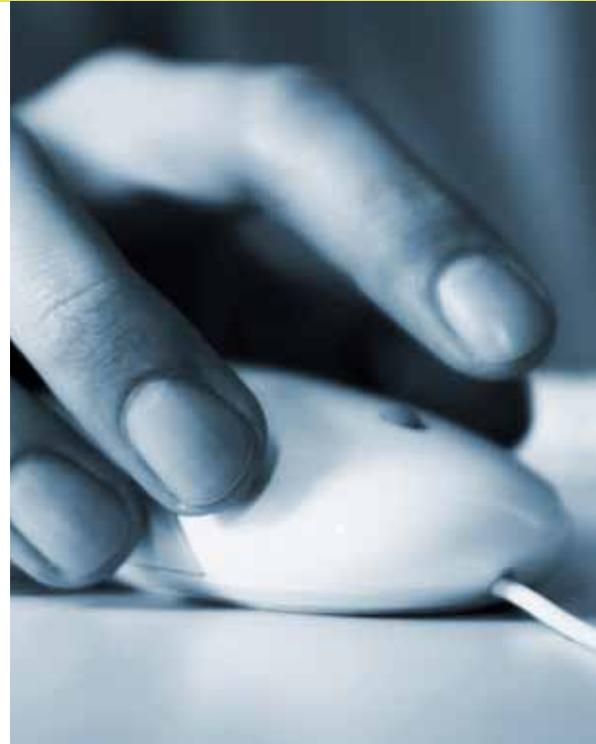
- Administration / manufactory / banks / insurances
- Adidas UK
- Fortis AG Belgium
- BNP FRANCE
- Reggio di Lombardio ITALY
- Mercedes Benz Belgium
- Santa Maria Hospital Lisboa/Portugal

## Innovative aspects/Advantages

PI is a very modern system integrating all new I.T. technologies.

Its big advantage is that PI integrates all modules required from DRH into the same system.

So the design and the databases is common to all modules.



# FORMATECH

## General description

Formatech is a software publishing and IT services company. Formatech specializes in the development of IT solutions dedicated to payroll management of Belgium.

The solutions implemented are based essentially on Java technology and on open-source software distributed by dependable organizations and consortia such as Eclipse, Apache, OW2 and ForHRM (a payroll application).

Formatech's solutions are presented in human resources departments of companies, and organizations dealing with application of employment legislation as well as personnel agencies.

## Developed products

For over 15 years, Formatech has been publishing payroll software applications for compliance with Belgian legislation. Formatech carries out the technical maintenance and the legislative follow-up.

**ForHRM**, its most recent product, is completely in line with the employment legislation and the latest technology. It incorporates a highly secure Web portal, intended for employees and departments of the company. This portal is particularly appreciated by customers of social secretariats and employment legislation consultants.

Designed from the outset to calculate pay slips "on the fly", it has several distinctive automated features.

### The main features of ForHRM are:

- the user-friendliness of windows and intensive use of wizards to facilitate and constantly validate the data input
- Production of documents in pdf format (in particular electronic pay slips)
- Simplification of production of original pay slips and correcting slips by a complete data history
- The ability to operate in 4 languages both in terms of document generation and in use of the various interfaces
- Sophisticated management of the cost-acc
- The ability to operate in 4 languages both in terms of document generation and in use of the various interfaces
- Sophisticated management of the cost-accounting postings
- The ability to operate continuously 24/7

There are a large number of automated features, covering the majority of joint committees;

### These automated features include:

- The generation of pay codes through interpretation of the employment situation of the worker based on a limited number of basic codes which do not require in-depth knowledge of the Belgian legislation

- Recovery of the amounts of holiday entitlements and the calculation of double holiday pay
- Calculation of severance pay and printing of certificates
- Management of deductions and overpayments
- Management of compulsory employment declarations (dimona)
- Management of original and correcting social security - dmFA returns

ForHRM operates in stand-alone mode, but can also run as software integrated into the ERP or specific applications via web services. By this means, contracts and hours worked by employees are input and managed in real-time, directly into ForHRM, without human intervention, directly from external applications. By way of example, they can request a salary calculation and receive a result instantly, or completely delegate the management of employment declarations (DIMONA), ...

## Targets and References

Any company that wishes to acquire and build a specific employment contract and payroll management system.

### Target

SMEs, Social secretariats, Medium-sized and large companies, Fiduciaries

## Innovative aspects/Advantages

As a stand-alone payroll package, ForHRM sets itself apart from the competition through its systematic use of wizards, which focuses the attention of the administrator on the essential aspects of the operations, and a large number of automated features which save the administrator from the mistakes inherent in complicated manual operations. The ForHRM programme for coping with the (particularly) complex Belgian salaries legislation was introduced by object-oriented programming techniques and artificial intelligence. These methods, which simplified the development of the automated routines, guarantee the long-term working life of the product by simplifying the maintenance to reflect new legislation.

At present, ForHRM, with its Web services, is unrivalled for any integrator wishing to build a specific employment contract and payroll management system.

Using ForHRM, users will not be obliged to go into the meanderings of the Belgian pay legislation.

Another noteworthy characteristic of ForHRM is that it can be distributed across networks of processors and computers to meet any requirement for computing power.

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### Contact person

Alain FLAMION

### Function

Managing Director

### Date of Establishment

1982

**Number of Employees** (in Brussels)  
9

### Turnover (€)

1 000 000



# FREEMIND GROUP

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www.energis-solutions.eu

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Angelo SANTORO

Function  
CEO

Establishment date  
2002

Number of employees (in Brussels)  
35

Turnover (€)  
3 000 000



## General description

Freemind is a specialised software company delivering products, solutions and services that **Automate, Measure and Control**.

We assist our customers in controlling the energy life cycle, in managing complex high-tech infrastructures, and in automating business and operational processes. Making the management of high-tech complexity easy enables our customers to:

- Increase the quality of **technical services**
- Improve **security** for people and assets
- Optimise **energy** consumption
- Maximise the efficiency of **operations & communication** infrastructure

Freemind IT Services provide on-site and off-shore **software development** and testing to ICT system operations.

Freemind Products & Solutions commercialises **Leonardo and Energis** – Web-Based Supervision and Control solutions that enable the energy, technical and security aspects of infrastructures such as **buildings, industrial sites and renewable energy** production parks to be supervised and controlled.

FreeMind was founded in 2002 by a team of managers and engineers with over 20 years of experience in delivering OSS services and IT solutions to Telecom Operators and large Corporations worldwide.

## Developed products

**Energis** is a set of innovative solutions to manage energy efficiency sustainably throughout the energy life cycle, from renewable energy production and distribution, to end use in buildings, industries and data centers. Energis is a multi-vendor solution using independent data and models.

Focused on the efficiency of energy production of photovoltaic parks, Energis Green provides a set of dashboards to monitor the different aspects (business, operational, security, environmental) of solar energy plants by exception, based on relevant alerts. It provides a single solution to complex challenges: Multiple site and multiple data logger monitoring; Monitoring by exception; Triple dashboards: financial, operational and environmental. Focused on energy efficiency in buildings, Energis Building provides solutions in energy management for commercial or administrative buildings, hotels, hospitals, shopping centers etc... It combines both measurements and simulation tools together with consultancy services, to provide a tailor-made solution for optimized customer energy usage. By providing visibility on consumption patterns, it allows one to quickly diagnose structural and usage-based problems and list energy saving opportunities: CO<sub>2</sub>, temperature and relative humidity monitoring benchmarked against electricity

usage (plugs & lighting), HVAC (air handling unit and cooling dissociation), gas and water consumption; Vendor independent, BMS or sensor-based data collection; Dynamic simulation & operational monitoring

**LEONARDO IBMS** provides a fully integrated monitoring and control system for technical installations. It is a vendor-independent building automation system: Multi-vendors: multiple standard and proprietary based protocols available for almost any existing system; Multi-sites and multi-users: remote control of devices; Real-time: fault detection, warnings and signals, crisis management via complex procedures; Easy integration: SOAP/XML architecture for integration with corporate applications

**Leonardo ISP** is a security management application that integrates multi-vendor physical security systems. It is an integrated security management system characterized as follows: Multi-systems: CCTV, Access Control, Intrusion detection, Fire detection; Multi-vendors: multiple standard and proprietary based protocols available for almost any existing system; Correlation: View CCTV images related to ACS, IDS, FD; Graphical representation: maps of floors/buildings ; Alarm management: real-time handling of alarms, warnings and signals; Scenarios management for crisis situations

## Targets and References

The customers are medium to large-sized companies with complex technological infrastructures and are active in the services and industry sectors as well as integrators of ICT solutions.

Alcatel-Lucent, AOS-group, Belgacom, Cofinimmo, Fabricom GTI, GIA Systems, Hansen Transmissions, KBC, Niscayah, MIBAC, Origis Energy, TEM.

## Innovative aspects/Advantages

Energis Green is a unique monitoring tool for stakeholders of green energy installations. It contributes to the optimization of the yearly yield of a portfolio, while enabling a substantial reduction of monitoring costs (monitoring by exception based on relevant alerts) and the reporting costs (no data collection, data treatment, analysis in excel, reports preparation).

Energis Building allows coupling information from building management systems with dynamic building simulation modelling in order to realise energy savings in the operational phase of buildings through optimised regulation systems.

LEONARDO is a software platform to quickly build web-based solutions for managing in real-time complex infrastructures such as telecom networks, security systems and building's technical installations. LEONARDO-based applications offer an intuitive easy to work environment and powerful customisation features to adapt the system to the corporate operational needs.

# GE06



## Targets and References

- Our solutions are daily used by:
- Call Centers like EUROP Assistance or Crisis Centers for the quick localization of events and selection of resources
  - Public transport companies for the management of their own transportation networks and communication to their customers
  - Utility Companies and Local Authorities for the management of facilities like Public Lightings Postal Boxes Environmental Sensors
  - Private and Public companies for geomarketing market intelligence sales networks analysis drivetimes calculations

## Innovative aspects/Advantages

“Simplicity is the ultimate sophistication” Leonardo da Vinci  
 Far from huge systems our solutions meet your need and add value to your data  
 Our concepts are global and will work all over the world

## General description

Geo-6 is a Software Company specialized in Geographical Information Systems.  
 We develop “tailor made” solutions giving the full benefit of geographical technology in our customers working environment.  
 We offer Web-based services and desktop applications for Mapping, Geocoding, Data processing, GPS tracking and Routing.  
 Always at the edge of information technologies and with more than ten years of successful experiences, we provide today original solutions that will still be working tomorrow.

## Developed products

### BEB00© FOR THE INTEGRATION OF MAPPING COMPONENTS INTO HOST APPLICATIONS

**Beboo** is a library of cartographic and mapping functions working with navigable databases stored in an optimized binary format. The toolkit presents both high level functions for ease of development and prototyping as well as low level primitives where high efficiency and full control of operation is desired. Beboo can be delivered as separate libraries (ddl's) or integrated into executable applications (.exe). Beboo functions are available in Desktop applications or for InterNet applications.

### BEB00© WEB-BASED SERVICES

**Beboo Web-based** services give you access to high-end geographical applications dedicated to your specific needs through private internet connections. The services are fully customizable and include data processing and maintenance, upload/download in various formats, high quality map display, easy to use localisation process, batch treatment for complex model calculations.

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**Contact person**  
 Philippe HELLEMANS

**Function**  
 Managing Director

**Date of Establishment**  
 1981

**Number of Employees** (in Brussels)  
 3

**Turnover (€)**  
 350 000

**Activities in other countries**  
 Projects in The Netherlands, France, Italy, Africa



# GETRO

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Website  
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Contact person  
Louis STEVENS

Function  
Managing Director

Date of Establishment  
1978

Number of Employees (in Brussels)  
1

Turnover (€)  
100 000



## General description

**Getro-Informatique** is an Information Technology Services company specialised in:

- The publishing of software for retailers and SMEs
- The development of tailor-made applications in WinDev / WebDev

## Developed products

**SOFTMODE:** Management software package for prêt-à-porter boutiques, shoe stores and leather goods stores.

**Stock management:** Single or multiple stores. Selection by model, supplier, brand, department or range of items. Selection of model, colour, size, material, season, store. Transfer from store to store. Comparison with purchases. Inventory by scanning on a terminal. Discrepancies with the theoretical stock.

**Purchase orders:** Quick and systematic recording. Schedule of quantities by size. Repetition of models, of the matching of one item with another, of the purchase price. Calculation of the retail price. Purchase orders.

**Entries into stock:** Instantaneous input of complete deliveries. Quick settlement of orders. Overall or partial acceptance of the balances to be delivered. Printing of the entries log. Scanning of delivered items.

**Item:** Personalisable item labels. Numerous printable sections. Barcode. Photos, numbering of items individually or by reference. Mass price and code changes according to selection criteria.

**Sales:** Cash register. Instantaneous or deferred updating of stock. Electronic transmission of sales. Scanning of items. Several payment methods. Summary or detailed list at end of day.

**Sales statistics:** By item, model, supplier, brand or by department and range. Quantities, sale and purchase values. Standard and discount sales. Coverage of purchases by sales. Bestsellers. Statistics by salesperson.

**FORMAN (Fashion ORders MANagement):** Management software package for textile wholesalers and manufacturers. From the creation of your collection to the invoicing of customers, FORMAN assists you at each stage of your commercial season.

**Preparation of the season:** Specifications for models (fact sheets), materials and fabrics, colours. Finished or made-up items.

**Customer orders:** Inputting of customer orders: models, colours, sizes. Decentralised inputting possible. Confirmation of orders. Statistics: Bestseller models, customers. Statistics by representative, model, supplier. Calculation of fabric utilisation and of accessories.

**Supplier orders:** Automatic generation of order requests to manufacturers or suppliers. Assisted transformation of requests into purchase orders with manual input.

**Supplier deliveries:** Settlement of supplier orders and updating of the stock.

**Customer deliveries:** Automatic allocation of deliveries to customers and production of a pick list. Manual data input. Dispatch note printing and invoice production.

**Invoicing:** Immediate or deferred invoicing. Grouping of dispatch notes on a single invoice. A personalised discount. Exportation for the accounts department.

**Stock:** Consultation and printing in various formats, with or without order details.

**FULL ACCOUNTING SYSTEM (FAS):** Accounting and fiduciary practice management.

**CASHMAN:** Forward-looking cash flow management.

## Targets and References

SOFTMODE: Prêt-à-porter, Shoe, Leather goods retailers, Degand, Greuse, Pulsion, Calida, Chaussures Madam "M", Sac à Malice, Vert Chasseur, Canage Republic

## Innovative aspects/Advantages

Integrated management of the various aspects of the profession. Ease of use. Intuitiveness of the screens. Complete. After-sales service - Security - Availability of sources. Personalisation and possibility of tailor-made development.

# ICLUB BY IXPERTISE



## General description

The company specialises in the development of internet and SMS solutions for sports. It has more than 20 years of experience in sports as well as software development and marketing.

- Staff: 6 people
- 14 man-years of development
- More than 20.000 daily users
- Over 800.000 reservations per year
- More than 4.000.000 pages viewed per year

## Modular iClub solutions

### iClub - Reservations

Reservations for fields, fitness centres to offer members a unique tool

### iClub - Member and communication management

Management of dues, member files and communication by mail or SMS

### iClub - Website generator

A simple and professional tool to improve visibility on the internet without computer skills

### iClub - School

Yearly classes, internships during school vacations: Online enrolment, planning, financial monitoring, management of providers, etc.

### iClub - Quality

Simple and effective tools to improve the quality of the services offered: satisfaction surveys, creation and monitoring of projects, tasks and meetings; (Re)defining tasks, objectives, etc.

### iClub - Portal and search engine

A clubs portal listing all clubs and their services; very comprehensive

### iClub Teams (hockey, football, rugby, etc.)

Simple tools to facilitate daily team sport activities: notices, etc.

## Targets and References

CLUBS, ASSOCIATIONS, MUNICIPALITIES, AGENTS

Tennis, hockey, football, badminton, rugby, squash, dance, martial arts, multisports, sports complexes, golf, horseback riding, etc.

Around fifty customers in Belgium use iClub solutions

## Innovative aspects/Advantages

### Benefits of iClub.be solutions

iClub solutions truly meet your objectives

- **Modular:** you can take one or more modules
- **Integrated:** a single database for members, students, tennis, hockey, etc
- **Well-proven:** for 6 years more than 70 satisfied clubs have been using iClub
- **Progressive:** iClub is continuously evolving with the needs of its customers who all benefit from the improvements made
- **Multiple users and real time:** the internet enables an unlimited number of users and instant information updates
- **Reliable:** our servers are dedicated at hostbasket (also a Microsoft supplier) Integration of sponsoring communication and management of activities
- **Integrated quality:** making it possible to conduct member and student surveys

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### Website

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### Contact person

Tarek FRANCIS

### Function

Commercial Director

### Date of Establishment

29 November 2005

### Turnover (€)

70 000

### Activities in other countries

France, The Netherlands, United Kingdom, Middle East, USA



# INOUE

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www.ceossoft.be  
www.ophta.be

**Contact person**  
Gaëtan VINCKE

**Function**  
General Manager

**Establishment date**  
1997

**Number of employees** (in Brussels)  
8

**Turnover (€)**  
1 000 000



## General description

Founded in 1997 by two IT engineers, Inoue provides varying aspects of IT services and products to businesses throughout Belgium.

As a company Inoue offers a number of IT services, which include implementation and maintenance of computer networks, sale of software solutions (Accounting, CRM) and developing suitable software solutions.

With a client base that has stayed with our software and hardware solutions since 1997, INOUE has a long and rich history.

## Developed products

### Ophta (Management software for ophthalmologist)

Ophta intends to provide an extremely fast and efficient management tool to help ophthalmologist to decrease the time spend in administrative and unproductive tasks.

Intuitive, Ophta suits your daily by retaining your personal annotations. No more long lists of "pre-defined formulas". Ophta retains your encoding method

With Ophta you work paperless. Each patient file contains all the medical and administrative information's you need, but also any other scanned document related to your patient. In addition, consultations sheets have a basis of standard tests and can customize up to six others.

Easy and handy, Ophta has consultation screens, that allows you to have a permanent overview of the examinations. Ophta is first of all pleasant and comfortable.

### Factulight

#### Invoicing software that allows an easy link with the accounting software of the trustee.(fiduciary)

Factulight sends invoices directly to your accountant, you won't loose any documents anymore.

Factulight makes a control on the data your sending. You won't make any mistakes anymore on your invoices.

### CEOS

CEOS is a software that helps you managing the holidays, absences and over time of your employees. The employee can manage himself all type of absences through a web interface. He immediately has an idea of the chances for his request to be validated or not.

It depends of 3 predefined criteria:

- Are you absent at the same time as your binomial ?(colleague with whom you may not be absent at the same time)
- The minimum resources of the department aren't they exceeded? (for example: the minimum resources of the accounting department can't be under 50%)



- Isn't it a forbidden date ? (For example: no absence for the marketing dep. Cause of a exhibition sale)

All the requests he makes, are automatically send by E-Mail to his manager(s). Once the manager has validated the request, the absence will automatically be added into his Outlook calendar.

## Targets and References

CNUD, ING, Pierre Fabre, de Boeck, Ygnis, Fiduciaire Montgomery, Allo Telecom, LMP, CityParking

## Innovative aspects/Advantages

- Paperless
- Reduction and simplification of administrative tasks
- Easy to use (no need of training)
- Global view of resources by department, by company
- FULL WEB for the user
- Management of over time
- Management of illness Days
- Management of schedules, spread on 52 weeks
- Validation of the demands via Outlook or any PDA
- Automatic registration in Outlook calendar, or other specific CRM
- Link with the most of the social secretaries
- Link with identification/access badging
- Works in several languages (Fr, NL, D, E)
- Multi-company
- Consultation of reports and statistics

### OPHTHA FOR OPHTHALMOLOGISTS

- Management of the patient data
- Management of the consultation
- Print of prescriptions, letters
- Management of the calendar and reminder via E-Mail
- Can be connected with all measuring machines that have an RS232 connector
- Data synchronization

## General description

Our name is Insis&T; INSurance Information Systems & Technologies. In business since 1992, we specialise in the development of sophisticated software solutions for the insurance and risk management market.

Our references cover around 400 companies, including 50 of the largest Belgian groups.

### Services

**Trans-AT** is aimed at Prevention Officers (SIPP, SEPP). It is distributed by most insurance companies. We have also developed Gesas, a management application for insurance brokerage companies.

Finally, we also undertake other projects on a made-to-measure basis, ranging from consultancy and organizational studies to the development of specific applications.

### Structure

Insis&T is a Belgian limited company, founded in 1992. With a capital of 121,468 Euros, for fiscal year 2000, its cash flow is 60,000 Euros for a turnover of 420,000 Euros.

### Strategy

We aim to keep a step ahead of the competition by continually adapting our software applications: new functionality and above all compatibility with new technologies. The evolution of our software is based on feedback from our clients about their real needs.

Commercially we are expanding internationally (seeking distributors in various European countries) and increasing our market penetration. However, we believe it is important to be in control of our growth. Our company size allows us to offer our customers a flexible and responsive service level. Consistently high quality service is our greatest strength.

## Developed products

### Trans-AT

Aimed at Prevention Officers and other roles involved in workplace safety, the Trans-AT application is a management tool for workplace accidents and their prevention.

Other modules have been developed around Trans-AT covering all aspects of Health and Safety and workplace healthcare (accident evaluation, risk analysis, action plans, monthly and annual reporting, managing medical examinations and medical files...)

### Gesas

Gesas improves the administrative efficiency of your insurance brokerage company or your insurance underwriting company by assisting you in all aspects of management.

Accoges is a general accounting application (integrated in Gesas).

## Targets and References

Insurance companies and their customers in the area of workplace accidents (Axa, Winterthur, PV, Vivium, etc ...). More than 400 companies (Trans-At) including 50 of the largest groups in Belgium (temping agencies, major retailers, steel industry, manufacturing, food production, ...)

Insurance brokers, large insurance company networks, underwriting agencies. We also have a few small companies on our client list.

## Innovative aspects/Advantages

We understand the business of our customers and deliver real solutions.

We are highly flexible and able to take on board specific customer requirements.

We use the latest technologies.

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### Contact person

Yves GAUDY

### Function

Executive Director

### Date of Establishment

31 December 1992

### Number of Employees (in Brussels)

6

### Turnover (€)

420 000

### Activities in other countries

France, Morocco

# ISABEL

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**Website**

www.isabel.eu/forbanks

**Contact person**

Regis VERSCHUEREN

**Function**

Sales Manager

**Establishment date**

1995

**Number of employees** (in Brussels)

170

**Turnover (€)**

43 200 000 (2008)

**Activities in other countries**

Customers all over Europe

## General description

Isabel SA is a leading provider within the financial value chain for citizens, companies and banks. Isabel's corporate eBanking and electronic invoicing solutions are used by a vast number of financial institutions and bank associations throughout Europe.

Banks like our Out-of-the-box approach completed with tailor made services including extensive business know-how and out-sourcing.

Isabel was founded in 1995 and has 170 employees. More information is available on [www.isabel.eu/forbanks](http://www.isabel.eu/forbanks).

## Developed products

**Isabel Bankweaver** is a SEPA compliant, bank-centric service platform for corporate eBanking. It includes Zoomit, an electronic invoicing engine. Off-the shelf, it is feature rich and fast to deploy. But it is easy to customize for more complex needs. It supports white-labelling, multi-country, multi-user, multi-language, multi-format and a multitude of security schemes including Isabel's proven PKI smart card scheme.

**Bankweaver** is a SaaS – "Software as a Service" platform and can be deployed as outsourced service or run in-house.

Banks' Corporate and SME customers will see their efficiency increased too. **Bankweaver** is integrated into their accounting, invoicing, ERP and cash management software. Bankweaver includes extended payment validation workflows with multi-user powers-to-sign and viewing mandates.

## Targets and References

More than 30 banks, hundred thousands of companies and millions of citizens in Europe use Isabel solutions and services.

References are available on [www.isabel.eu/forbanks](http://www.isabel.eu/forbanks).

## Innovative aspects/Advantages

Isabel has developed extensive business know-how by operating its own multi-banking solutions within the Belgian market for 25 banks

Banks like our Out-of-the-box approach completed with tailor made services including extensive business know-how and out-sourcing



# BLACKBELT FACTORY (JAVABLACKBELT)

## General description

BlackBelt Factory is the global leader in Java and open source learning, with more than 60,000 members in their skills community.

## Developed products

The services include: Coached e-Learning, Enterprise Edition, and SkillScan for skills assessment in recruiting.

The BlackBelt Factory community members can take free LearnExams to get certified

## Targets and References

### IT consulting firms

- Capgemini ([www.capgemini.com](http://www.capgemini.com))
- Cronos ([www.cronos.be](http://www.cronos.be))
- Software AG (<http://www.softwareag.com>),

### IT Education centers

- Zenika ([www.zenika.com](http://www.zenika.com))
- Skillsmatter ([skillsmatter.com](http://skillsmatter.com))
- Develop Intelligence ([www.developintelligence.com](http://www.developintelligence.com))

### Software Companies

- Oracle ([www.oracle.com](http://www.oracle.com))
- Planon ([www.planonsoftware.com](http://www.planonsoftware.com))

### Industry player with large IT teams

- Axa ([www.axa.com](http://www.axa.com))
- Halliburton.Landmark ([www.halliburton.com](http://www.halliburton.com))

## Innovative aspects/Advantages

- Breath & Depth of exams and courses, continuously updated by the BlackBelt Factory community and the BlackBelt Factory moderation process
- Global BlackBelt Factory community with international recognition
- Collaborative platform recognized skills grading system (belt system): capacity to assess and grade IT developers' skills and to promote developers' skills.

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**Website**  
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**Contact person**  
Nicolas Meeus

**Function**  
CEO

**Establishment date**  
1998

**Number of employees** (in Brussels)  
5

**Turnover (€)**  
450 000

**Activities in other countries**  
Europe (The Netherlands, France, Germany, United Kingdom, Polen), USA, India



# MAINSYS

## Bastion Tower

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info@mainsysgroup.com

## Website

www.mainsys.com

## Contact person

Christian BOLLE

## Function

Sales & Marketing Manager

## Date of Establishment

November 1995

## Number of Employees (in Brussels)

90

## Turnover (€)

10 000 000

## Activities in other countries

Luxembourg, France

## General description

MAINSYS is a Belgian company specialized in IT services and editing software solutions for the banking and financial sector. Relying on its deep knowledge of the banking business;

MAINSYS:

- conceives and develops its own set of software packages (FRONTeO, CoCPit)
- provides experts for study, analysis and consultancy missions
- designs tailor-made IT solutions
- integrates third party banking software packages

Since 1995, numerous financial institutions in Belgium, Luxemburg, Switzerland and France have benefited from services provide by more than 90 highly graduated experts.

## Developed products

**FRONTeO** which is a front office software managing the entire activity of a bank branch (FRONTeO-Branch) including all internet banking functionalities (FRONTeO-Home). Based on the internet technology, FRONTeO-Branch covers the entire activity of a bank branch: clients, accounts, cash, payments, investments, credits, insurances and document management. Due to its architecture, these different modules can be separately installed and can be connected to any Back-Offices. Moreover, the deployment of FRONTeO does not require any installation on the client-side, which aims to important costs savings.

Besides this complete branch version of FRONTeO, we have built an Internet Banking version (FRONTeO-Home) including: accounts, payments, beneficiaries, portfolio management and transaction allocation/personal accounting.

FRONTeO is already operational in several bank in Belgium. For all those it encounters a high level of satisfaction.

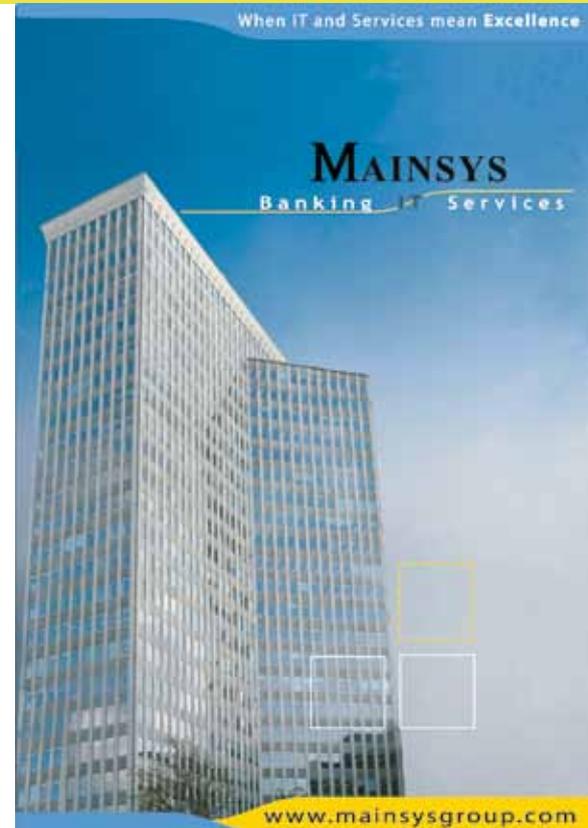
**CoCPit** is a communication device managing the data flows between a financial institution and the third parties such as the Belgian Central Office for Credits (National Bank of Belgium) or the reinsurers (Euler or Atradius).

Based on the Internet/J2EE technology, CoCPit is a solid technical platform also including business functionalities in order to manage the credit communication. Owing to its technical architecture, CoCPit can easily be connected to any type of system.

## Targets and References

### Type of clients

Financial institutions



## References

Argenta Sparbank, AXA, Bank J. Van Breda & C°, Banque de Luxembourg, BKCP, CIC Suisse, Crédit Mutuel, Crédit Agricole, CPH Banque, Delta Lloyd Bank, Dexia, Ethias Bank, BNP Paribas Fortis, Fortuneo, Goffin Bank, ING, Fonds de Participation/Participatiefonds, Petercam, Nord Europe Private Bank, Record, ProCapital, Société Wallonne du Crédit Social, ...

## Innovative aspects/Advantages

- Technology Java J2EE/ Internet
- 3-tier architecture
- Independent modules: can be separately installed in function of the needs of the client
- Multi back-office solution
- Large functional coverage

# MOBILE TOKEN

## General description

### Mobile Token, Track & Trace, Planning and Field Reporting

Mobile Token is the software editor specialized in fleet and field personnel management software, specially designed for the field services and the construction sector

Mobile Token offers a modular range of products, mt pac, available in SaaS mode ("Software as a Service"), composed of a Track & Trace tool (GPS follow-up of vehicles/trucks/personnel), an activity recording module available on GSM, Blacnerry and Laptops. developer that has been actively delivering field IT solutions since 2001.

Established in 2001 in the heart of Europe (Brussels), Mobile Token deploys its products at the International level via a network of business partners (resellers and distributors).

### Plan Act Control

The Mobile Token approach answers to 3 fundamental needs of any company employing field workers (technicians, Field Marketing, workmen, controllers...) and/or using rolling material (vehicle, machines of building site...)

- Planning and dispatching of field activities: An urgent intervention following a phone call, recurring maintenance visits work on building site. This planning is done thanks our powerful and user friendly PC application or can be interfaced with the existing enterprise system of our customers
- Action monitoring of the dispatched activities towards the mobile phone the PDA or the technicians laptop (via GPRS network or 3G): encoding of the working hours and the activities done, automated geolocalization of the vehicles or the people picture capture enclosed to the report, etc
- An automated and real time reporting of the field activity as people and vehicle localization on map, the automatic calculation of the working hours, a customer actions history but also many statistics on the global activity

### An adapted and flexible solution

Mobile Token solutions are used in a wide range of companies deploying anywhere from 2 to 1,000 or more field workers in Belgium and internationally. Mobile Token deploys its software solutions on the key platforms available on the market: mobile phones, PDAs, smartphones, GPS, laptops and more. We also offer a help and an effective monitoring thanks our multilingual technical support and with our adaptation to the local constraints of our customers.

Mobile Token proposes various modes of technical deployments: from a completely outsourcing offer (ASP model) and immediately available, to an installation at the customer and integration with his existing environment.

From a budgetary point of view, the solution is

available by hiring (software licence) or via a monthly subscription invoiced according to the number of users.

## Developed products

- **mt pac** is a professional packaged solution enabling users to schedule and dispatch tasks, record working time and produce activity reports. Designed specifically for SMEs deploying field technicians it aims to streamline and optimize organizational processes
- **mt celero** is the ideal solution for the automation of companies with field technicians or technicians working in construction sites. mt Celero is the software solution for an efficient planning an acting support via the using of platforms and an optimal control thanks to a detailed and automated reporting
- **mt pac track & trace** is the software solution to locate and monitor your fleet (vehicle trucks containers assets etc) and field personnel in real time thanks to the use of black-box GPS, LBS (Location Based Service), a GSM or PDA operator with integrated GPS
- **mt vendito** is the perfect solution for field marketing activities. mt vendito is a tool of definition and planning of the activity and definition (store check, audit, market survey, orders promotions) tools for collection of field information (GSM, PDA, Web) and a detailed to measure reporting

## Targets and References

Mobile Token solutions are adapted for any sized field companies (from the SME to the large company): Field marketing teams, technical teams working on installation, repair, maintenance, building trades.

**Some partners:** Thomas & Piron, T-Palm, Mobistar, Zetes, Siemens, Econocom, Jérouville, De Kempeneer, Bia, Analis, CPM, Luminus, 3M...

## Innovative aspects/Advantages

The benefits of the Mobile Token solutions are numerous: better use of the existing resources, reducing of paperwork and repetitive administrative tasks, better satisfaction of your customers, transparency of communication with customers... at a very reasonable cost and quick return on invest. Easy to install and to use, Mobile Token deploys its software solutions on the key platforms already used by our customers: Standard GSM, PDA (PocketPC and PalmOs), Smartphones (SymbianOS, PalmOS), PocketPC, Blackberry, TabletPC, Web or on any other factory platforms.

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Lionel ANCIAUX

**Function**  
CEO

**Date of Establishment**  
2001

**Number of Employees** (in Brussels)  
20

**Turnover (€)**  
(2006) 908 259

**Activities in other countries**  
United Kingdom, Italy, The Netherlands, France



mobile token

# MOBILEXPENSE

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**Contact person**  
Patrick BILLIET

**Function**  
Managing Partner

**Date of Establishment**  
2000

#### Activities in other countries

Austria, Belgium, Canada, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Norway, Portugal, Slovakia, Spain, Sweden, Switzerland, The Netherlands, United Kingdom, United States of America

## General description

### Keep Travel and Entertainment Costs Under Control!

From travel planning and expense reporting through to posting in general ledgers, MobileXpense allows you to manage every aspect of your business expenses. MobileXpense is a hosted solution and requires no additional client software.

MobileXpense is a comprehensive web-based expense management solution especially designed to cover the specific needs of European organizations. It is a truly multi-lingual and multi-currency system which complies with local European VAT and tax requirements.

## Developed products

MobileXpense is an open system, easy to set up and integrate with any ERP solution and legacy applications.

It can be implemented within a couple of weeks and rolled out progressively throughout the organization.

The very intuitive and user-friendly interfaces guarantee quick employee acceptance.

The flexible workflow and rules set-up allows each customer to implement and enforce its best practices in expense policies and fine-tune them to its specific needs.

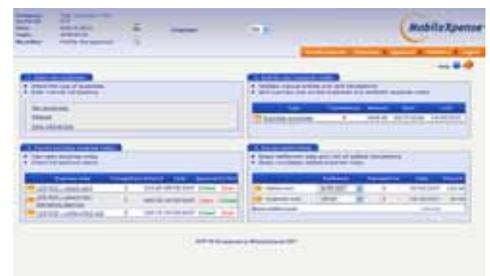
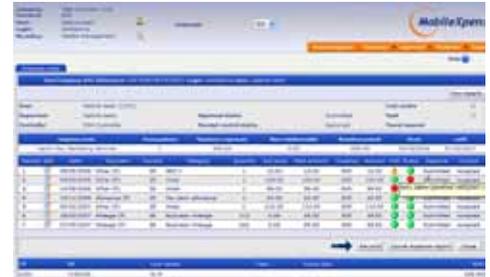
## Innovative aspects/Advantages

### The power of MobileXpense

- Effective expense management has a tremendous impact on reducing travel and entertainment expenditures and delivering efficiency gains
- As a specialist business service provider, MobileXpense offers a wider range and greater depth of services in the field of expense management. By bringing together best-practice technology, people and processes, MobileXpense delivers a lower total cost of ownership than alternative solutions
- MobileXpense is available 24h/24 and 365 days a year

### Start today with the MobileXpense

- Save up to 65% on your Travel and Entertainment process
- Reduce your Travel and Entertainment budget by up to 5%



## Targets and References

- Asco Industries
- Barco
- Belgacom
- Brussels Airlines
- Canon Europa
- Celanese
- Coca-Cola Entreprises (BE + FR + NL)
- Ferro Inc.
- Nycomed
- Tractebel Engineering
- Tupperware
- UCB



# MUSICMATIC



## Targets and References

**Our clients are major brands and outlet retails companies such as:**

BMW, Café Ritazza, Camaieu, Cannelle, Club, Cuisine Plus, Dalbe, Delvaux, Equiform, Eram, Express Carrefour, Extra Zone, Formen, Galeria Inno, HSBC, Ici Paris XL, Intersport, Ixina, Jean-Louis David, Lady Fitness, Lunch Garden, Mobistar, Mondial Moquette, Opel, Pizza Hut, Quick, Sarah Pacini, Saint Algue, Sinequanone, Suite Hotel, Toys r Us...

## General description

MusicMatic offer retails outlets and brands a genuine and innovative solution for the creation and the broadcast of customized musical programs and digital signage.

With the benefit of today's proven technologies for transmitting data, performing hardware and a suite of proprietary software, MusicMatic has successfully designed a unique platform to create, broadcast and manage hundreds of programmes in real time.

Thanks to a music database of several tens of thousands of tracks encoded according to very specific criteria, along with studios and a highly experienced staff, MusicMatic designs genuine and customized radio and digital signage programmes.

## Innovative aspects/Advantages

- One and only player to broadcast simultaneously 1 audio channel and 2 video channels
- Real customized audio program song title by song title (no standard program no compilation)
- Extranet tracking of the play lists advertising planning spots and the connected POS
- Remote control
- Integration of the most used files format (Flash video, jpeg, mpeg, avi RSS feed)
- Plug in for a better sound quality

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Alexandre SABOUNDJIAN

**Function**  
CEO

**Date of Establishment**  
2004

**Number of Employees (in Brussels)**  
15

**Turnover (€)**  
1 200 000

**Activities in other countries**  
France, Spain (soon)



## Developed products

MusicMatic has developed its own ShopMedia Player called the MM Box© allowing one and only player to broadcast, simultaneously 1 audio channel and 2 video channels.

The player may be connected to any type of amplifier/public address system and/or any type of screen or projection system.

Our audio softwares allows our to create and broadcast:

- Customized audio programme
- Customized advertising campaign planning
- Remote control when adsl connected

Our digital signage software allows us to create and broadcast

- Customized digital signage (narrow casting)
- Remote control



# NECTIL

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Francois DISPAUX

**Function**  
General Director

**Date of Establishment**  
2004

**Number of Employees** (in Brussels)  
5

**Turnover (€)**  
280 000

**Activities in other countries**  
France, United Kingdom, Germany



## General description

Nectil is a software publisher specialised in business applications and online office. Through its expertise in data architecture and multimedia interfaces, Nectil has created a unique environment consisting of a Virtual Office coupled with an Office Management Framework: benefit from standardised applications while keeping the flexibility and flexibility of customized applications.

## Developed products

Nectil publishes two complementary products: Officity, a Virtual Office, and Sushee, an XML Framework.

### Officity

**Officity is a collaborative online office environment** that combines comfort of use and effectiveness as well as accessibility and flexibility thanks to the Sushee Framework. Thanks to your virtual office - an online Windows -, communicate by e-mail, share your calendar and files, manage your contacts and work groups, chat with your team mates, publish your web site, etc.

### Sushee

**Sushee is an Office Management Framework:** a collection of application development tools, specialised in content and activities management (companies, institutions, associations, etc.). Benefiting from unique information architecture and wide-ranging functionalities, Sushee offers an environment that is:

- XML-based
- Multi-language
- Multi-channel
- Multi-format
- Multi-project

### Spray E-Marketing

Spray is Officity's integrated e-Mailing application. Compose your e-mails with existing content in the Framework (pages, products, news, etc.) and send your targeted e-mailings, from the simplest to the most graphical, from 10 to 100,000,000 people, and assess the impact of the campaigns.



## Targets and References

Our core customers are all SMEs needing to centralise their information and tools as well as web design, Information Technology, communication, and design companies that use our products as a basic tool for their own customers.

Our customers and end users are all types of companies, associations and federations needing to communicate via Internet and/or to centralise the management of their activity.

**Customers and users:** Renault France & International, GlaxoSmithKline (GSK), SAP, Commission Européenne, Nexans, La Sorbonne, Adecco, Ixina, Cuisine-plus, Oxfam, Brussels-Capital Region, Toyota, Vranken-Pommery, ...

## Innovative aspects/Advantages

We provide a dual solution: in one hand an Out Of The Box Virtual Office, providing a system-like applications with a state-of-the-art user interface entirely build in Flash Technology. In the other hand a powerful open source XML Framework providing a unique information architecture. Our users and customers call it the 4x4 of Content Management! Together, Officity and Sushee form a new kind of software solution: an Office Management Framework, a business-oriented application development environment: Communicate, collaborate, share.

Furthermore, Officity, based on the open source Framework Sushee, offers a complete usage freedom (no limitation in users, contents, languages, ...) at a very competitive price.

# NETWORK MINING



## General description

NetworkMining provides network business intelligence software and services to telecommunications service providers. Network business intelligence helps service providers to unlock the value of their network resource data stored in network and inventory management systems. Network business intelligence turns network resource data into actionable information.

## Developed products

NetworkMining's solutions are based on NetworkObjects, an advanced query, reporting & analysis software specifically designed for telecommunications network inventories. The users of NetworkObjects are primarily with network engineering and operations departments and perform a broad range of tasks that require in-depth knowledge and intelligence about the network. The application space ranges from visual network exploration towards strategic network analysis.

NetworkObjects integrates network resource information from various external systems, including

- Network Management Systems
- Inventory Management Systems
- Geographic Information Systems
- Configuration Management Systems

NetworkMining also offers consulting services based on NetworkObjects. Those services address the network audit and network transformation needs of service providers.

## Targets and References

Among NetworkMining's customers are:

- Belgacom ICS (Belgium)
- Telenet (Belgium)
- Fastweb (Italy)
- P&T Luxembourg (Luxembourg)
- Alcatel-Lucent (France, Belgium, Austria)

## Innovative aspects/Advantages

The prime benefits of NetworkObjects are:

- Higher productivity of the network operating and engineering staff
- Better utilization of the network assets
- Higher availability and reliability of the network

NetworkObjects is one of the few out-of-the-box solutions on the market today for network business intelligence. Its distributed architecture is particularly well aligned with the growing trends towards network transformation and outsourcing in the current telecommunications market.

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Nico WAUTERS

**Function**  
Manager

**Date of Establishment**  
2004

**Turnover (€)**  
500 000

**Activities in other countries**  
Luxembourg, France, Italy

# NIXXIS BELGIUM

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Contact person  
Marc TEMMERMAN

Function  
CEO

Date of Establishment  
2006

Number of Employees (in Brussels)  
15

Turnover (€)  
2 000 000

Activities in other countries  
Luxembourg, Canada, France, Italy,  
Mauritius, Spain, Sweden, United  
Kingdom, Tunisia, Algeria, Morocco,  
The Netherlands



## General description

The Nixxis Group is an innovator providing solutions from simple Call Center solutions up to complex Customer Interaction solutions.

## Developed products

### Nixxis Contact Suite™

Helping you manage your call centres with greater flexibility, quality and performance.

The VoIP enabled Nixxis Contact Centre solution provides all the features used in a traditional environment. Inbound calls, manual-power-progressive and predictive dialling, e-mail, chat, text messaging, IVR and Multimedia recording are all available as standard.

The key differentiators of the Nixxis solution include its native multimedia and virtual approach, interactive switching between different communication channels, multi-campaign assignments, multi-wave campaigns, profit-based call routing and transfers, optimised predictive algorithms, intelligent end-of-list call management, business-driven supervision tools, scripting tools (basic and advanced) and preventive monitoring tools enabling users to detect, alert, analyse and react immediately to any software or hardware problems. In addition to traditional on-site implementation, the entire software suite can also be deployed in "hosted mode" (ASP), the perfect solution for secure, cost-effective and flexible control over operational expenses.

Wherever they are located, all agents, supervisors and administrators can access the full range of functionalities as well as manage and monitor all activities as if they were on the central site.

### Nixxis Interaction Suite™

The customer interaction centre encompasses all methods of communication used between businesses and their customers.

Today's customers are more demanding than ever before, initiating contact 24 hours a day through their preferred communication channel.

To respond flexibly and effectively to this market, Nixxis Interaction Suite offers all the advantages of the Contact Suite, in addition to the following features:

- Increased interactivity with the Web to offer instant online response services through a powerful search engine linked to a structured, context-specific knowledge base.
- Routing of online forms and e-mails based on an analysis of their content and presentation of an appropriate, pre-formatted response to the internal agent.
- Conversion tools to convert online visitors into future customers, such as automatically activated assistance via Chatbot and Live chat based on user behaviour.

- Less paperwork with the introduction of the Electronic Document Management System.
- An open technological structure for rapid integration into the client environment (CRM, ERP, etc.).
- Logging of all customer interactions through all communication channels, providing the basis for a more detailed, personalised business analysis.

These are just a few of the many features that will ensure your customers receive a personalised, effective response every time while boosting staff performance for increased profitability. A high performance company constantly strives to be a powerful centre of interaction.

## Targets and References

TRB, Hermès Informatica, SunnyPhone, Alphaventure, Astrid, Group RISC, CallCentrix, Splendia, Hosted Telecom Services Europe, Sting Network, Atrix, Phenix, Let's Call, Optimum Contact, Coriolis, Spartel, Comearth, Genisys, Fox on Line, Dynafix, The Talent Factory, CCA, IntraCall, Access Call Algérie, Access Call Belgique, Interphone, Ip Plus, 4DMS, Madeira Telecom, Folkia, Svara, Effektiva, Groupe Hachicha, ...

## Innovative aspects/Advantages

Manage the total interaction over all the existing medias channels between the customer and the supplier: letters, e-mail, chat, call, SMS, FAX, video,...

Our global customer approach is unique:

- Native iP & virtual multimedia approach
- Channel interaction switching
- Business process driven, no need for re-engineering
- Multi-wave campaigns
- Profit based routing & dialling
- Team overflow
- Embedded recording
- Optimized predictive dialler algorithms
- Switch between sessions (Screen – screen and channel), multiple active sessions
- Entry-level scripting tools (Easy handling) & Advanced Scripting tool
- Centralized integration between communication channels and business applications
- Historical information on your customer interactions made available to all your business applications
- Centralized decision algorithms across different communication channels
- All employees involved in communication process
- Centralized overview of business results & people performance

## General description

Noctis Software, a company created in 2000, develops its activities around the JAVA software platform. Noctis is involved in the development of applications and Websites and in the field of accessibility.

### Main activities

- Development of web solutions allowing non-technical users to manage rich content on their website while integrating applicative modules such as registration forms, newsletter management or e-commerce facility
- Creation of an open source CMS named "Javlo" (generic system of content management for web)
- Consultancy (fixed or hourly price) in JAVA software architecture projects: management or design
- Skills in /promotion of specific technical knowledge & practices enabling the creation of accessible websites for disabled people, and to those who have a limited access to Internet for cultural, social or economic reasons

## Developed products

### JAVLO

- Applicative CMS: easy content management and applicative modules integration
- Ease of use, enables the user to become autonomous, requiring no technical knowledge
- Multi-user, attribution of different rights to each user
- Meta-CMS: multilingual and multi-domain management
- Javlo generates websites which are efficiently referenced and respectful of the accessibility standards
- Simple template management based on HTML and CSS only
- Enables to carry out graphical mailing very easily

## Targets and References

Any company or individual wishing to realize a clear and well-structured website, and wishing to carry out its daily update in a simple and autonomous way.

Any company or individual looking for advices, audits and services in the development of WEB applications.

**European Parliament:** Creation & development of the website of the President of the European parliament; creation, development & operation of a

centralized CMS for all the European parliament Information Offices (around 30 offices); technical direction of the intranet recasting into a portal.

**Banksys:** Coaching and front-end architecture (JSF) for the development of a Web application aimed at the management of payment terminals.

**Orange Communications SA (Switzerland):** Creation of the portal. <http://www.orange.ch>

**Benevita.be:** Development of the website connected with the CMS of 'Mutualités libres de Belgique'. "Intelligent" treatment of (X)HTML files and creation of online health tests. <http://www.benevita.be>

**Schuman Associates:** Creation of a software managing the resumes, with research possibilities, based on an advanced meta-data structure.

### Creation of websites (managed by Javlo)

[www.pme-guide.org](http://www.pme-guide.org); [www.febisp.be](http://www.febisp.be); [www.espaceplus.net](http://www.espaceplus.net); [www.greenpepper.be](http://www.greenpepper.be); [www.fondation-charcot.org](http://www.fondation-charcot.org); [www.scenographie.be](http://www.scenographie.be); [www.112.be](http://www.112.be); [www.abeo.be](http://www.abeo.be); [www.colisea.be](http://www.colisea.be); [www.ghentdredging.be](http://www.ghentdredging.be); [www.preventionsuicide.be](http://www.preventionsuicide.be); [www.connectis.be](http://www.connectis.be); [www.mvillage.be](http://www.mvillage.be); [www.noctis.be](http://www.noctis.be)

### Optimisation of websites for the Anysurfer label (web accessibility)

- Institut de Formation de l'Administration Fédérale (Federal Administration Training Institute): <http://campus.foifa.be>
- Handiplus: [www.espaceplus.net](http://www.espaceplus.net)

## Innovative aspects/Advantages

- **WEB Accessibility:** Noctis Software is introducing accessibility in all products and services and provides potentially accessible websites, for which the Anysurfer label can be obtained.

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### Website

[www.noctis.be](http://www.noctis.be)

### Contact person

Patrick VANDERMAESEN

### Function

Manager

### Date of Establishment

14 July 2000

### Number of Employees (in Brussels)

4

### Turnover (€)

(2008) 210 013



# NUMECA

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Marc TOMBROFF

**Function**  
General Manager

**Date of Establishment**  
1992

**Number of Employees** (in Brussels)  
50

**Turnover (€)**  
8 000 000 €

**Activities in other countries**  
Asia, Europe, America



## General description

NUMECA International is a pioneering provider of computational fluid dynamics (CFD) software and consulting services worldwide. NUMECA software is used for the simulation, design and optimization of fluid flow and heat transfer. It is used by product developers, design and research engineers, allowing them to reach superior product quality and performances, at reduced engineering cost.

World-wide manufacturers such as GE, BOING AIRBUS, HONDA, HONEYWELL, ROLLS-ROYCE, SIEMENS, SNECMA, trust NUMECA for the superior performance, reliability and ease-of-use of its software and professional services.

The company won the "Grand Prix Entreprendre 2000" from the Brussels Chamber of Commerce and Industry, for its success in exporting high-tech products worldwide.

## Developed products

### Flow Integrated Environments (FINE)

NUMECA product strategy is based on the development of automated and customized Flow Integrated Environments (FINE™) for rapid design, simulation and optimization. Our software environment covers a wide range of applications while providing feature-specific modules and capabilities dedicated to specific area of applications.

Our FINE environments integrate CAD modeling capabilities, advanced pre- and post-processing software, powerful flow solvers, optimization kernels and a wide range of multi-physics models.

NUMECA's grid generation software AutoGrid5 and HEXPRESS are unique on the market. They provide automated structured and unstructured full hexahedra meshes, providing highest grid quality within very short time in a few clicks.

NUMECA's visualization software CFView provides a powerful generic object oriented platform to perform all standard qualitative and quantitative 3D and 2D operations and plots, with specific features dedicated to specific area of applications.

AutoBlade, IGG, AutoGrid5, HEXPRESS and CFView are also available as stand alone software.

**FINE™/Turbo** is a Flow Integrated Environment dedicated to the simulation of rotating and turbomachinery flows.

**FINE™/Hexa** is a Flow Integrated Environment dedicated to the simulation of complex internal and external applications.

**FINE™/Marine** is a Flow Integrated Environment incorporating High-Fidelity and Automated CFD Simulation dedicated to Naval Architecture

**FINE™/Design3D** is a Flow Integrated Environment dedicated to the design and optimization of rotating and turbomachinery blades and channels.

## Stand alone pre- and post-processing tools

NUMECA pre- and post-processing tools are available in FINE™ series or as stand-alone processors of other CFD software.

**HEXPRESS™** is an automatic hexahedral grid generator for internal and external applications.

**HEXPRESS™** is an automatic hexahedral dominant conformal grid generator working on parallel computer for complex unclean CAD geometries, including automatic CAD cleaning and wrapping.

**AutoGrid™** is a full automatic hexahedral grid generator for rotating and turbomachinery.

**IGG™** is a highly interactive geometry modeler and advanced block structured mesh generator.

**AutoBlade™** is a powerful interactive parametric modeler dedicated to the design of rotating and turbomachinery blades and channels.

**CFView™** is a powerful visualization system, offering all advanced qualitative and quantitative tools for CFD analysis.

## Targets and References

Aeronautic, Aerospace, Generation of power, Energetic, Marine Hydrodynamic, Environment, Biomedical, Electronic, Automobile, ...  
Big constructors groups (SAFRAN, ROLLS-ROYCE, ALSTOM, ...)

## Innovative aspects/Advantages

As a center of excellence, NUMECA International participates in a large number of research projects with university departments, research laboratories and leading industrial partners, allowing us to offer the latest technology breakthrough to our customers.

NUMECA give access to the most advanced technology in the field of fast and accurate CFD simulation, highly-automated full hexahedral grid generation, solution-adaptive grid optimization, automated post-processing, CAD modeling and optimization.

### Why NUMECA?

- Significant time and cost reduction (NUMECA solution allows reducing by one order of magnitude CFD design cycle time through automated robust CAD cleaning and meshing and around 15 times faster solver compared to any other commercial CFD code)
- Improved prediction quality, leading to a more effective design process
- Improve overall engineering efficiency and productivity
- Improve decision support information with highly reliable simulation
- Efficient design through optimization

# OBJECTIVE GUI

## General description

Founded in 2004 and privately owned, ObjectiveGUI is dedicated to the analysis and exploitation of Graphical User Interface (GUI) object-oriented design patterns.

Those GUI design patterns help coordinate operations, maintenance and upgrade of user-oriented interfaces.

By now, the ObjectiveGUI offering encompasses:

- **ObjectiveGUI methodology:** a PIM/RUP compatible website project methodology
- **ObjectiveGUI WebMS:** a disruptive WYSIWYG ++ website editor
- **ObjectiveGUI WebMS-X:** an AJAX GUI generator for user-friendly transactional GUIs
- Outsourcing and consultancy services around the ObjectiveGUI methodology and software

## Developed products

**The ObjectiveGUI methodology** injects GUI generability and maintainability patterns in the PIM/RUP methodology, building up a full-featured website project management method.

Two main patterns are at the heart of the methodology:

- Design of a **GUI Grammar**: a collection of composition rules defining site structure, navigation, pagetypes, widgets and content types)
- Layered organization of site development and maintenance: a collection of technical and functional patterns for articulation between content layer, applicative layer, skin layer and structure layer
- Typical and maintenance and upgrade costs are halved by the use of the methodology. This methodology can be used with any type of CMS, application server, or middleware, ObjectiveGUI software tools are a complementary option.

### ObjectiveGUI WebMS

Based on an exclusive Site Grammar technology, WebMS offers powerful, handy and intuitive website management tools.

High-end WYSIWYG editor for your site tree and for your site pages, WebMS comes with built-in product marketing lifecycles and transaction scenarios. It is also able to upgrade your entire site's graphic skin at once and to merge different-looking sites... In the fastly evolving world of web user interfaces, WebMS is based on web standards and therefore compatible with most of Web generation engines, CMS, and Web application development frameworks.

### ObjectiveGUI WebMS-X

WebMS-X, the new AJAX generator from ObjectiveGUI, takes applications to the next level.

Web front-end is completely articulated from the back-end by the use of XML webservices, while eneric transaction grammars are provided for workflow, field validation, interaction logic (events, buttons, links...), and data bindings.

Moreover, those features are 100% separated from the GUI, which lets site reskinning and navigation changes be operated as a breeze.

## Targets and References

### Commercial target:

National and international corporate accounts, or any organization with a substantial asset of web use cases or web contents

- References:

### Belgacom Group Belgium (Belgacom Mobile public website)

- Sheherazade Development Belgium (Arnoweb product)

## Innovative aspects/Advantages

### Main benefits:

- Reduced costs and shorter time-to-e-market for maintenance and upgrade (skin changes, navigation changes, market segmentation changes)
- Dramatic savings on quality control and inter-departmental coordination
- Better budget and planning control on site development and maintenance
- Exclusive core innovations enabling the benefits:
- **New and exclusive design patterns** that let develop and maintain websites and web applications just like any other application, leveraging the full power of PMI/RUP methodologies
- **GUI Grammar:** a complete and company-level documentation of site structure, navigation rules and of available pagetypes widgets and content types, ensures site maintainability and project coordination. It also provides finer-grained bill of materials for more accurate plannings and budgets
- **Layered organization** of site development and maintenance processes enabling an optimal articulation between publishing roles, development roles, webdesign roles and marketing roles
- **Exclusive hyper-usable software** implementing the patterns in a state-of-the-art web development framework lets the publishers concentrate on communication objectives and forget about XHTML tagging or cycling production processes with the development teams

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### Contact person

Michelange BAUDOUX

### Function

e-strategy consultant

### Date of Establishment

1 April 2004

### Turnover (€)

250 000 €

# ODYSSEE MOBILE

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Stefan DE PAUW

**Function**  
Partner Manager

**Date of Establishment**  
1996

**Activities in other countries**  
Europe, Asia

## General description

Odyssee Mobile is specialized in on-demand mobile software for Sales and Service Teams on the road. Our software is fully SaaS (Software as a Service). Every enterprise system has a huge potential, which can be realized and maximized by deploying mobile solutions. Odyssee Mobile connects from anywhere to any existing back office and brings this information to mobile workers. These data can be accessed in real-time, but also in a fully-functioning offline mode.

With offices in Brussels & Luxembourg, Odyssee has already connected more than 350 companies in the industrial, wholesale, distribution, public, energy and construction sectors to the Odyssee Mobile Platform. We serve over 2000 satisfied mobile users in over 15 different countries.

## Developed products

### Odyssee Mobile

Odyssee Mobile is a Software as a Service application that can work with any ERP and accounting system such as Navision, SAP, Exact, Oracle, Dymasis, ...

Odyssee Mobile consists of two important applications:

- **Odyssee Mobile Sales & CRM** is designed for mobile sales teams, sales promoters, merchandisers and account managers
- **Odyssee Mobile Services** is focused on mobile maintenance and service teams, field engineers and professional technicians
- **Odyssee Mobile Wings** is the industry's leading development platform for building mobile applications that meet any business need. Starting from a large choice of reusable mobile modules, the mobile application can be fully adapted to very specific requests

### Be Future-Proof

Being fully configurable to adapt to all present and future business needs, Odyssee Mobile delivers unmatched communication possibilities that allow mobile users to operate online or in fully-functional offline mode. This unique communication technology is available across all platforms, including handheld devices such as PDA's, laptops or TabletPC's and of course your known desktop computer.

### Accurate and accessible data

Odyssee Mobile Software gives mobile workers a common format to work in, report or react on new information and access to the latest available information. This ability creates accurate and fast information flows, allowing enterprises to deliver a high level of service to each customer, anywhere, anytime. It secures an industry leadership position using today's technology.

For a fixed all-in price per user per month, large and small companies can enjoy Odyssee Mobile. Everything is included and all users always have access to the latest version.

### Extremely Easy

Odyssee Mobile is an on-demand software through internet. This approach slashes investment costs and cuts out complicated installation procedures. Flexible & Modular Platform  
Odyssee Mobile's open philosophy allows effective parameterization. This enables us to provide a solution that meets user requirements down to the very last details.

## Targets and References

**Sectors:** industrial, wholesale, distribution, public, pharmaceutical, energy and construction

**References:**

**Serax:** 40 mobile users

**Domani:** 10 users

**Decoline:** 14 users

**Simla:** 20 users

## Innovative aspects/Advantages

We host Odyssee Mobile on our web server and we take care of the software, hardware and maintenance, so mobile users will be able to start using it quickly and without any problems. Software as a Service guarantees care-free software. It's cheaper, quicker, user-friendlier and extremely easy to implement.

- 100 % software as a service
- Anywhere anytime
- Increases productivity, boosts turnover
- Works perfectly with any ERP
- Fully configurable
- Online & Offline
- Reliable & powerful technology
- Start using in less than a week
- Working safely also in a mobile world
- Multilingual



# ONE-D

## General description

One-D is a system integrator providing creative, adaptive and customer focused business solutions. The company is organized in three business segments;

- A technology pole in charge of developing and maintaining an urbanized technical and software architecture resting on distributed components (Java/J2EE, SOA, Web services...).
- A product pole which develops generic functional modules, assembles and extends them to build business solutions that meet clients specific needs.
- A consultancy pole One-D which offers the services of highly qualified and experienced professionals skilled in business consulting, system design, implementation and support.

Our consultants offer the combination of IT and business skills that allow bridging the gap between business requirements and technology.

Having proven expertise and familiar with recent evolutions in the banking and insurance industry our consultants speak the language of bankers and insurers (Risk management, Basel, Solvency, ...).

## Developed products

### One-D Business Solution

**The One-D Business Solution is an urbanized modular business application, easily integrated with legacy systems.**

It covers most functional aspects of non life insurance business and, by extension, the business functionalities of any company whose activity involves the management of customers, prospects, contracts, real estate or property, claims, quote, finance, booking ...

The solution is built by applying generation tools on a meta-model. It has a strong parameterization and configuration degree in particular with regards to products and pricing modularity.

## Targets and References

### Targeted Sectors

Insurance / Bank companies  
Real Estate management companies  
Leasing companies

### References

Nationale Suisse  
ECAP Neuchatel  
HIB  
Dexia

## Innovative aspects/Advantages

Framework for effective and lean management of **Insurance business**

- Based on more than 15 experience in deploying similar solutions
- Generic business modules
- Urbanized

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**Contact person**  
Olivier DHEULIN

**Function**  
Managing Director

**Date of Establishment**  
April 2005

**Number of Employees** (in Brussels)  
3

**Turnover (€)**  
600 000



# OPTIMAL DESIGN

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Contact person  
Emanuel FALKENAUER

Function  
Manager

Date of Establishment  
1997

## General description

Design, development and commercialisation of software based on proprietary optimisation technology (Genetic Algorithms).

## Developed products

**ArrayMiner®:** gene activity profile clustering software (bioinformatics)

**OptiLine:** assembly line optimisation software (industrial process optimisation)

**OptiMix:** perfume mixing process optimisation



## Targets and References

**ArrayMiner®:** research in bioinformatics, i.e. "Big Pharma" and molecular research laboratories

**OptiLine:** automotive industry, aeronautics, household appliances sector (white goods), etc.

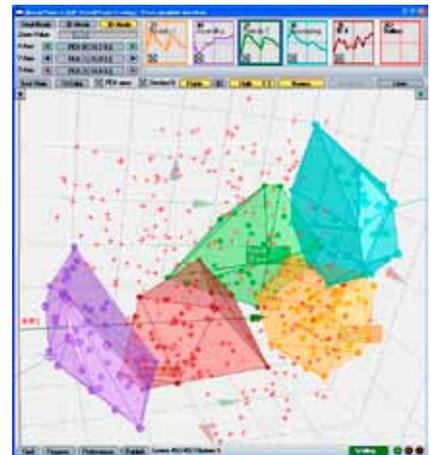
**OptiMix:** perfume industry

## Innovative aspects/Advantages

**ArrayMiner®:** the only commercially available clusterer capable of delivering optimal results based on biologically correct models (Gaussian Mixtures) and accounting for the inherent uncertainty of biological data (automatic outlier detection).

**OptiLine:** the only assembly line optimisation tool capable of delivering optimal solutions while keeping track of all the constraints of the automotive industry and related fields.

**OptiMix:** the only tool available to address this problem.



# ORDIGES

## General description

Ordiges is a Belgian company specialized in development and edition of financial and organizational software packages. Its solutions are dedicated to the better daily management of companies: spend management, purchase management, management of budgets and contracts, stocks and catalogues, accounting and inventories systems. Ordiges, with more than 30 years experience, has numerous customers (100+) from the public, service, healthcare and social housing sectors. More information: [www.ordiges.com](http://www.ordiges.com)

## Developed products

**PIA (Public Integrated Accounting):** Financial ERP dedicated to governmental organizations.

**EPM (Expenditure Performance Management):** web-based Spend management including Purchase-to-Pay, e-procurement and e-invoicing system – focused on indirect costs management.

**EBM (Enterprise Budget Management):** Budget management system

**ECM (Enterprise Contract Management):** Suppliers contract management

**E-Catalogue:** management of online catalogues

**PIA HC:** Financial ERP dedicated to Hospitals and Healthcare sector

**LORD:** ERP dedicated to Social Housing (management of candidates, lodger, Patrimony, Rent management, technical service management...)

**ECO:** stocks management

**IMMO:** fixed assets management

**Scan2Inventory:** Inventory via Barcode scanning system

## Targets and References

**Banks :** Crédit Agricole, ...

**Insurances :** Mensura, ...

**Government :** FOREM Unemployment agency, Museums, IBGE Environmental agency, Social Security, AWEX & FIT Export agencies, Ministry of Justice, ...

**Hospitals :** CHU Montgodinne (UCL), ...

**Social Housing :** Woonhaven Antwerpen, ...

## Innovative aspects/Advantages

**Cost Control Mechanism:** enables to enforce budgets electronically, at the point of spend; incorporate budget limits into day-to-day, front line decision making; Enterprise wide access to real-time budget versus actual data for better decision-making. i.e. a priori budget visibility, control of processes, allowing exploitation of cost reduction opportunities, transparency, compliance and corporate governance.

**ROI Analysis tool:** in order to evaluate in advance the Return on Investment of the implementation of our Spend Management solution. (Average : 3% to 6% reduction on managed costs)

**Native integration of budgetary & economical accounting:** innovative and unique Architecture to fit perfectly governmental accounting systems needs.

**Inventory by barcode scanning (ScanUp):** Cost-effective auto customizable tool for inventory management by scanning.

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Valérie SQUELART

Function  
Marketing Manager

Date of Establishment  
1977

Number of Employees (in Brussels)  
50

Turnover (€)  
4 000 000

Activities in other countries  
France, Spain, The Netherlands,  
Luxembourg



# ORGANICA

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Thibaud VAN CAILLIE

Function  
Project Manager

Date of Establishment  
1998

Number of Employees (in Brussels)  
6

Turnover (€)  
302 000 €

Activities in other countries  
France, The Netherlands,  
United Kingdom, Germany, USA,  
Luxembourg



## General description

Organica is active in the ICT sector (Information & Communication Technology). Its objective is to meet the management and communication needs of organizations (companies, institutions, associations, etc.) through the design, installation and maintenance of integrated solutions where office automation, information technology and communication technology are concerned, as regards both hardware and software. From the analysis of needs to the development of personalised applications or web sites, via the design of networks and the supply of hardware and software, Organica offers a complete service through a single point of contact.

## Developed products

Organica undertakes the development of an integrated software package called Organon as well as that of software packages derived from Organon and directed towards specific professions or needs. Organon is a management and communication software package designed to meet all the needs of an organization, whether large or small.

Organon is in particular:

**An integrated solution:** Organon integrates the management and communication of your data within a single database that is accessible via three interfaces:

- Office: for office work
- Web Office: for teleworking
- Website: for interactive communication

**A modular solution:** Organon is made up of modules that you can progressively put into service according to how your needs evolve, the growth of your company or your financial schedule

**A complete solution:** Organon includes all of the functionalities necessary for the management and communication of an organization:

- ERP (Enterprise Resource Planning)
- CRM (Customer Relationship Management)
- BPM (Business Process Management)
- CAP (Computer-Aided Publishing)

**An adaptable solution:** Organon's modules can be adapted to your needs

- By parameterisation: variation of the operation of the application
- By personalisation: specific developments for your organization

**A user-friendly solution:** Organon's interfaces aim to be simple clear and easily readable: you master the basic functionalities in 30 minutes

**A shared solution:** Organon is a solution shared by hundreds of companies, associations, institutions, etc. This means that it is constantly evolving and that the cost of this evolution is shared by all.

**A multilingual solution:** Organon offers a minimum of 4 languages for:

- The user interfaces

- The recorded data

**A multi-platform solution:** Organon operates with

- Windows
- Mac OS
- Internet

**An open solution:**

- Organon is compatible with most office automation software (Word, Excel, Outlook, etc)
- Organon can exchange data with other databases (SQL, Oracle, SAP, etc)
- Organon supports the most recent communications protocols such as XML and SOAP

Organon includes a collection of derived software packages specifically created for specific professions or needs. In particular:

- Organon for Events
- Organon for Networking
- Organon for Insurances
- Organon for Research
- Organon for Engineering
- Organon for Associations and Foundations
- Organon for Museums and Collections
- Organon for Lobbies
- Organon for Documents

## Targets and References

SWIFT

Council of the European Union

RTL Group

Hudson | De Witte & Morel

Palais des Beaux-Arts, Brussels

Royal Academy of Belgium

International of Academies

Freyssinet (Vinci Group)

FEBIAC

Franki Foundations Group

BMW, DaimlerChrysler, Renault, Peugeot, etc.

L'Oréal, Christian Dior, Vichy, etc.

Queen Elisabeth Competition

Flagey

Le Botanique

Manège.mons

Cercle Royal Gaulois Artistique et Littéraire

Hergé Foundation

European Livestock And Meat Trading Union

## Innovative aspects/Advantages

The very high level of **integration** of the solution: the management, communication and sales of the company are carried out through a single application and a single database that are simultaneously accessible internally and externally via three interfaces functioning both on a client-server and on internet, intranet and extranet mode.

An original functional architecture giving power, flexibility and upgradability to each module.

# PROXYCLICK



## General description

Proxyclick is providing web-based collaborative Catering HR Motivation and Facility Management applications to companies and their suppliers. Its flagship product is its "virtual canteen" which is allowing employees to order lunch at local food providers available on Proxyclick and selected by their companies. Orders can also be placed at own catering facilities.

Late 2009, Proxyclick was reaching 15,000 orders processed every month on its platform by around 200 companies for an annual value of close to 1 million €.

In 2009, Proxyclick was awarded the BeCommerce B2B Award for its contribution to e-commerce confidence-building

## Developed products

Proxyclick is providing its services according to the Software-as-a-Service model, companies are paying a monthly fee to use its service.

There are two Catering modules available:

- Virtual Canteen: grouping of employees' individual orders at local food providers, online payment and fidelity program
- Catering Management: orders placed for meetings at one or multiple providers, cost centers management, centralized invoiced by Proxyclick

Facility Modules under development:

- Service Desk: issues tracking and management
- Meeting Rooms Management
- Parking Management
- Visitors Management

## Targets and References

Large multinationals such as Danone, Microsoft, Bridgestone, Logica, Manpower, GSK... Proxyclick applications are also used by SME's as from 50 employees.

## Innovative aspects/Advantages

### Innovative aspects

- Transforming a traditional Facility Management market where companies currently have two options: excel sheet or large software implementations
- Building a B2B2E (E=employee) platform according to SaaS business model with a combination of Facility and Convenience services, using Catering as a USP to bring employees online
- Changing a traditional market where companies have two options: excel sheet or large software implementations

### Advantages to Employees

- Time saving
- More choice
- Fidelity system
- ...

### Advantages to Companies

- Employees satisfaction
- Costs savings
- Trendy positioning towards employees
- Fast implementation
- Low costs
- Participative application
- ...

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**Contact person**  
Gregory BLONDEAU

**Function**  
Director

**Establishment date**  
Est. 2004, Launch 2008

**Number of employees** (in Brussels)  
5



# ROUTING INTERNATIONAL

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#### **Contact person**

Daniel VEROUGSTRAETE

#### **Function**

CEO

#### **Date of Establishment**

15 June 1989

#### **Number of Employees (in Brussels)**

15

#### **Turnover (€)**

1 800 000 €

#### **Activities in other countries**

The Netherlands, Luxembourg, France, Spain, Germany, United Kingdom, Scandinavia, Switzerland

## General description

Routing International has over 20 years of experience in the development of professional solutions for transport and optimisation. Thanks to its software WinRoute and its team of consultants, Routing International helps companies from all size to optimize their distribution planning, thus increasing their profitability and competitiveness. Routing International is a Belgian company, having offices and distributors all over Europe (The Netherlands, Luxembourg, France, Spain, Germany, United Kingdom, Scandinavia, Switzerland).

## Developed products

Routing International concentrates all of its efforts on the development of software solutions for route planning optimization.

Routing International offers a product family created around WinRoute that guarantees its customers:

- To reduce by 5 to 20% costs of transport
- To improve quality of service to their customers: delivery in time and hour minimum rate of return for a maximum customer satisfaction
- Optimize internal resources: automation of your planning process, time savings, and increased visibility

## Targets and References

More than 200 companies have selected Routing International to optimize their vehicle planning and distribution.

These companies belong to a multitude of industries going from transport & logistics, parcel delivery, food distribution, wholesale & retail, bulk, oil & gaz, over domestic distribution, services, pharmaceuticals, public sector, etc.

Sample of Routing International customers: ABX, Colruyt, DHL Freight, Action, Norbert Dentressangle, DSV, Geodis BM, TFE, King Transport, Deli XL, Primagaz, Samat, EST (IKEA), G4S, Bruneau, Vanden Borre, Schweppes, Java, Alva, Gastro Fish, CSD, Aprophar, Cerp, ...

## Innovative aspects/Advantages

For over 20 years, Routing International continues to innovate in order to provide always the best solution to its customers in terms of:

### **Ease of use & ergonomics**

WinRoute, the main solution of Routing International has been designed in strong interaction with dispatchers, logistic managers and



engineering. It has been studied to enable any user—regardless of his or her experience to use tools—to easily find the information they need and to save time in setting up an optimized planning.

### **Suitability to specific constraints of each business**

The success of the planning tool and optimization depends on its ability to generate realistic schedules. No other solution models are as accurately as WinRoute, which adapts dynamically to all the business constraints faced by a specific transport activity.

### **The quality of the solutions produced**

The real heart of the solution are the optimization algorithms. Routing International works permanently to improve its solutions and maintains close links with various universities in Belgium (UCL and KU Leuven) and France (University of Bordeaux). The final results of the optimization process are qualitatively better, more cost-effective and focused on the specific objectives of the company.

### **Integration into the client computing environment**

The optimization of transportation is one link in the chain that goes from order to delivery / pick up goods at the location defined.

It is with this conviction that Routing International made its product WinRoute particularly easy to integrate with the TMS (Transportation Management System), WMS and ERP systems, on-board computers (GPS) and track & tracing systems.

### **Quality of project assistance and operational support**

Routing International wishes to establish a long term partnership with its customers. It is for this reason that the company has invested a lot in achieving and formalizing a project methodology specifically tailored to the issues of planning and optimization of transport.

By promoting the training and coaching on the actual data of the company (no training 'class' on theoretical data), Routing adopts an approach which emphasizes the "do" rather than the "get things done".

# SIGMA CONSO

## General description

SIGMA Conso is a Belgian company run by a management team who has more than 20 years of experience in consolidation, management reporting and group information systems. Our mission is to supply a complete range of products and services in the field of legal and financial consolidation to groups, auditors, investors and analysts. We work, on a complementary and independent basis, with accountancy, auditing and consultancy firms. Our competence in the field of expertise has given us a thorough knowledge of the most various needs of groups of all sizes and complexities and the particular requirements of the auditors. Our skills and experience in ICT enable us to develop user-friendly, flexible and efficient software packages with a high content in financial expertise, which have been a benchmark on the consolidation market for the last 20 years.

## Developed products

**SIGMA:** Based on our consolidation methodology, SIGMA brings you the accuracy and professionalism required for a statutory consolidation. It contains the standard parameters sets for a consolidation according to several Gaaps (BeGaap, Lux Gaap, IFRS,...) and for several sectors (industrial, holdings, real estate, insurance,...).

**MONA Group Reporting:** With this full web solution for consolidation and reporting, you optimize and secure the data entry, you fasten the consolidation cycle, you manage actual, forecasts, and budget figures simultaneously, you benefit from in-depth monitoring and analysis capacities.

**InterWeb:** The centralized InterWeb solution enables each subsidiary to carry out the reconciliation of intercompany accounts on line, 24 hours a day and 7 days a week. The closing process is further improved and the increased quality of the intercompany transactions helps simplify the auditing.

**Prophix Performance Management:** This application offers a multi-user, turn-key solution for budgeting software, forecasting software, reporting software, management consolidation, personnel planning and other advanced financial functions.

## Targets and References

Our customers are groups of all sizes, private or public, local or international and of any kind: financial holdings, industrial and manufacturing companies, commercial companies, real estate companies, services companies, insurances, etc. We support our customers through all the stages of their development. Among others, we are proud to tell the following companies as customers: Aviapartner, Besix, CMB, Deloitte, Ethias, Fluxys,

GBL, Herpain, Ikea, Joris Ide, Karp Kneip, Lhoist, Manuchar, NMC, Ogone, PWC, Ravago, Soficom, Touring, VGP, Wanty,...

## Innovative aspects/Advantages

Our integrated solutions for the financial and legal consolidation and reporting are state-of-the art in terms of embedded financial and expertise features. Our Web-based solutions offer those strong functionalities through a browser and allow the use of the applications in ASP or SaaS modes.

The combination of expertise, training and services with the development and installation of business-related softwares is unique on the market.

We operate through a network of local experts which is currently in expansion in other European countries.

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### Website

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### Contact person

Dominique GALLOY

### Function

Managing Director

### Establishment date

1 January 2002

### Number of employees (in Brussels)

13

### Turnover (€)

1 500 000

### Activities in other countries

Luxembourg, France

**SigmaConso**

# SOFTKINETIC OPRIMA ELECTRONICS

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Michel TOMBROFF

**Function:**  
Managing Partner

**Establishment date**  
July 2007

**Number of employees** (in Brussels)  
24

**Turnover (€)**  
1 000 000

**Activities in other countries**  
North America, Japan, China, Korea,  
Europe

## General description

Softkinetic is the leading provider of 3D gesture recognition middleware to build natural interfaces. We develop and market a family of software products, including the iisu™ Software Development Kit, the iisu™ Run-Time, and additional software tools.

Optrima is the leading provider of DepthSense™ 3D sensor products based on the patented CAPD™ technology, and of the OptriCam™ 3D camera product.

## Developed products

Softkinetic's award-winning, patent-pending **iisu™** technology is the most advanced real-time 3D gesture recognition software platform on the market. Enabled with any 3D depth sensing image, it allows end users to watch their video image or full-body 3D avatar while interacting in real time with computer-generated characters and devices. Compatible with all major 3D depth-sensing imagers, **iisu™** is available now to developers of Interactive Digital Entertainment solutions and for Consumer Electronics applications.

**iisu™** software and tools insulate game developers from the low-level technicalities of 3D depth-sensing cameras. Thanks to a rich set of interfaces and predefined gesturebased patterns, development cycles are dramatically reduced developers can focus on their core business.

**iisu™** is delivered as a software kit (SDK). To assist customers with rapid product design, development and testing, we provide technical consulting and development services for 3D graphics, games or other applications.

## Targets and References

Our products are used by companies in the consumer electronics, interactive digital entertainment, health & fitness and industrial markets.

Our clients include Orange France Telecom, Electronic Arts, Belgacom, Panasonic, Texas Instruments and Silverfit.

## Innovative aspects/Advantages

Softkinetic-Optrima's solution is the most advanced, integrated and complete 3D gesture recognition solution for a controller-free digital world. The combination of Softkinetic's software development kit with Optrima's hardware technology represents the most advanced, integrated and complete 3D depth-sensing gesture recognition solution available today. This offering brings a for-

midable time-to-market advantage for Interactive Digital Entertainment and Consumer Electronics companies.

### Integrated, optimized components

The iisu™ and DepthSense™ components are fully integrated and optimized for best performance and quality in building 3D gesture-based interfaces. Softkinetic-Optrima also provides the 3D time-of-flight imager, OptriCam™, with integrated DepthSense™ sensor.

### Available today

The Softkinetic-Optrima solution is based on fully proven and patented technology with a successful two-year track record of use by clients. This offers a decisive time-to-market advantage for rapidly developing and launching 3D gesture-based interfaces or products.

### Cost effective & flexible

Softkinetic-Optrima unique solutions use standard CMOS processes and technologies for the sensor and standard multi-platform software. This offers considerable cost-effectiveness and flexibility to developers, publishers and manufacturers integrating the solutions into their products or technologies.

### World-class development expertise

With thirteen years of combined R&D expertise, the Softkinetic-Optrima technical team can help at any stage of your development process to ensure you make the best use of Softkinetic-Optrima solutions.



# SPECICOM

## General description

The company Specicom is a consulting company, software publisher and service provider offering companies innovative solutions enabling them to improve their intangible assets management.

Armed with its experience in the domain of information technology, computer development methods, project management and consulting, Specicom has created a range of services and software making it possible to provide concrete answers for some specific aspects of intangible assets management for the company (small, medium or large).

Workflow management software engine to define, manage, execute and control the course of complex business processes involving actors inside and outside the organization.

Application components parametrized on the basis of the FlowBrowse workflow engine (applied mainly in the field of intangible assets management).

Distributed under Specicom brand or embedded (on a "white brand" basis) in other commercial solutions.

## Developed products

**FlowBrowse** is a process management software to define, manage, execute and control the course of complex business processes involving actors inside and outside the organization.

FlowBrowse is a flexible tool making it possible to implement administrative workflows quickly and fully.

The graphic modelling tool makes it possible to model and fully define workflow business processes, the links and conditions of launching, the roles that execute them, the documents generated or used in these processes and the formulas used by these processes.

The management tool makes it possible to integrate the Workflow into the concrete structure of the organization that uses this Workflow.

The tool also makes it possible to follow up on workflow execution.

The workflow engine makes it possible to deconstruct this workflow.

Integration with existing systems is defined in the tool and requires only minimal involvement from IT professionals (programmer).

## Targets and References

A company or administration of a certain size that has formalised its business process.

## Innovative aspects/Advantages

Comprehensive and integrated tool from modelling to implementation

- Fast implementation (prototyping progression towards a final system)
- Easy integration with existing systems
- Limited involvement of IT professionals (programming)

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Serge BERTRAND

**Function**  
Manager

**Date of Establishment**  
1997

**Number of Employees** (in Brussels)  
4

**Turnover (€)**  
280 000 €

# STS GROUP BENELUX

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**Function**  
Channel Manager Benelux

**Date of Establishment**  
2000

**Number of Employees** (in Brussels)  
10

**Turnover (€)**  
1 000 000 €

**Activities in other countries**  
France, Luxembourg, Spain, Italy,  
Switzerland, China



## General description

Beyond being the official distributor for STS Group products ( [HYPERLINK "http://www.group-sts.com"](http://www.group-sts.com) www.group-sts.com), STS Benelux is also:

- A proven electronic archiving solution for which many references can vouch (banks insurance companies industries and services)
- A will to integrate evidentiary value into this tool in order to deliver electronic archiving with legal value
- A solution delivering both secure electronic exchange and secure remote electronic voting both of which complement legal electronic archiving
- A strong player in the dematerialisation market as well as the nexus of a network of reliable partners who are willing to commit themselves

## Developed products

STS Benelux is a key player in the fields of:

- Dematerialisation and electronic archiving (legal)–STSnet
- Secure electronic exchange (remote access)–Keyvelop and Keyvolution Vote

### STSnet

Dematerialisation refers to transforming the processing of physical documents into digital processing whereby digital documents are of equivalent legal value to their paper counterparts. Electronic archiving is defined as the collection and retention of data in an ordered fashion in digital format in order to reduce paper storage volumes and related costs. Going forward, current practice shows that beyond the basic technical operation, electronic archiving is becoming a source of documentary evidence which favours the historical re-constitution of events.

STS.net software supplies all the elements required to set up a complete processing chain meeting the requirements of the four steps of legal electronic archiving, i.e.:

- Transfer
- Processing
- Retention
- Communication

### Keyvelop

The easy to use Keyvelop messaging tool ensures that important or confidential electronic outgoing correspondence meets standards for:

- Traceability and evidence
- Securitisation and confidentiality
- Archiving the history of your outgoing correspondence

### Benefits

- As safe and reliable as a bailiff's letter

- As simple to use as a paper envelope
- Traceability and securitisation: evidentiary value

Keyvelop is the ideal tool to ensure that your professional electronic correspondence is secure and traceable (invoices, pay slips, purchase orders, membership dues, etc.).

### Keyvolution Vote

Keyvolution Vote is designed for elections (official, board of directors, associations, etc.) and is a secure, remote, flexible and economical electronic voting solution, featuring:

- Legally valid voting
- Automatic counting of votes
- An official assessor

## Targets and References

Banks & Insurance Companies–Utilities (Telecom, Water, etc.)–Industries–Services–Public sector

## Innovative aspects/Advantages

STS Group's research and development activity is centred on STS.net and Keyvelop software. By using STS.net, clients can implement all or part of the following functionalities (through web-based services):

- Multi-channel capture of objects (documents or any digital file)
- Manual semi-automatic or automatic indexing
- Filing and research based on multiple themes and criteria
- Process automation (Docflow functions)
- Secure storage
- Archiving with legal value

### Keyvelop allows the following functionalities:

- Proof of sender identification
- Ensuring the identity of recipients
- Guaranteed confidentiality of transmitted information through encryption
- Certification of the integrity of received and sent files
- Transmission of official receipt of correspondence
- The capacity to sign each document
- The capacity to electronically officially accept or refuse document contents
- Management of validity and expiry periods for envelopes
- Dating the sealing and opening of documents and retaining traceability
- Notarisation of all pieces of evidences generated during the process

# TAKTIK

## General description

Taktik® is a development and integration company focused on bringing together passionate engineers. We deliver highly efficient and innovative solutions based on industry standards and open source packages.

Our development teams are made of engineers, all of them certified Java™ programmers, and Spring™ certified architects.

We are selling two products: iCure and Defiris. This experience gives us a unique ability to prevent and solve common problems that arise during the course of a complex project.

## Software Development Services

Our fields of expertise cover:

- Spring based J2EE development
- AJAX applications (GWT based)
- Cocoa Mac OS X Development
- Cocotouch iPhone development
- Python development
- XSLT/XML workflows
- Video treatment

## System integration

Our teams are particularly proficient in integrating Mac OS X with Linux and Windows systems. Our deep understanding of unix and linux inner-workings along with our Windows skills let us solve a wide range of problems.

We manage a broad range of Open Source IT packages like Apache, Tomcat, Bind, Postfix, Sendmail, PHP, MySQL and PostgreSQL as well as a series of well known enterprise products: Exchange™, SQL Server™, Oracle™.

We are specialised in the integration and deployment of a leading open source ERP package: OpenERP.

## Developed products

### iCure:

#### The Mac OS X medical management software

Designed for generalists, specialist doctors and clinicians, iCure fits the specificities of each medical practice. Flexible and powerful, iCure shines by its user-friendliness. Commercialised since 2006, iCure users base is growing quickly with a target of 300 users end of 2010.

### Defiris:

#### Digital Asset Management without compromises

Designed to manage millions of medias, Defiris guarantees sub second research time on complex full text queries. Hierarchical batches, collections, pictures stocks, colour search all integrated in a modern AJAX interface.

Defiris is available under a SaaS model or as a standalone deployment. Defiris supports clustered architectures and provide the advanced user with a very powerful administration interface that let him perform complex indexation tasks in no time.

### OpenERP:

#### Open Source Enterprise Resource Planning

Taktik contributes code to the leading open source ERP and is responsible for the Mac OS X version. Taktik takes care of complete OpenERP deployment and customisations.

## Targets and References

- Healthcare B2C (Electronic Medical Record, Encrypted backup, communications).
- Digital asset management (Images, videos and documents archiving). Caviar Productions, Aéroport de Liège, Région bruxelloise.
- Video/audio Podcasting: Université de Liège, Université Catholique de Louvain.

## Innovative aspects/Advantages

- A global approach encompassing analysis, development, deployment, optimisation and support
- Security aware certified developers, highly skilled in Open Source JAVA enterprise technologies
- Flexible suited to innovate projects development

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Antoine DUCHATEAU

### Function

Managing Director

### Establishment date

2004

### Number of employees (in Brussels)

5

### Turnover (€)

2 200 000

### Activities in other countries

Software licensing



# TELECOMWATCHERS

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Frédéric FOBER

**Function**

Managing Director  
Sales & Marketing

**Date of Establishment**

March 2002

**Number of Employees (in Brussels)**

4

**Turnover (€)**

557 000 €

**Activities in other countries**

France, international services  
in Western Europe through  
international agreements



## General description

TelecomWatchers is a consultancy company founded in March 2002 and based on the previous expertise acquired by its management in the field of cost control services regarding the telecommunications purchases.

Since 2006 TelecomWatchers has been mainly focusing on its own costs and volumes reporting software based solution named TELTRACKER, a solution for an on-line web secure multi-operator follow up service. TELTRACKER is a software based solution which enables a better management of the telecom expenses and costs of the large companies and organizations. It is also a complete tailor-made set of services that consists of different modules. These modules are developed and made available for a complete integration of the cost management into the administration resources of the customer (management of the costs per costs centers, automatic link with the accounting solutions, special monthly reports for management...).

With its Teltracker solution and its multilingual engineers team, TelecomWatchers has been serving large well-known customers in Western Europe and has designed several customized reporting solutions for its customers.

Since end of 2007, TelecomWatchers has also built similar costs controls solution dedicated to the field of electrical energy. This new project is a joint initiative taken with a French partner, in order to serve corporate clients with an on-line energy costs control solution.

## Developed products

As a telecommunications costs management consultant, TelecomWatchers has released its new Teltracker software solution since the end of 2006. Thereby auditors, financial officers, heads of purchasing and telecom managers get a unique on-line tool for managing, monitoring and analysing the costs of all services provided by their multiple telecoms operators. The user can "surf" easily from the consolidated level of data down to detailed breakdowns by branch, subsidiary, site, cost centers or business units.

The Teltracker solution has requested an initial important investment and development. It benefits from regular updates and addition of modules.

TelecomWatchers has pointed out that the customers of the telecom operators want to have a single solution that allows them to manage their firm's telecom budget, without being obliged to use the multiple and too complex reporting tools of the operators. This allows them to devote their efforts to what is essential: analysing the cost & purchase data, making the right decisions quickly and having their firm's telecom budget managed efficiently.

The clients also want the errors that could occur at any point in the telecom billing data and documents to be highlighted and corrected. Therefore, in addition to the software solution, the service by TelecomWatchers allows for monitoring the billing sheets and matching the invoices sheets with the reporting. The TelecomWatchers team checks the data coming from the operators files AND also checks the billing sheets themselves. Results are managed in a monthly data analysis report and regular briefings takes place with the customer. Furthermore the operators are informed about possible mistakes observed in the files, which may lead to wrong amounts being billed.

## Targets and References

Teltracker is a solution dedicated to large companies having a complex management of their telecom and energy purchases, at both national and international levels. Teltracker allows for an easy consolidation of the costs and volumes at both the corporate levels and the detailed and local levels.

With its Teltracker solution, TelecomWatchers is proud to have in its portfolio several major clients of the transportation sector (France), and of the social & pay-roll field (Belgium).

Teltracker was also elected a reporting system by an international consortium of operators serving their customers with a customized solution.

## Innovative aspects/Advantages

Teltracker reveals several innovative aspects for the large organizations and companies:

- On-line access through a secure session on internet "everywhere/anytime"
- Dedicated reports built according to the different professional profiles and needs of the users but with a single user interface
- The data made available is always checked carefully before it is released
- The solution can be customized and integrated into the company management resources The user manages him/herself several modules
- Cost center management and links with the accounting environments are available
- The "navigation" on the data can be structured according to the business patterns of each customer
- Permanent Telecom resources inventory management is included
- TelecomWatchers operates under the terms of a trusted third party partner Confidentiality of the data is guaranteed for both customers and operators. Data produced are managed in a secure data center

## General description

TELIO is a IT services and consultancy company, specializing in Information Management. Our activities comprise:

### The « docunit » suite

Solutions integrating 4 years of experience in document management.

- **Docunit search:** enterprise search portal
- **Docunit image:** the ultimate digital asset management tool
- **Docunit pdf:** automated data-centric PDF generation

### Custom Development–Document Management

Our team develops according to customer specifications using an agile development approach.

This methodology stresses iterative development of projects, where at the end of each iteration, working and tested software features are the principal deliverables.

All our developments are iterative and open (source code available).

Each project is a sequence of successful smaller projects.

### Technical Consultancy & Coaching

- “Co-Project Management” (Regular auditing of running IT projects)
- Specific one-time intervention in complex situations
- Specific one-time intervention during work overload (peak periods)
- Re-align off-track projects and delicate applications
- Guidance and training of IT teams
- IT personnel selection

### Consultancy–HR outsourcing

## Developed products

### docUnit Image

docUnit Image is an image management solution, permitting:

- Management and sharing of large number of images
- Intuitive management of images
- Full-text searching using multiple criteria
- Automatic indexing of images
- Security and access rights management

### docUnit Search

docUnit Search is an enterprise search portal:

- Indexing and searching over your enterprise content
- Filesystem databases public exchange folders
- Customisation of results based on source document particularities

### docUnit PDF

docUnit PDF is a PDF generating solution.

- Automate batch production of many administrative document such as invoices, financial reports, order forms
- Ensure your documents are always up-to-date by scheduling automatic generation based on a variety of trigger rules
- Retain full control of document layout and appearance

## Targets and References

### Target

Small, medium and large enterprises. No specific vertical market targetting, our products address common document management concerns.

### References

BESIX, BeTV, SAIPM (La Libre Belgique), DTZ, IBA, Electrabel, SONACA, Designboard, ...

## Innovative aspects/Advantages

- Focused and non-intrusive solutions
- Use of proven open-source technologies
- Affordable costs (no users or documents limits)

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### Function

Sales Manager

### Date of Establishment

February 2003

**Number of Employees** (in Brussels)  
4

### Turnover (€)

800 000 €

### Activities in other countries

Germany

# TETRASOFT

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Emmanuel VAN HECKE

**Function**  
Managing Director

**Date of Establishment**  
1990

**Number of Employees (in Brussels)**  
3

**Turnover (€)**  
500 000 €

**Activities in other countries**  
Germany, France, Benelux, Italy



## General description

A publisher of database publishing software, in particular "Leaflet", the professional solution for cross-media database publishing on demand. Tetrasoft also makes available its know-how in the area of databases and image processing to customers with specific needs.

## Developed products

Database publishing is a sub-discipline of DTP (Desktop Publishing). The information published comes directly from a database. This is very useful for B2B technical catalogues, illustrated prices and product information sheets etc, in other words any structured document the content of which can be found in a database.

For this type of document, choosing database publishing over conventional CAP enables 3 objectives to be achieved: publishing more quickly, more economically and more accurately.

## Targets and References

Any company is a potential user of database publishing for the publication of catalogues, prices, product information sheets and any type of structured document the content of which comes from a database.

Manufacturers, wholesalers, but also banks etc.

## Innovative aspects/Advantages

The 3 main objectives of database publishing are: publishing faster; publishing more economically; publishing more accurately.

Leaflet enables the achievement of these 3 objectives while offering a quick return on investment. The product's unique characteristics are the following:

- **Visual:** Easy to use, no programming, WYSIWYG
- **Integrated:** A single program from database to publication
- **100% cross-media:** from paper to fibre-optic with no intermediate stage!
- **Quick:** Publishing on demand in the office or on the Internet
- **Universal:** 100% Unicode: a single solution for all countries

The product is technically innovative and unique on 2 levels:

- Native access to databases
- Dynamic templates



# THE eID COMPANY



## General description

The eID Company sa/nv is a Belgian company offering best of breed solutions about electronic identity (hereinafter "eID") transactions, serving local applications and online services. The applications can either be a client software, a server software, a web site, an extranet or any other application using our standardized products or our software development kits (ex: DLLs).

Our enterprise builds its services around an electronic identity transaction platform and local software. It is an innovative service both in architecture and model that delivers the easiest possible solution to integrate electronic identities in applications and still providing interoperability (different kinds of electronic identities, identity sources and different countries). Our business model is based on the delivery of a service, not just software to integrate.

Concretely, our solutions are made of standard software modules, still customizing specifically when necessary for our customers. These modules manage different types of information fluxes and electronic identity data. Targeted for enterprises and administrations, our solutions allow the usage of strong authentication, electronic signature, verification & federation of identity data in a simple, quick way, avoiding the customer to focus outside his core business on complexity and IT integration burden.

Thanks to our solutions, expertise and knowledge, our customers are enabled to deliver e-applications easily, rapidly, in a plug & play fashion, answering business needs (costs reduction and regulatory constraints), whatever the sector, whatever the business. Our Company is recognized on Belgian and international markets as an electronic identity, signature and authentication leading actor.

## Developed products

Our range consists of identity data capture, web authentication, electronic signature (e-invoicing, contracts, forms, documents, etc.), e-Archiving and e-Voting products that are made available as local, online SaaS software, server or client side and

SDKs for integrators. Further, The eID Company is a certificate authority delivering digital certificates for its customer's uses:

- **Data Capture** is an identification solution (local or web usage) which provides smartcard identity reading capability, ease of use and different level of verification/control mechanisms. The service is conceived for local data capture, web sites or applications. An option on this product allows for anti-fraud eID document verification.
- **Authentication** is an authentication solution which provides ease of use and a minimum of integration burden. The service is conceived for web sites & applications, enterprise security, extranet-intranet sites or any other online services. This service is secured, user privacy safe, shields customers against technical changes.
- **Signout and Signbox** are legally valid electronic signature solutions (a range of products). The products addresses various applications cases : local, client, server (batch mode) or on-the-web electronic signatures. This product can be used to sign documents locally or online with eID cards, third party certificates, eID Company certificates. Applications are for documents, e-invoicing, online forms, web documents signing, per piece or in large batch quantities. This unique product on the market which allows very easy, legal electronic signing locally or online. SDKs modules are available for integrators.

## Targets and References

Our targets and references are found both in private and public sectors (e.g.: bank & insurance, health, federations and professional associations, etc). Thanks to our products, business processes can reduce costs, better comply to regulatory constraints using electronic channels.

## Innovative aspects/Advantages

Innovation consists both in technology (a transaction platform) and in our approach, through a service model in which we give the end-user a central position in all transactions that concern him. The technology we are developing is transparent for both the end-user and the service provider. The technological innovation consists further in:

- Providing a service immune to changes (cards, browsers, operating systems, etc.)
- Providing a legal service implementation that respects the privacy of end-users
- Providing a "plug & play" service, not requiring integration efforts. The client remains focused on his core business.

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Hugues DORCHY

**Function**  
Managing Director

**Date of Establishment**  
1 September 2007

**Number of Employees** (in Brussels)  
9

**Activities in other countries**  
Europe



# TOP SYSTEM

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Regis SCYEUR

**Function**  
Chief Technology Officer

**Date of Establishment**  
1987

**Number of Employees** (in Brussels)  
5

**Turnover (€)**  
700 000 €

**Activities in other countries**  
Morocco



## General description

Top System develops software and was created in 1987. It proposes its services to SME and the public administrations.

Top System proposes two standardized software products but also specific developments to meet client needs for Internet applications. We analyze and develop your project according to your needs. We offer several services such as consultancy, analysis, council and assistance when putting your project into place.

We mainly use Microsoft products: Visual Studio, SQL Server... all versions of Windows, Microsoft Windows Server, Exchange, Internet Server Information...

We are Microsoft Certified Partner since 1998 and Microsoft Gold Certified Partner since 2009 with the followings skills:

- Custom Development Solutions
- Information Worker Solutions
- Networking Infrastructure Solutions

To Meet the growing demand on unified communications, Top System has also became in 2009, distributors for the PBXnSIP ip pbx, and can help companies integrate their voice system with their custom business applications.

## Developed products

### Assutop

Assutop is a pricing application for insurance brokers: Information on multi-companies quotes intended for the insurance brokers of Belgium, directly giving access to a significant number of companies and the detail of the premiums, the broker can then draw an offer intended for his customer. It has been developed with the vision and in the optic of a broker, which means that the broker has the possibility, in a few clicks, to find the quote for a product adapted to its customer or to have an overview on the applicable quotes in real time. In short the council tool by excellence!  
www.assutop.be

### Avonca

Avonca is a software product intended for the management of law firms and legal services, both in Belgium and in the Grand Duchy of Luxembourg. Composed of integrated modules the program enables you to manage the entirety of the daily tasks of a cabinet: accountancy, filing/publipostage, administrative management, management of rendered services and processing fees, bill book, archiving, and many more options... Avonca is installed in cabinets from 2 to 90 users.  
www.avonca.be



## Top System FrameWork

The Top System Framework is a development framework based on top of Microsoft .Net Framework. It helps companies who would like to develop their own web applications to become productive; it integrates for example a multilingual content management system optimized for search engine,... www.topsystem.be

## Targets and References

- Lawyers and insurance brokers
- Federal Public Services of Belgium
- Several SME in Belgium, Luxembourg and Morocco

## Innovative aspects/Advantages

- Top System celebrated its 20 years in 2007, sign of reliability over time
- Top System has been Certified Microsoft Partner for 10 years, sign of a constant questioning of technological methodology
- Top System is a small team which guarantees the capacity to adapt to the dimension of its customers
- At the point of technology, we implemented the use of the electronic identity card in some of our projects

# TWO CONSULT



- **MICA**, the most recent tool, runs on **SharePoint**, the collaborative platform of Microsoft. This tool is a unique workflow application development tool for the SharePoint environment as it permits to design in a same approach the various components of a workflow application, i.e. content definition, form layout, workflow process and authorizations. And its functional modules give the possibility to really integrate BPM into SharePoint and provide end users with the workflow and management functionalities they need. As a result, MICA is truly the tool to leverage the collaborative power of SharePoint.

## General description

TWO Consult is a management consultant firm whose competences are centered on the management of Quality and Progress supported by technology. It offers both the management expertise and the software tools to help companies to implement the co-operative processes related to quality and management by processes. Its customers are located mainly in France, Belgium and Switzerland. Expertise and services:

- Management consulting to support improvement projects based on management by processes: deployment of management systems, operational risk management and permanent control, etc.
- Rapid Development tools for form and workflow based applications in the IBM Lotus Note, Open Source and MS SharePoint environments.
- Standard modules and/or development of functionalities in BPM (Business process Modeling), document systems, continuous improvement, indicators management, etc.

## Developed products

We propose tools on different platforms that include a Rapid Development Tool for workflow applications and a number of standard functionalities based on the workflow tool to support management by processes and ISO oriented management systems: process modeling, document management, etc. as well as indicators management and dashboards. The functionalities are available on 3 environments:

- **IQUAL** is based on the solid IBM Lotus **Domino** platform. It for example permits to manage large numbers of documents (100.000 at a customer) in different languages with many intranet users located in several sites.
- **TOBFlow** is a very flexible and user friendly tool for making and using cooperation workflows on intranet with **J2EE** and relational data bases servers.

## Targets and References

IQUAL customers range from SME's to multi-site and multilingual enterprises that want to make their management systems related activities more effective: cartography of the processes, document management, progress workflows, indicators and dashboards, etc. Also targeted are banks wishing to better manage risks and their permanent control.

**References:** Belgian Railways, Valeo, Elyo (Suez), Air Tahiti, Socredo Bank, Kaysersberg Packaging, etc.

## Innovative aspects/Advantages

The extensive experience we have gained in workflows, document management and process modeling has enabled us to design original and simple tools based on object oriented development and management by processes. Thanks to the conceptual richness we have developed, we offer progress tools which are quite easy to understand and implement. The innovating aspect lies in the application of our own modeling and engine architectures into the J2EE and .Net recent technologies.

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**Function**  
Partner

**Date of Establishment**  
1993

**Number of Employees** (in Brussels)  
6

**Turnover (€)**  
385 000 €

**Activities in other countries**  
French and English speaking countries



# UBIDATA

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G rard MATERNA

**Function**  
Director

**Date of Establishment**  
15 December 2003

**Number of Employees** (in Brussels)  
9

**Turnover ( )**  
1 460 000  



## General description

Ubidata develops, designs and commercialize software, hardware and services which combine into a complete remote fleet management and mobile logistic solution.

Our Mission: "Provide the most adaptive and evolution ready remote fleet, resources and people management solutions with the highest added value brought to our client and partners, based on an high-end technology expertise "

The products of Ubidata are a group of multifunctional elements which combine into a modular, open and scalable architecture to fit the telematic's needs from the most basic to the most advanced. Ubidata provides flexible solutions including hardware, software, communication services and integration systems with our clients' specific back-offices.

## Developed products

### Fleet management

The Track and Trace web application is the operator interface to all the information's gathered by the Dark Blue Box and other integrated systems: Vehicle tracking; On map mission statuses; Real-time calculations on driving working and rest times; Users and mobile terminals administration; Geofencing: ability to specify zones and alerts when a vehicle steps in or out of the zone; POI-Points Of Interest: ability to place images on the map to mark important zones; Activity follow-up and reports; Custom reporting; Online Messenger; Real Time temperature follow-up; Trailer tracking

The Track and Trace web application is your window into a comprehensive mobile management system for managing your mobile assets, viewing details and reporting asset activities. With this information you can increase the efficiency, utilization, security and safety of your entire fleet.

### Mobile Operational Framework

Mobile Solutions are one the most complex systems in today's business connected world. Based on the large experience we have in this field, we have developed a Mobile Framework encapsulating the complexity of connection management, software updates, data persistence, data transfer and data synchronization. This offers great flexibility for the future evolution of the application.

The focus is on functionalities and no time is wasted on modifying complex synchronization mechanism. The following operational functionalities are provided by our fully tested framework. It has been used for several years on numerous mobile projects.

Our framework has been used for several years on numerous mobile projects and provides the following functionalities: Over the air upgrade, Full auto-restore, Kiosk mode, Connection manager, Data

persistence, Economic data transfer, Reliability, Security, Backward compatibility, Evolution readiness.

Our platform encapsulates the complexity of connection management, software updates, data persistence, data transfer and data synchronization. This offers great flexibility for the future evolution of the application. The focus is on functionalities and no time is wasted on modifying complex synchronization mechanism.

## Targets and References

**Transport sector:** Maenhout, Jean Heck

**Vehicle rental sector:** Car Rental, Scania Reflex, Fraikin

**Maintenance and express sectors:** Delhaize, Simac, Ciblex, KBS

## Innovative aspects/Advantages

In these businesses where informatics and technology have revolutionized the operational processes, we respect the will of our clients to have the optimal fit between their specific needs and the proposed solution. This solution must also be ready for evolution and allow answering still unknown challenges.

Evolution readiness of telematic's products is a must in such competitive sectors as those of our clients. They must always be ready to improve their process and their operational efficiency.

In this matter we carefully develop and design the architecture of our solutions:

- **Adequacy:** We see often that 80% of a telematic project is common among all our clients All our systems are designed around a common core including 80% of our clients needs The last 20% are specific to each client his needs and his operational processes
- **Modularity:** Our software and hardware are separate elements which can modularly combine to answer to telematic needs from the most simple to the most complex
- **Evolution:** All our devices and software can be remotely upgraded and are designed to allow remote functionality activation Our devices have also standard communication capabilities and extension ports allowing connecting to infinity of sensors and other functionalities
- **Scalability:** Our systems are scalable to a huge number of devices and users allowing us to manage from the smallest to the biggest fleets
- **Open:** Our solutions are based on standards and we have a strong experience in system integration of all kind

# UPM SOFT

## General description

UPMsoft is a dynamic Belgian company specialized in development and implementation of production management solutions namely MES (Manufacture Execution systems), Proactive Maintenance and Production Plannification.

UPMsoft people are all specialists in development of production management tools. They have worked for major international companies in Europe and Japan.

After 5 years of research and development, UPMsoft has developed and carried out a new production management system, allowing any industrial company, whatever its activity, to mutualize its know-how, to increase its production capacity while having a quick return on investment.

UPMsoft software UPM stands for UNIVERSAL PRODUCTION MANAGEMENT.

UPMsoft development team is working continuously to integrate industrial companies requests into UPM to improve their productivity.

UPM offers innovative and advanced capabilities to design, plan, manage, and control the complete product development and realization process, allowing project managers and production engineers to control project structures, schedules, costs, and resources.

## Developed products

### Horizontal modules (All industries)

- MES-OEE Production follow up (Manufacture execution system)
- Proactive Maintenance (Preventive corrective and curative)
- APS (Advanced Planning System)
- "Pointage" Attendance clocking HR & production follow up (Manage the employees and operators attendance knowledge training and performance)

### Vertical modules

#### Mechanical Machinery

- ASS (After Sales Service and maintenance)
- Corrugated cartons
- Corrugated carton Configurator
- Corrugated carton planning optimizer
- Defense and high precision manufacturing
- Metrology management (manage and trace measurements )

## Targets and References

- MECAR S.A. (Defense)
- AFC (Machinery constructor)
- TDS (Office equipment and design)
- HIPACK (Carton and Packing)

## Innovative aspects/Advantages

- Fast implementation
- Ease of use
- 100% Java
- Direct communication with PLC and machines in an easy and intuitive way
- Native communication with SAP
- Built in dashboards, analysis and graphics

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Réda BOULOS

#### Function

Director

#### Date of Establishment

2004

#### Number of Employees (in Brussels)

3

#### Activities in other countries

France, Egypt



# VADIS

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**Function**  
Managing Director

**Establishment date**  
1 January 2004

**Number of employees** (in Brussels)  
14

**Turnover (€)**  
1.700.000

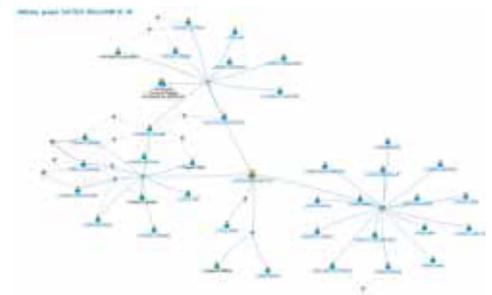
**Activities in other countries**  
France, Luxembourg

## General description

We are software as well as a service company. Our goal is to help companies storing and exploiting vast amount of data in the Analytical CRM area. Our software is innovative and truly offers solutions that cannot be found elsewhere.

Our main software offering today is on predictive modeling (made so easy that no statistical skill is requested to be used) and on enterprise social network (making information available on 60 millions enterprises in the world, with their relationships, their manager network, etc.).

This software is further used as a deployment tool for a global lead generation and prioritization systems, available anywhere in the world.



## Developed products

- RANK – predictive modeling software allowing producing massively predictive models on huge data sets – for example 40.000 variables describing 2 millions clients used for predicting buying (up-selling) events. This software is radically different from all other in its simplicity – it can be used by non specialist—and its capacity—still work when all other software is not scalable enough.
- GET – Group Exploration tool that runs on the largest B2B database worldwide (ORBIS of Bureau Van Dijk Electronic Publishing). This software, using a SAAS approach, allows any customer to explore all relationships between companies worldwide, get their financial information, search for the owners or the top executives, look at their relationships, etc. This application is designed to be easily customized for any client that will then have its own version, with its own internal data added: clients, product consumed, turnover, propensity models for their offerings, etc., allowing to explore cross-selling or up-selling opportunities, with group level consolidation, etc. This software is a killer apps for any international business.

## Innovative aspects/Advantages

- Our software are based on many year of experience and R&D
- We are extensively investing in R&D (40% of turnover)
- Our software do things that cannot be found elsewhere

## Targets and References

- Finance
- BNP Parisbas Fortis
  - Citibank
- Services and databases
- WDMbe
  - WDM Fr



# VISION CONTROL APPLICATION

## General description

Since 1994, VCA is an engineering company specialized in machine vision applications.

### Resources and services:

- Vision study and feasibility
- Challenging vision equipment
- Vision specification in order to meet industrial requirements
- Image processing software and algorithms
- Process control validation ( FDA protocol )
- Maintenance and troubleshooting
- Opto-electronic device development
- Smart Camera
- Robotics
- Visual C and Visual Basic Programming
- Multi-task programming

**Specialties:** OCR/OCV on embossed markings and low contrast edge detection.

## Developed products

### OCR/OCV

OCR for optical character recognition and OCV for optical character verification.

Through an extensive set of vision tools, VCA has been selected to study critical marking verification. In 1992, VCA was the first to solve inkjet inspection for Schneider Electric.

Ten years later, VCA was again the first to provide an industrial solution for embossed markings.

### Specializations

- Control of markings
- Inspection of automotive glass
- Pharmaceutical bags
- etc.

## Targets and References

### Supported industries

- Cosmetics
- Automotive glass
- Pharmaceuticals
- Molding
- Food
- etc.

### References

- Saint-Gobain
- AGC Automotive
- Groupe L'Oréal
- Sisley
- Cosmeurope
- Baxter
- GSK
- Roquette
- Schneider Electric

## Innovative aspects/Advantages

### Low contrast edge detection

The second field of application is based on edge detection on low contrast borders.

Typical applications are found in plastic and glass industries where accurate measurements are requested.

In 1992, VCA was the first to inspect pharmaceutical bags where material reflexion was a serious challenge.

Today, the same vision tools are used in the automotive glass industry.

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Philippe POLLART

**Function**  
Director

**Date of Establishment**  
23 December 1994

**Number of Employees** (in Brussels)  
1

**Activities in other countries**  
Europe, China, India, Russia, USA



# VOICE-INSIGHT

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Saskia D'HAVELOOSE

**Function**  
Ceo & Founder  
Management Assistant

**Establishment date**  
May 2000

**Number of employees** (in Brussels)  
25

**Turnover (€)**  
7 000 000

**Activities in other countries**  
France, United Kingdom, The Netherlands, Luxembourg, USA, China



## General description

Voice-Insight, a software company founded in Belgium in May 2000, has developed a set of patented technologies that can be used to easily Voice Enable any database application.

Today, Voice-Insight, and its Partners address numerous application market segments including: Warehousing & Logistics; Geographic Information Systems; Asset Inspections & Maintenance; e-Car and e-Home, and more.

These voice applications activate many kinds of devices & sensors: desktop / tablet / wearable PCs, PDA's, Smartphones, Portable Navigation Devices, IRC's, barcode scanners, RFID, GPS, cameras, and more.

VQL™ (Voice Query Language) developed, patented and marketed by Voice-Insight enables speech technology to query and update any type of database information and to interact with any existing Information System.

## Developed products

### Software

- **VQL4Log** is a suite of software modules and tools for Logistics.
- **Mobile Speech Client** is a forms-based voice activated client software for picking, currently associated with Oracle WMS but portable to other WMS environments
- **VQL4AFM** allows filling out, by voice, any type of form to capture data, in the field, for inspection and maintenance applications.
- **VQL4Mail** targets voice sorting of documents and parcels.
- **VQL4Geo** allows performing voice-driven geographical mapping (LPIS, urban or agriculture cadastral, road transport corridors) or GPS navigation.
- **VQL™ Software Development Kit** is the product to deploy Voice-Insight technology on the PC platforms.
- **VIVA Software Development Kit** is the counterpart of VQL for PDA & Smartphones (WinCE, Mobile5, Mobile6,...).

### Hardware

- **BlueVQL-SmartTalk** is a shockproof, waterproof, wearable PC for mobile Logistics workers, effective in deep-cold environment.
- **BlueVQL-Headset** is an industrial voice-recognition grade Bluetooth headset active in deep-cold.



## Targets and References

**Logistics :** Acteos (FR), Aprolia (FR), Mestdagh-Champion (BE), DSV (BE), Cactus (LU), Welsh Health (UK), @thetys (BE), Forem (BE), AFT-IFTIM (FR), ...

**Sorting:** IBM (BE), Neopost (FR), Outils Océans (FR), ...

**Inspection & Maintenance:** Facultés universitaires de Gembloux (BE), IBM (NL) ...

**GIS & GPS:** Magellan Navigation (USA), ESRI Inc. (USA), IGN (BE), ...

**OEM Partners:** ABL Informatique, Acteos, Atelog2i, Axima, Hardis, IBM, Incas, Ingrif, Neopost, Oracle, Outils Océans, Patech, ...

**Certified Third Parties Hardware:** LXE, Motorola, Panasonic, TXcom, Zebra Technologies, Honeywell, Pidon, Teklogix,...

## Innovative aspects/Advantages

Voice-Insight's unique approach to the market is based on a combination of factors:

- No voice training/Speaker Independent Systems: new users and temporary workers are up & running in minutes
- Virtually Unlimited Vocabulary: all system commands and the entire vocabulary available using natural phrases in the user's language
- Multilingual Support: switch between many languages in the middle of any application (field working in shifts)
- User-friendly Software Development Kit (SDK): an efficient tool to develop applications whatever the field or domain.
- Highest Level of Text-To-Speech quality: the most pleasing efficient and natural instructions / response from any given device

# VRCONTEXT INTERNATIONAL

## General description

VRcontext International is a leading provider of integrated real-time visualization software benefiting the Oil & Gas, Process, Energy, Engineering/Procurement/Construction (EPC), and Homeland Security sectors around the world.

Headquartered in Brussels, Belgium, VRcontext has offices in Houston, Texas, and in Rio de Janeiro, Brazil, as well as a global network of some 30 value-added resellers.

VRcontext's landmark product—**Walkinside®** and its very powerful **SDK**—ensure seamless continuity between the engineering design and construction phases of large and complex facilities, while efficiently supporting the many activities required for their optimized operations and life-cycle management, going from customized contextual simulation tool—replicating actions in the field—to Decision Support Applications.

## Developed products

**Walkinside®** automatically creates a complete 3D virtual model of facilities, merging files from diverse data sources and proprietary formats such as:

- Multi-vendor 3D CAD data, together with its associated engineering databases
- Laser scanning output
- Aerial photography
- Digital terrain models (DTM)

**Walkinside WebServer** delivers a performing, distributed, real-time collaborative environment for Corporate Enterprise VR Model Management that empowers End-Users without compromising IT control and security requirements. Providing an easy access to the latest version update of 3D Asset data is an essential requirement for all organizations working with Virtual Plant data.

**Walkinside URLs** allow the creation of—easier than ever before—smart links to near-static information such as:

- Document management systems
- Enterprise resource planning (ERP) tools
- Operational databases, such as asset integrity management

By federating such diverse and often hard-to-integrate information, Walkinside becomes a 3D portal and intuitively helps asset and operations managers work more effectively in an immersive intelligent-decision environment, supporting common asset views between the various disciplines and business activities.

**Walkinside** and its very open and powerful **SDK** helps capitalize on this powerful software by:

- Enabling bidirectional links to real-time applications such as SCADA/DCS and process simulation
- Helping to maneuver remotely operated vehicles
- Displaying results from computational fluid dynamics (CFD)

- Locating field operators in 3D
- Leveraging HSE and training applications

By geo-referencing such critical information to the relevant infrastructure, this integrated operating environment dramatically enhances key stakeholder's ability to effectively collaborate with managers, subject-matter experts, and decision-makers by supporting shared views of complex asset models and time-transient information from simulated or measured parameters. This enables direct comparisons between real-time sensor information and the results of computational simulations, such as for corrosion, compositional fluid flow, pressure-temperature, and industrial processes, displayed in a virtual 3D environment.

Built on Web-based technology, **Walkinside SDK** delivers true interoperability, enabling integrated communication both vertically through the field, process and business management levels and horizontally, for the benefit of global optimized operations. In this advanced working environment, enterprise resources reach optimized critical decisions faster and more certainly because confusion and misunderstandings are minimized.

Owner/Operators can improve personnel safety and training, as well as simulate catastrophic events to help prepare for facility evacuations and emergency response. Through real-time and global access, decision-makers can access vital data and help solve unexpected problems—creating optimized return on asset investments and operating expenses.

## Targets and References

EPC firms (Engineering/Procurement/Construction) active in the Oil & Gas, Process and Energy sectors: Chiyoda Corporation, Dong Energy, Fluor, Mitsubishi Heavy Industries, Jacobs, KOPEC, SNC Lavalin, Technip Coflexip, Vetco Aibel, ...

Oil & Gas companies as well as in upstream (production) as in downstream (refineries) areas: BP, Chevron Oil, El Merk, Japan Gas Company, PEMEX, Petrobras, Petroleum Development Oman (PDO), Shell, Total, Woodgroup, ...

## Innovative aspects/Advantages

Walkinside's patented Real-Time Collision Detection and Gravity Simulation technologies allow users to immediately and intuitively explore the virtual 3D model through the eyes of a virtual human character that uniquely emulates real life experience—such as obstacle awareness, interaction with plant obstructions with ground and gravity restrictions.

Taking advantage of Web-based technology, this state-of-the-art visualization tool can flexibly be arranged into existing applications, collaborating over the Internet as well as corporate Intranets, bringing interoperability to a new level.

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François LAGAE

**Function**  
CEO

**Establishment date**  
26 June 2000

**Number of employees** (in Brussels)  
9 (+4 in foreign countries)

**Turnover (€)**  
1 169 000 €

**Activities in other countries**  
Europe, USA, Mexico, Brazil, Europe, Russia, Japan, Korea, Australia, ...



# WHISE

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Ben HUYBRECHTS

Function  
Managing Director

Establishment date  
20 March 2000

Number of employees (in Brussels)  
10

Turnover (€)  
803 000

Activities in other countries  
Distributors in the United Kingdom,  
Romania, and The Netherlands.



## General description

WHISE started its business in 2000 offering virtual visits and websites for real estate agencies. In 2002 we started developing the WHOMAN (WHISE ONLINE MANAGEMENT) software for the administration and management of real estate agencies. Commercially the software was launched at the end of 2003. Since the launch it has become a success story and WHOMAN has become our main product. For the time being more than 1000 users are daily using the WHOMAN software.

In the second quarter of 2009 a completely new version, WHOMAN 2, with increased possibilities and functionalities is launched. For the distribution of WHOMAN 2 we are now actively looking for distributors abroad.

We can offer you:

- Use of proven business format and management system which includes: prospecting, closing the deal, contracts, invoicing, follow-up of the sub-licensees,...
- An opportunity to start your own company or additional business with a proven product and concept.
- Become a part of a fast-growing international organization.
- Marketing material is available (website, Trademarks, communication strategy,...).
- The software can be adapted to the needs of your local market and is continuously innovated.
- When successful there are possibilities of creating sub-licensees and work with multiple areas, with you as master distributor.

## Developed products

WHOMAN 2 is an advanced and intelligent online CRM software specifically developed for the real estate professional. When running a real estate office "managing information" is one of the key elements to be successful. Information is coming in through many different channels such as telephone, e-mail, estate visits, and interviews. There is a high risk that the information gets spread out and lost.

WHOMAN offers a solution, through different modules such as estate management, contact management, calendar, and website. It gives the possibility to stay in control of the information stream in a real estate agency.

### The modules of WHOMAN

- **Estates:** Management of estates, export of advertisements to newspapers, portal sites, history of estates
- **Contacts:** Management of contacts (owners, buyers), history of contacts, preferences (number of bedrooms, price range, area)

- **Automated Matching:** The system automatically looks for matches between the criteria of the contact and available estates
- **Calendar:** Management of the agendas of all employees
- **Website:** Content Management for Websites
- **Documents:** Exchange and classification of documents
- **Memo's:** Internal Electronic e-mail system
- **Administrator:** Management of users, passwords, default settings, ...

## Targets and References

Our clients are real estate agents and real estate developers. Hereby a selection of our customers: Victoire Properties, Immoview, Groep Caenen, Janssen en Janssen, Living-stone, Dirk Willemyns, Immo Bis, Anker 18, Berno, ...

## Innovative aspects/Advantages

The software is sold as a service including support, upgrades, hosting and back-ups. Together with the functionalities this results in many benefits:

### No Worries

Your data are centralized and always available from any computer with internet. You can access your data anyplace anytime. Also your information is stored in a protected and state-of-the-art data-center and backups are made regularly. No worries that your laptop will be stolen with all your data

### No Investment Cost and a low maintenance cost

You don't need expensive equipment or ICT infrastructure, any computer with internet connection can be used. Because the software is offered as a service you do not need to worry about buying new versions or buying new and more powerful infrastructure to run it

### Growth by Cooperation with colleagues

The software is developed to allow cooperation between two or more real estate agents. You can partner with colleagues in your own country or abroad, hereby increasing your revenue and visibility

### Automation of your office

The software can automate many tasks such as reporting to the owners of the estates, looking for potential buyers for a certain estate, advertisements, updating of the website, and mailings. This will result in a significant time gain

## General description

Xelink is a company specializing in capital market technology and broker-neutral market access. The founding members are all experienced professionals of finance and technology, and the company is supported by long term partners such as well established Benelux financial institutions, traditional and emerging Stock Exchanges, financial technology vendors (CEP, OMS, Telco).

Our strategy is to develop a unique competence centre that in-source the technology-intensive services related to automated trading strategies and trading risk management thus enabling institutions to fast move to new markets and products. Our core values are trust, integrity, quality and long term vision. We seek to reach excellence with the people we work with and to create beneficial solutions for our clients and partners.

## Developed products

Xelink offers a hosted platform and consulting services related to automated trading strategies (algorithmic trading) and risk management using programmatic trading systems. This innovative solution is developed on top of Progress Apama, the market-leading platform for complex event processing, which enabled a fast time to market for institutions active in financial and commodities markets.

Xelink platform is available on the "Software as a Service" (SaaS) model to enable access to most European markets, together with expert consulting services for customizing and developing strategies to respond to customer specific requirements. A standard suite of strategies is provided to enable the optimization of execution through pre-trade processing, data aggregation, smart order routing and order slicing or iceberg using intraday or historical analytics. Additional customization and development is proposed to take into account client specific requirements.

XeLink consultants have in-depth business and financial product experience to provide customer with responsive support to their timescales. They work alongside the customer staff and take responsibility for project management, business analysis, development and application Configuration, training, on-site support and telephone support. A service level is proposed to cover normal business hours and to provide a level of customization.

## Targets and References

Target clients in Continental Europe:

- Small to mid-size sell-side institutions with their own market access
- Small to mid-size buy-side institutions with direct market access through brokers
- Large firms needing consulting services to bootstrap or externalize automated trading strategies

## Innovative aspects/Advantages

Xelink platform is a white toolbox with standard trading strategies (Iceberg, Peg, TWAP, VWAP, Percentage of volume, etc.) that incorporate real-time intraday or historical analytics and also probabilistic-based algorithms and mathematical optimization methods that enable complex decision making and risk management.

Xelink proposes to its clients a step into automated strategies with custom-made strategies (volatility trading, pair trading, auto-hedging, smart routing, etc.):

- Without investing into own technology and staff
- In integration with their current infrastructure and market accesses
- With the option to in-source the service in a later phase

The benefits for clients are:

- Leverage on strong expertise and partnerships
- Access to a proven technology with standard and customizable toolbox
- Access to a unique Competence Centre for development & support
- Cost effective solution through the SaaS model

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### Contact person

Alfred ATTIPOE

### Function

Director

### Establishment date

2009

### Number of employees (in Brussels)

2

### Turnover (€)

100 000

### Activities in other countries

Continental Europe

# YP5

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**Contact person**  
Christophe ROOS

**Function**  
Director

**Date of Establishment**  
2002

**Number of Employees** (in Brussels)  
3

**Turnover (€)**  
500 000

## General description

YP5 Software is a company active in the creation of tailor-made software for small and medium-sized companies. It has been active in consultancy for a few years thanks to its expertise in advanced development technologies.

Today YP5 is also turning to the commercial application of in-house software called Colisea. This software enables the management of effective modern ticketing with all of the avant-garde components that this implies. In order to enable daily use of this tool, YP5 has decided to also make use of it for its own needs by selling tickets for various events on the [www.colisea.com](http://www.colisea.com) site.

## Developed products

**Colisea** is an entertainment event management software designed to facilitate tickets sale management based on a centralised server.

**Colisea** makes it possible to simplify the daily management of your events by offering you a concrete view of the situation and your entertainment events that are put on sale.

We were advised on its ergonomics by ticketing professionals, which enabled us to offer software that perfectly adapts itself to the user.

## Targets and References

SMEs, Entertainment venues (Theatres, Cultural Centres, etc.), Festivals, Entertainment event promoters

## Innovative aspects/Advantages

### Expanding your customer base

You are no doubt aware of it, but the dissemination of information by means of the Internet has become a necessity. That is why we suggest using our existing infrastructure to disseminate information about your events, and this in order to be operational within a very short time!

### Simplification of management tasks

COLISEA offers you various tools enabling you to quickly and simply carry out your administrative tasks thanks to the various automatically generated reports such as accounting reports and daily sales reports. This software also enables you to set up your new events with simplicity and to monitor their bookings in real time thanks to a graphical representation of the venue.

Tickets can be very easily personalised thanks to the ticket publisher integrated into the product.

### Investment for setting up COLISEA

No investment is required to set up COLISEA. In fact, we want to contribute to your business growth and that is why you only pay commission per ticket sold in the system, without any start-up costs.

This commission is a function of the ticket selling price and has a reducing sliding scale in relation to the number of tickets sold.

We therefore offer you a quality product without incurring the risks associated with purchasing a system!



# SOFTWARE TECHNOLOGIES IN THE RESEARCH AREA LANDSCAPE

With three main universities, four institutes of higher education in engineering and a competence centre specialised in software engineering, the Brussels-Capital Region is involved in multidisciplinary technological research and is a favorable environment for the development of new technologies.

Universities, with incubators and spin-offs, have become key vehicles for technology transfer and have developed an important potential in research applications.

This section presents the Research Area Landscape of Brussels involved in the software industry.



# ERASMUSHOGESCHOOL BRUSSEL

In addition to offering a wide array of bachelor- and master programs, the Erasmushogeschool Brussel (EhB) is also actively involved in scientific research, collaborates intensely with the business and industrial worlds. The department of industrial engineering at the EhB is the leading Flemish educational provider in industrial engineering in Brussels.

The research group Electronics/ ICT has put its focus on applicability, architectural aspects and power consumption of embedded electronic systems. Dialogue and collaboration between the worlds of industry, research and education are of the utmost importance to the department of industrial engineering and to the EhB to ensure an effective and a continuous regeneration of the educational process.

## Research areas

Electronics and ICT research activities are focused on embedded systems, namely applications, architecture and power consumption.

The main research is in the field of Dynamic Reconfigurable Computing (DRC) systems and their applications. DRC systems provide high performance computing systems with reduced power consumption, offering better efficiency and performance compared to general purpose systems. The second research area focuses on the creation of automation tools for optimal control systems to be used in mechatronic applications.

The third area focuses on the design and deployment of sensor networks and optical networks. The research is focused on the development of power-aware MAC, topology control and routing algorithms and on multi-layer traffic engineering. The unit is also active in the study, design and development of intelligent acoustic probes for use in environmental measuring.

## Recent research projects

### Reconfigurable computing system

By using DRC the best performing (sub)circuit can be activated at run-time resulting in efficiency analyses of computational speed and power consumption. The new generation of SRAM-based Field Programmable Gate Arrays (FPGAs) are well suited to achieve this goal.

In addition DRC activates the ability to store different computing configurations into memory and provides the option of activating these configurations when they are needed. Reconfigurable computing should be applied in embedded systems technology.

### Integrated Intelligence Video Interface Card (VICII)

The VICII project involves the production of an advanced intelligent video (de)compression card (the Vid16p) with increased transmission service.

#### Two objectives are sought:

- Build a more advanced video interface card for OTN. This implies MPEG-4 AVC coding, high density (16 ports), IP video streaming for storage and external analysis (up to 60 streams) and fast transmission across the backplane in the node (800 Mbps/card).
- Using an FPGA-based approach to achieve video analysis on this card.

This development should provide added value within the video surveillance market, and should also provide access to the rapidly growing intelligent video market (independent or not from OTN).

### Use of state-of-the-art Embedded HW/SW techniques in mechatronic applications

The complexity of mechatronic systems—combining a huge number of sensors, actuators, complex steering algorithms, and ICT elements—is currently striking.

Although plenty of research has been carried out (and is still ongoing) in the areas of embedded systems, reconfigurable logic, hardware/software co-design, parallel computing techniques, new development methods and hybrid analog/digital techniques, the combined use of all of these techniques is not well documented in relation to mechatronic applications.

The project's objectives are to fill this gap in two stages:

- Establish a link between the above mentioned techniques and mechatronic applications;
- Translate this technology into a standard reconfigurable module with the required IP support for complex mechatronic applications.

For more information on applied research and development activities:

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#### Contact person

Stéphane WOJCIK

#### Function

Valorisation Manager

#### Date of Establishment

1994

#### Number of employees (in Brussels)

6

# HAUTE ECOLE LÉONARD DE VINCI

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**Fonction**  
Valorisation Manager

**Date of Establishment**  
1994

**Number of employees** (in Brussels)  
6



Even if the prime aim of the Haute Ecole Leonard de Vinci is to provide training to students, it has set for itself three inter-related aims which ensure that the initial training is retained and built on:

- Continued training which responds to the expectations of the professional world by ensuring a continuous updating of the expertise associated with economic, social and technical development
- Applied research and service to the community which enhance the value of the teaching provided by the university college by nurturing cooperative relations with companies,
- International relations which extend the above-mentioned aims beyond the four walls of the institution.

Three units of the Institut Supérieur Industriel, ECAM actively conduct applied research in the ICT domain.

## Artificial Intelligence Laboratory

The lab has acquired advanced knowledge in design and modelling of systems using Artificial Intelligence (AI) concepts and conducts research in:

- Tools for automated text management and processing
- Image pattern recognition and visual interpretation of the perspective
- Design and training of intelligent flexible workshops with interconnected machine tools and their handling using computed symbolic mathematical language

The unit has participated in several projects involving the management of computer language technology, such as reverse engineering of programming languages and intelligent recognition and verification of programming syntax.

## Electronic Unit

The unit has developed Video-models, a set of tools for 3D animations to demonstrate the running of electrical and electronic circuits. These tools are essentially teaching methods for demonstrating a simultaneous picture of the tensions, currents and their phasing rates, thereby allowing a quick understanding of simple (or complex) electronic and electrical circuits. For more details, see: [www.ecam.be/videomodel](http://www.ecam.be/videomodel).

The unit has also developed real-time data capture systems for low and high electrical currents and electronic circuits that can be linked with Video-model technology to show 3D animations of the circuits.

## IT Unit

The IT Unit has acquired expertise in industrial IT (hardware and network technology), and is able to provide a variety of services and training in those areas. The unit actively participates in the development of the collaborative e-learning & e-working platform Claroline® providing expertise in PHP, MySQL® programming, and network integration of the platform.

Recently, applications have been developed in more specific areas such as cryptography and data protection related to electronic signatures and electronic commerce applications

## Recent research projects

### Human language technologies

As part of the Outil pour la Recherche d'Informations sur les Etudes et les Professions (ORIEP) program, the laboratory has developed an intelligent cognitive system combining neuronal and fuzzy-logic models. The aim of this research is to develop automation tools allowing text management and processing like:

- Automated text content analysis in order to generate text summaries and keywords, and to be able to answer to questions
- Automated generation of standard documents (letters, RFPQs, contracts etc.)

### Image pattern recognition

Use AI technology to automatically identify the patterns of objects in a 2D picture, calculate the position of the objects in the picture and define their 3<sup>rd</sup> dimension. Those tools are used in robotics programming.

Fractal geometry has also been used for the encoding of specific robotic trajectories.

### e-ID middleware

Development of applications for easy interconnection/interoperability between eID cards and open source communication web software (PHP). The tool allows easy access to the functions of e-ID cards (authentication, signature, data retrieving etc.) by users and developers.

For more information on applied research and development activities:

### InduTec – Technology Transfer Center for the Brussels Industrial Engineering Institutes

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# HAUTE ECOLE PAUL-HENRI SPAAK

Since 1996, the Haute Ecole Paul-Henri Spaak (HEPHS) is a dynamic University College with six campuses in the Brussels-Capital Region and one in Wallonia. Even if the main objective of the institution remains the delivery of high quality education, it has built up, since several decades, multiple research competencies and expertise often recognised at international level.

Capitalizing on more than 40 researchers and experts, the HEPHS extensively participates in applied and fundamental research projects with the industrial world at Belgian and international levels. With a spirit of pluralism, the HEPHS wants to participate in the development of its social, business and cultural environment.

## Research areas

The Electronics & ICT Unit is active in the development and implementation of IT and electronics applications. The unit has acquired advanced knowledge in the design and development of electronic circuits and digital equipment. The expert use of software such as SPICE, Protel, Viewlogic®, MATLAB®, and LabVIEW® allows the study, design, and development of electronic integrated circuits for industrial applications (including those designed with surface mounted technologies).

This expertise in electronic components and equipment is coupled with advanced skills in computer hardware and software engineering to develop designs of conventional and more complex embedded systems: design of user interfaces, firmware programming, CPU architecture, embedded design, etc.

Recently, the unit has undertaken a biometrics research program with applications in the fields of cryptography, data protection, and security.

The unit is also active in the medical field, where it studies and develops innovative methods/solutions for the assessment of physiological and cardiovascular states of health, by means of non-invasive measurement techniques such as echography imaging, plethysmography etc.

Another area of strength is in network technologies. Professional training in network technologies is provided by CISCO® Systems Certified Instructor. In addition to the professional training, the unit is likely to undertake a number of network consulting services, such as network audit and monitoring, network management, configuration and set-up of communication networks.

An important part of the unit's activities is to provide professional training in a number of IT fields for industry, e.g. programming languages, communication protocols, platforms etc. The unit is also able to provide up-to-date information and advice on the use of New Information and Communication Technologies (NICT) such as RadioFrequency Identification (RFID) and ZigBee™ protocol.

## Recent research projects

### Eye iris biometrics identification

This research is based on the method developed by Daugman of the University of Cambridge and will enhance the Gabor wavelets and statistical pattern recognition technique that allows a texture-based numerical iris signature.

### Implementation of algorithms for image processing in a hardware open system (IMAGINE)

Current available interface for image processing are in-fact most of the time dedicated PC specialized in image processing and are generally bulky, closed systems, and often very expensive.

The goal of the project is to design a new dedicated open hardware system allowing the image processing independently of the camera used. The technology will be mainly applied for monitoring automation and production requiring very short real-time processing time.

### High Environmental Quality (HEQ) outdoor furniture

Development of an energy-independent outdoor interactive multimedia furniture able to dynamically store, manage, and display information.

For more information on applied research and development activities:

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#### Function

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#### Date of Establishment

1994

#### Number of employees (in Brussels)

6



# ICAB INCUBATOR

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ICAB is a Brussels based business incubator for the ICT and Engineering sector.

Its mission is to transform innovative technological ventures into profitable and sustainable businesses and integrate them into a networked ecosystem dedicated to open entrepreneurship.

ICAB is dedicated to:

- Providing the most adequate logistic, operational and strategic services;
- Offering tailor-made guidance to start ups;
- Promoting synergies and cross-disciplinary collaborations.

ICAB offers flexible work spaces in a state-of-the-art facility situated in a lively neighbourhood in close proximity to the center of Brussels, the main universities and the institutions of the European Commission.

ICAB coaches entrepreneurs and helps them realise their ideas, projects and business ventures. Due to its proximity to university campuses, ICAB provides a powerful link to applied research.

Thanks to a number of strategic partners, ICAB offers solutions for every step in the process of turning an idea into a business. To achieve the best possible service in business assistance, ICAB relies on a network of trusted legal, financial and business advisors.

In addition, ICAB operates in close collaboration with leading public and private partners from Brussels for the development and growth of emerging technology companies in the Brussels Region.

ICAB is a joint project of the Vrije Universiteit Brussel, the Brussels Capital Region, the Brussels Regional Development Agency and the private sector, with the participation of the Interuniversity Microelectronics Center (IMEC), Palladium Group, KBC Bank, Ethias and the Brussels I3 Fund, the risk capital fund of the Vrije Universiteit Brussel



Sirris is the collective centre of the Belgian technology industry, helps companies to introduce technological innovation enabling them to strengthen their competitive position.

The software engineering group of Sirris is located in Brussels. The group founded a competence centre on software engineering to serve the ICT industry. The target group of this competence centre includes companies that create software based products and organisations considering innovations based on software. Expertise is available in the broad domain of software engineering including agile software development, software variability management, web 2.0 technologies and risk management of software failures.

Every year, the 120 Sirris experts help about 1800 companies to implement technological innovations by researching new technologies, raising industry awareness of promising innovations, and providing advice at all decision-making levels and support from the initial concept to the operational solution. The organization's tailor-made services can range from a few hours' consulting to research projects spanning months or years.

Founded in 1949 under the name WTCM-CRIF by Agoria, the Belgian Federation for the Technology Industry, Sirris's mission has remained unchanged: increase the sector's competitiveness through technology and innovation.

The Sirris target group is companies from all areas of the Belgian technology industry, large or small, that have a common goal – to stay one step ahead of the competition by investing in technological innovation. Sirris develops knowledge in-house but at the same time keeps up to date with developments in other parts of the world. This gives the members and clients quick access to in-depth expertise in more than 20 fields from Materials Engineering to Technology Coaching through Mechatronics and Software Engineering & ICT.

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Jeroen DELEU

**Function**  
Director Sirris Brussels

**Establishment date**  
1949

**Number of employees (in Brussels)**  
15

**Turnover (€):**  
20 000 000

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Nathanaël ACKERMAN

**Function**

ICT Scientific Advisor

**Establishment date**

1834

**Number of employees (in Brussels)**

5000



The ULB, with its 20,000 students and its very cosmopolitan body of staff, is an intrinsically international institution. ULB counts 1300 academics and more than 2300 researchers.

The ULB is a multicultural institution which has 7 faculties and a range of schools and institutes and is, at the same time, a comprehensive university providing academic tuition in all disciplines and study cycles.

With its three Nobel Prize winners, a Fields medal, a Wolf Prize for physics, two Marie Curie Prizes and 29% of the Francqui prizes awarded, the university is also a major research centre which is recognised by the academic community the world over. Nor does it shirk its social, societal and scientific commitments, which it meets through combining broad access to higher education with excellent quality research and through its role in furthering economic development in the regions where it is located.

Concerning computer science and software development, most of the academics and researchers are attached to the Applied Sciences Faculty (Engineering School) and/or to the Sciences Faculty (Dept of Computer Science). More than 120 persons are directly involved in computer science research and development. But many others are highly skilled in programming for their specific area.

**ULB has developed high level expertise in the following fields:**

- Software Engineering
- Distributed Systems
- Data Bases Design
- Web Technologies
- Security Cryptography Authentication
- Image Processing
- Artificial Intelligence
- Optimization Control and Regulation
- Knowledge Management
- Business Intelligence
- Computer Aided Design

Many softwares have been developed for years, with various applications in logistics, bioinformatics, mechanics of fluids, econometrics, medical devices control, virtual reality, robotics, ... among others.

**ULB has created in the Brussels-Capital Region three spin-offs directly from its computer science research labs:**

- Decis (1992) developing products and services for planning scheduling and access time control
- Optimal Design (1998) developing products for the optimization of industrial processes
- Mentis (2005) that offers solutions in datamining and textmining

Note also that ULB holds 80 families of patents. Among them, about ten have a strong software component, in particular for medical applications.

**Type of clients and references:**

Many companies have asked for ULB partnership. Some are big, others are brand new start-up. On a case by case basis, collaborative research projects can be set up, or specific contracts concluded.

In these processes ULB-Interface, the Technology Transfer Office at ULB, plays in significant role. Its team is composed of scientific, economic and legal advisors, aware of the business requirements and of the market needs. At the same time ULB-Interface is permanently close to the university research teams, so that it can guide optimally companies in their research for partnership.

**Innovative aspects/Advantages:**

By essence, the university offers a very multidisciplinary context that continuously produces innovation. This can be a strong advantage for companies that cannot always afford to invest in prospective research.

Let's also consider that the university employs experts that can support innovation efforts on very specific domains.

Since the recent years, ULB has strongly developed its ability to get in contact with its economical environment. As mentioned above, this means promoting the economic potential of its research results; and, at the same time, evaluating the market trends and needs. It is clear, in this perspective, that ULB is looking forward to get in contact with innovative companies.

Please do not hesitate to contact us!

Founded in 1425, the Université catholique de Louvain (UCL) is one of the oldest complete universities in the world.

Research is one of the driving forces at UCL: 4,300 people, 200 laboratories, in close collaboration with companies, the public sector and international bodies.

Via the people it works with, UCL is doing its bit to contribute to the knowledge society and promote its cultural heritage, participate in the social revival and lend a hand to the economy in the Brussels and Walloon regions.

The excellence of research at UCL is reflected in its ability to attract people on an international scale: more than 600 doctoral students from all over the world, more than 200 research contracts signed with foreign universities and companies amongst the thousand of contracts signed each year.

The university also has the mission to promote the economic benefits of its research, by the way of technology transfers, license agreements or the creation of spinoff companies. UCL has for example created about 40 spinoff companies since the early 80's, among which 1/3 in the ICT sector.

With main objective to catalyse the development of scientific research, to promote synergies and to enrich the partnership so as to develop the scientific assets at the industrial level, the Research Management Office of the UCL has edited a collection of booklets gathering the competence of its research units by themes.

Up to now, nine themes have been covered:

- ICT
- Materials
- Biotechnology and biomedical applications
- Biomedical engineering
- Cancerology
- Environment and sustainable development
- Organisation: innovation and management
- Applied biology, agriculture and environment
- Food science and nutrition

[www.uclouvain.be/en-349.html](http://www.uclouvain.be/en-349.html)

## ICT at UCL

Designing and managing complex information systems have always been major concerns for ICT research. Software engineering, artificial intelligence, human computer interfaces and their applications in e-learning and other information systems are key research areas at UCL. The strength of a complete university like UCL is to cover this area from the technological research with strong links with mathematical modeling to social communication and linguistics research.

UCL competences in ICT also include many aspects of wireless communications, microwave circuits, antenna and propagation. Mobility and networking of communication devices are key challenges for personalized communications.

At UCL, multidisciplinary is really a keyword and researchers from the Louvain School of Engineering are for example working together with researchers from the Medicine Faculty on large information spaces that describe the behaviour of tissues, cells, genes, proteins with the help of nanosensors.

The ICT activity at UCL is therefore a very active field connected to numerous European research networks and ensuring its presence in the most active international scientific societies of the domain. It has also generated many spin-off companies and strong links have been established with regional technological centres, SMEs, large companies, universities, as well in Belgium as abroad.

Illustrative research topics at UCL:

- Algorithmics and theory of computation
- Wireless communication
- Artificial intelligence and machine learning
- Bioinformatics
- Biomedical signal processing
- Electronic systems (mixed-signals circuits and systems)
- High performance computing
- ICT and society
- 2D and 3D image and signal processing
- Information systems and data bases
- Human-computer interactions
- Linguistic engineering
- Micro and nano information systems
- Networks and distributed systems
- Optimisation and operations research
- Programming languages and systems
- Security and cryptography
- Signal processing and communications
- Software engineering
- Systems and control
- RFID security and development
- Software lifecycle
- Development methodology
- Open source based research
- Sensors networks
- Web technologies

For more details about the research activities in ICT at UCL:

[www.uclouvain.be/cps/ucl/doc/recherche/documents/Fiches\\_TIC\\_Web\(1\).pdf](http://www.uclouvain.be/cps/ucl/doc/recherche/documents/Fiches_TIC_Web(1).pdf)

Many technologies and patents are available for:

- technology transfer
- contract research
- licensing

For more informations, please contact:

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**Contact person**

Anouk DISTELMANS

**Function**

Technological Advisor

**Date of Establishment**

1425

**Number of employees** (in Brussels)

more than 1000

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**Contact Person**  
 Sonja HAESSEN

**Function**  
 Head Technology Transfer Interface

**CROSSTALKS, university and industry network of the Vrije Universiteit Brussel**  
<http://crosstalks.vub.ac.be>

The Vrije Universiteit Brussel is a dynamic and modern university with two parkland campuses in the Brussels Capital Region. It supports all R&D activities in the process leading from scientific discovery and exploration of new knowledge up to invention and development, including the interface with the regional and worldwide industrial and economic actors, the nonprofit sector, the policy makers and governments. Building relations with industry is crucial: giving a tangible impact to our R&D by transferring results to industry, government and society is a priority taken care of by the **Technology Transfer Interface (TTI)**. Contract research, protection of intellectual property, license agreements, spin-off guidance,... it all passes through the TTI, the unique entry point for industry, that knows how and where to find the right researchers to answer your questions.

## Research Labs involved in

### Software Editing

#### Faculty of Science and Bio-engineering Sciences

##### Department of Computer Science–DINF

<http://dinf.vub.ac.be/>

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##### DINF Research Labs

###### ARTI – Artificial Intelligence Laboratory

<http://arti.vub.ac.be>  
 • origins of language  
 • robotic agents

###### PROG – Programming Technology Lab

<http://prog.vub.ac.be>  
 • software engineering  
 • programming language engineering

###### STAR – Semantics Technology and Applications Research Laboratory

[www.starlab.vub.ac.be](http://www.starlab.vub.ac.be)  
 • databases and semantics

###### CoMo – Computational Modelling lab

<http://como.vub.ac.be>  
 • modeling natural phenomena using computational techniques  
 • machine learning techniques for Data Mining and Multi- Agent Systems

###### SSEL – Laboratory for System and Software Engineering

<http://ssel.vub.ac.be>  
 • software engineering, more specifically component-oriented, aspect-oriented and model-driven software development

###### TINF – Theoretical Computer Science

<http://tinf2.vub.ac.be/>  
 • theoretical computer science  
 • applications of logic in computer science

##### WISE • Web and Information System Engineering

<http://wise.vub.ac.be/>

- internet-based systems:
- classical websites
- web applications including social applications and multimedia applications
- Virtual Reality (3D) applications on the Internet

## Faculty of Engineering

### Department of Electronics and Informatics–ETRO

[www.etro.vub.ac.be](http://www.etro.vub.ac.be)

**Head:** VOONCKX Roger  
**E-mail:** [kdebruyn@etro.vub.ac.be](mailto:kdebruyn@etro.vub.ac.be)  
**Phone:** +32 2 629 29 31

#### 4 ETRO Research Labs:

- focus on hardware and software ICT components
- E2E design of (complex) ICT systems

##### IRIS – Image Processing and Machine Vision

**Head:** CORNELIS Jan  
**E-mail:** [jpcornel@etro.vub.ac.be](mailto:jpcornel@etro.vub.ac.be)

**Fundamental research tracks:** Information Representations; Coding and Quantisation; Inverse problems & numerical analysis Imaging Algorithms; Variational and Partial Differential Approaches in Computer Vision; Stochastic models in Computer Vision; Pattern Recognition

**Strategic research tracks:** Image/Volumetric/4D Coding; Video Coding; Multiple Description Coding; Joint Source & Channel Coding; Distributed Source Coding; Watermarking; Encryption; Digital Subtraction Radiography; Electrical Impedance Tomography; Motion Analysis; Event detection/Activity modelling and recognition; Computer Assisted Diagnosis – CAD; 3D Reconstruction

**Applied R&D tracks:** Medical imaging and image analysis; e • health: Activity monitoring/Multi • sensor fusion; Robotics: Active vision & Motion planning; Surveillance and Security; Remote sensing; Media: Community computing, Digital media production and distribution, Mobile & Pervasive Computing, New mobile devices; Mobility and wireless technology based applications

##### DSSP – Digital Speech and Audio Processing

**Head:** VERHELST Werner  
**E-mail:** [wverhels@etro.vub.ac.be](mailto:wverhels@etro.vub.ac.be)

**Fundamental research tracks:** Speech production & communication and spoken language theory; Transforms, representations and modelling of stochastic processes; Auditory perception and sound metrics; Multi • modal man • machine communication

**Strategic research tracks:** Deterministic and stochastic modelling for speech and audio; Algorithms for speech and audio modification and processing; Audiovisual signal processing methods; Stochastic recognition and classification methods



Vrije  
 Universiteit  
 Brussel

**Applied R&D tracks:** Speech Enhancement; Post production automation; Computer assisted language learning; Voice Conversion; Digital audio effects and editing; Expressive speech synthesis and recognition

**LAMI – Micro • and Photonelectronics**

**Head:** VOUNCKX Roger

**E-mail:** rvounckx@etro.vub.ac.be

**Fundamental research tracks:** III-V semiconductor device physics (electrical and optical); Imaging fundamentals with mm and sub-mm waves; Nanotechnology: device physics for components based on carbon nano tubes; The foundations of computing and living systems

Strategic research tracks: mm wave systems for detection of hidden objects and high bandwidth telecom; Low power communication on and above chip; Folded optics

**Applied R&D tracks:** Q-switched CO2 lasers; High power detectors; Equalizing techniques for inter-chip high speed communication; 3D camera's using time of flight techniques

**TELE – Digital Telecommunications – Parallel Systems**

**Head:** GOOSSENS Marnix

**E-mail:** marnix.goossens@vub.ac.be

**Fundamental research tracks:** Protocol engineering: Multicast, AI-techniques for routing and protection, Performance analysis of MAC, network and transport layer protocols; Parallel & distributed processing: Embedded Computing, Reconfigurable computing, Performance evaluation

**Strategic research tracks:** Energy-efficient exploitation of wireless sensor networks; Architectures, algorithms, run-time in parallel & distributed computing; IP multicast resiliency and fast rerouting (new track)

**Applied R&D tracks:** CastGate: Enabling Internet multicast; Dimensioning, exploitation and protection of optical networks; Cluster computing; Field Programmable Gate Array

**Department of Mechanical Engineering–MECH**

**Fluid Mechanics and Thermodynamics Research Group–FTRG**

<http://mech.vub.ac.be/thermodynamics/>

**Head:** LACOR Chris

**Email:** chris.lacor@vub.ac.be

**Phone:** +32 2 629 23 79

• CFD (Computational Fluid Dynamics): computer simulation of flows both of liquids and gases.

**Faculty of economic, political and social sciences and Solvay Business School**

**Department MOSI • Mathematics, Operational Research, Statistics and Information systems**

[www.vub.ac.be/MOSI](http://www.vub.ac.be/MOSI)

**Head:** DESPONTIN Marc

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**Phone:** +32 2 629 36 08

**MOSI Research Labs:**

**Manpower planning**

• quantitative human resources planning

**MOSI- T – Transport and logistics**

**Head:** MACHARIS Cathy

**Email:** Cathy.Macharis@vub.ac.be

**Phone:** + 32 2 629 36 08

• socio-economic evaluation methods  
• MAMCA (Multi-Actor, Multi-Criteria Analysis) method

Location

• Mathematical approaches for Location Analysis

**Faculty of Medicine and Pharmacy**

**Biomedical Statistics and informatics – BISI**

<http://minf.vub.ac.be>

**Head:** NYSSSEN Marc

**Email:** mnyssen@vub.ac.be

**Phone:** +32 2 477 47 24

• (bio)statistics, medical informatics, E-health

**Universitair Ziekenhuis Brussel**

**Department of Medical Informatics – UZ Brussel**

[www.uzbrussel.be](http://www.uzbrussel.be)

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**Email:** rvdv@uzbrussel.be

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• Clinical Information System



# SOFTWARE INDUSTRIES BRUSSELS SUPPORT ORGANIZATIONS

The Brussels-Capital Region has developed institutions that help entrepreneurs in different domains: general advice & accompaniment, HR, export, financing, environment, research & development, subsidies, establishment and training.

This section presents the Regional institutions of Brussels involved in the software industry.

## Tour & Taxis

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## E-mail

ska@bea.irisnet.be

## Website

www.bea.irisnet.be

www.itscan.be

www.investinbrussels.com

## Contact person

Serge KALITVENTZEFF



THE BRUSSELS  
ENTERPRISE AGENCY

The Brussels Enterprise Agency is a centralised information bureau set up by the regional authorities to provide advice and consulting services to Brussels-based companies and companies wishing to set up business in Brussels.

At the Brussels Enterprise Agency, the Brussels SME's, start ups, self employed persons, as well as foreign investors will find the answers to all their questions concerning the creation or development of an economic or innovative activity in the Brussels-Capital Region.

It is the first-line contact for enterprises in Brussels, a guide and a platform for access to other institutions directed to enterprises as it combines and optimizes their services for the benefit of entrepreneurs' project.

The Brussels Enterprise Agency is structured around 4 departments offering a panoply of professional services and advice:

### The Economy and Starters department

provides information and advice on public aid, as well as public and private services available in the Brussels-Capital Region. It also offers economic, legal, statistical and regulatory information to help you create or expand your business activity.

The Urban Planning and Environment department provides practical, concrete responses on the many urban planning and environmental regulations which govern most economic activities. This department will accompany you step by step through all the procedures involving municipal or regional administrations

### The Technology & Innovative projects department

provides information, advice and support for all your innovative projects. It can help you structure your projects, find essential partners, identify financing sources and make the best use of the public aid available. It can also supply you with strategic information on markets, technologies, competitors and patents. There are five areas of activity that are the focus of particular attention: new information and communication technologies (NICTs), urban industries, agribusiness, health and environment technologies. A specialized adviser is ready to help you in each of these sectors.

Within the Technology and Innovative Projects Department of the BEA, the NICT Business Unit is the privileged partner of Brussels enterprises active in the New Information and Communications Technologies sector. Its mission is to develop and promote the NICT sector in Brussels and to meet the needs of enterprises as effectively as possible. Its strategy is based on two aspects: the development of a "clustering" policy in the Brussels Capital Region as well as the coordination of support actions aimed at encouraging the development of Brussels SMEs.

### The international Relations department

Its mission is twofold:

- to initiate stimulate and supervise the conclusion of transnational strategic partnerships between Brussels and foreign players as well as to facilitate access to European funding opportunities for research and innovation projects

Hosted at the BEA, "Enterprise Europe Brussels" – which is the Brussels member of the Enterprise Europe Network – provides services covering the whole value chain from research and technological development to valorisation of the innovation, and boosting your competitiveness through internationalisation and opening of new markets.

to canvas and attract foreign investors in the Brussels-Capital Region

A specific unit called "Invest in Brussels" consisting of inward investment experts is operational within the BEA. Invest in Brussels supports inward investment by providing assistance to overseas companies planning to set up and develop their business in Brussels. It accompanies them through the whole process of setting up and gives them advice on such crucial matters as legal and tax issues, financial assistance and public incentives, ...

# ENTERPRISE EUROPE BRUSSELS

## Building European Partnerships

Helping small businesses with the challenges that go beyond their familiar context: that is what the European Commission offers with the Enterprise Europe Network.

Young and very small companies often do not have the means or the time to stay informed about the different **European support programmes**. Neither can they fully exploit the new **technological and commercial opportunities**, especially outside their usual scope of action and local markets.

The Enterprise Europe Network wants to close precisely this gap. Building on an experience of more than 15 years, this network has been launched by the European Commission in 2008 as the one-stop shop where entrepreneurs can get **information, advice** and a vast array of **personalized supporting services**.

With its 500 local contact points and 4000+ experienced staff **active in more than 40 countries** (EU 27 + Armenia, Bosnia and Herzegovina, Chile, China, Croatia, Egypt, Iceland, Israel, Montenegro, Norway, Russia, Serbia, Switzerland, Syria, the former Yugoslav Republic of Macedonia, Turkey, USA), this is simply the **biggest International service network for companies**.

Even though it is open to companies and institutions of varying size and activities, the network is mainly focused on SMEs. Thanks to the network, entrepreneurs have the opportunity to:

- Promote, acquire and use **innovation** in the company
- Become faster and more efficiently active on an **international** level
- Get information and advice on **European policy, law and norms**
- **Find quality partners** across borders for commercial, innovation or research projects
- Get access to **European projects and financing**

These services are **free of charge** and are based on the "**no wrong door**" principle: a client may access the network through any network contact point; (s)he will then be either personally assisted or introduced to the relevant network partner.

In Brussels, feel free to contact **Enterprise Europe Brussels**, a collaboration between the Brussels Enterprise Agency (BEA) and Brussels Enterprises Commerce and Industry (BECI).

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nbe@bea.irisnet.be

Website

www.brusselsnetwork.be

Contact person

Nadine BETTENS



Business Support at Your Doorstep

# AGORIA ICT

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bart.meert@agoria.be

**Website**  
www.agoria.be

**Contact person**  
Bart MEERT

**Function**  
Services Manager

Agoria is the Belgian federation for the technology industry.

## Members: our reason for being

Agoria is the partner of 1,600 companies in the technology industry, 400 of which are in the ICT sector. The federation and its 230 employees provide members with information, specific services and advice, and defend their interests.

## Members: our driving force

Agoria never lets the strength of its member companies go untapped. We are involved in shaping regional, federal and European legislation in order to improve the business environment for companies in the technology industry.

Agoria provides its members in the ICT sector with numerous business development initiatives, among which important networking opportunities for companies in the software industry.

## Independent

### Software Vendors Platform

Agoria's Independent Software Vendors (ISV) platform brings together Belgian software developers who put software packages (turnkey software) on the market. Its goal is to organise common initiatives, explore foreign markets, monitor technical and legal cases and defend the interests of ISVs. [www.agoria.be/ISV/](http://www.agoria.be/ISV/)

### Accounting Software

This workgroup brings together companies in the field of management software for administration, production, taxes and accounting. Agreements are made with authorities and organizations so that required modifications to software take place without difficulties. In addition, the sector ensures the promotion of interoperable standards (for example XBRL) and the use of ICT in the administration of companies.

[www.agoria.be/basa](http://www.agoria.be/basa)

### eHealth platform

Agoria launched the eHealth platform to stimulate innovation and cooperation among ICT companies in the healthcare sector and to contribute to developing innovative solutions, products and services for this sector.

[www.agoria.be/ehealth](http://www.agoria.be/ehealth)

## Agoria Banking Club

Agoria Banking Club (ABC) is a network of companies offering ICT solutions to the financial world. One of its main objectives is the international promotion of products and services offered by its members. ABC identifies and creates specific business opportunities for exporting, investments and cooperation on an international scale.

[www.agoria.be/abc](http://www.agoria.be/abc)

## Applications eID

The eID workgroup brings together companies offering solutions for the electronic identification card (card readers and applications alike, using fundamental eID card functions). Its goal is to eliminate obstacles to using eID and promote its uses to the public, companies and authorities. [www.cardreaders.be](http://www.cardreaders.be)

## Agoria GEO-ICT

This workgroup brings together companies in the GEO-ICT sector. This sector creates ICT based services and products relating to 'aerial/street' viewcapture, data transformation, overlaying with other datasets (point of interests) and adding related geo-service components.

[www.agoria.be/geoict](http://www.agoria.be/geoict)



# BRUSSELS EXPORT

The Foreign Trade Department of the Brussels-Capital Region is a public body that aims to enhance and improve the export capacity of Brussels' companies.

To develop the export potential of Brussels' companies, the Foreign Trade Department:

- Provides information about foreign markets to Brussels' companies, through its network of economic and trade attachés
- Organizes trade missions and group stands at international exhibitions
- Supports the prospect initiatives of Brussels' companies through financial incentives

The Foreign Trade Department of the Brussels-Capital Region also guides and helps foreign companies interested in Brussels' products, services and techniques, to make the right contacts meeting their demand and to find business partners in the Brussels' Region.

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**Website**  
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**Contact person**  
André SÉBERA

**Function**  
Attaché



# CIRB-CIBG

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communication@cirb.irisnet.be

**Website**  
www.cirb.irisnet.be

**Contact person**  
Tony DE COUX

**Function**  
Communication Manager

The BRIC (Brussels Regional Informatics Centre) is a Public Interest Body of the Brussels-Capital Region. The aim of this competitive, reliable and quality-driven, «technologically neutral», partner is to offer innovating and coherent ICT technologies to public bodies in order to improve their efficiency and make their services more user-friendly to Brussels citizens, companies and visitors alike.

## Tasks

Its role is to organize and promote the use of ICT technologies both for the local authorities and various administrations of the Brussels-Capital Region, inclusive various teaching bodies.

The BRIC operates the “IRISnet” telecommunication network and also acts as the region’s ISP (Internet Service Provider).

The BRIC operates and directs its development according to four strategic areas:

- **Integrating ICT in day-to-day practice**  
BRIC aspires to contribute to the development of the ICT culture in various areas, among citizens (at school and by closing the digital gap), governments and decision-makers.
- **Achieving economies of scale**  
Pooling public resources for the sake of efficiency and innovation, with due consideration for the independence and needs of every level of government.
- **Accelerating modernisation of user-focused public services through infrastructure and applications**  
Deploying ICT to support administrative simplification and cooperation between governments.
- **Green IT**  
Limiting ICT’s impact on the environment (including energy consumption and waste).  
Deploying ICT to limit the impact of other activities...



Evoliris is the reference center for ICT professions in the Brussels Region. It has been founded on the 10th of July 2006 on the initiative of the Minister of the Brussels Region government in charge of employment.

## Objectives

- To ensure a better matching of the needs of the Brussels Enterprises and the offered ICT training programs by interfacing between the employment- training- education organizations and ICT sector in Brussels
- Supporting the actions of the employment-training- and education organizations seen from a quality as well as from a quantitative point of view by equipping them with shared resources for a high standing training and education
- To develop the technical- and pedagogical expertise needed to adopt learning programs in relation to the evolution of the ICT professions
- To accomplish these objectives Evoliris will on an operational level be in charge of the following functions:
  - Improvement of the technical- and pedagogical infrastructure
  - Promoting the ICT professions and needed qualifications

## Target groups to be reached

- Employees
- Unemployed people
- Students and educational personnel

## Three priority projects

- The matching between employment and training/education in relation to ICT functions by developing a database with ICT professions and the training/education programs preparing for these functions. This database has been put in operation on the 21st of April 2008 ([www.evoliris.be](http://www.evoliris.be))
- Screening of unemployed people who are registered as having ICT knowledge and/or are willing to learn an ICT profession.
- To establish new specific training programs with interested partners based on the market needs. (inquiries by Evoliris, her partners and other institutions)

## References of shared platforms for training/education purposes

- **ISIB** (A high school in Brussels)

A Cisco platform which is shared for the training of students of this high school as well as specific training for unemployed people

- **INTERFACE-3** (A training organization for unemployed women)

An IT/CISCO platform used for training to become a network administrator and to prepare for CISCO CCENT certification (partnership with Microsoft and Cisco)

### EVOLIRIS

A PC/server/network platform with 3 classes supported by Microsoft with Donation Software and by Cisco with network equipment. Used to train unemployed people on Microsoft Windows OS and other products, Cisco CCNA, IT security and programming (starts in 2010)

A call centre training platform with 3 classes to train call centre agents and supervisors

The investment by Evoliris and her partners in an ICT infrastructure in the Brussels Region which is shared by educational institutions and organizations addressing the educational and training needs of students and unemployed people in relation to the ICT market needs.

Rue de la Borne, 14  
1080 Brussels (Belgium)

Phone: +32 2 475 20 00

Fax: +32 2 475 20 10

### E-mail

[info@evoliris.be](mailto:info@evoliris.be)

### Website

[www.evoliris.be](http://www.evoliris.be)

### Contact person

Jean-Pierre RUCCI

### Function

Directeur

### Establishment date

10 July 2006

### Number of employees (in Brussels)

5



# INDUTECH

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www.indutech.be

**Contact person**

Stéphane WOJCIK

**Function**

Valorisation Manager

**Date of Establishment**

1994

**Number of employees (in Brussels)**

6



InduTec is a non-profit Technological Transfer Centre created in 1994 in order to stimulate innovation and technology transfers between the four industrial engineering institutions (ECAM, ISIB, Institut Meurice, and EhB-IWT) of the Brussels-Capital Region and the enterprises located in the Region. The organization builds synergies based on numerous competencies and expertise active in the institutes in order to respond to enterprises' technical requirements.

As Technological Transfer Centre funded by the Brussels-Capital Region, InduTec is an important member of the Innovation System set up in 2006 in the Region and substantially contributes to the valorisation process. Since November 2007, InduTec may count on the valuable internal resources of the other departments of the University Colleges of which the institutes belong to.

InduTec executes the following main actions:

**1. VALORISATION**—Exploitation and diffusion of results obtained from research in the University Colleges.

**2. R&D FACILITATION**—Since several years InduTec fulfils to increasingly R&D industry's requests (mainly in the Brussels Region) for contracted or cooperative researches. For entrepreneurs or established companies developing a technical or commercial prototype, InduTec is the ideal choice thanks to reduced costs from a financial point of view, and thanks to highly skilled professors and researchers in faculties from a technical point of view.

A large number of companies make use of InduTec's service, and consider it as their real external R&D department. There are no fixed costs, only R&D investments keeping up with overall project costs, there are reduced competition risks thanks to the special status of InduTec, and there is the opportunity of an international application of the R&D results, whether involving a purely subcontracting approach or a cooperative one.

The institutes offer the following area of expertise available to research programs and consulting services:

- Agro-Food Technologies
- Biotechnological Sciences
- Electronics & ICT
- Industrial Technologies & Material Technologies
- Medicine & Human Health
- Physical Sciences & Measurements
- Protecting Man & Environment
- Rational Use of Energy
- Transport Technologies.

In the commercial cycle of a company, the involvement of InduTec is upstream with this which generally propose the Businesses Centres, Business Angels or Capitalists Venture since the main aim is the technological innovation with the companies, creative of added-value.

**3. SET-UP OF BUSINESS** – InduTec actively participates in turning academic or applied research results into business applications with economic value in order to create new businesses in the Region (particularly by means of the Spin-Off in Brussels program). InduTec proposes to spin-offs and starters a comprehensive 10 steps process for companies creation:

- Selection and concrete definition of the innovating idea
- Technological validation
- Socio-economic and management validation
- Protection of the intellectual property
- Search for funding for the project achievement
- Development of the technical prototype
- Development of the commercial prototype
- Market survey
- Business plan - company creation

Any entrepreneurs willing to create a new business in the Region with innovative ideas may apply.

**4. SUPPORT OF THE INITIATIVES** of the Brussels-Capital Region—InduTec makes it possible to help entrepreneurs and companies when requesting financial grants/funds to the Brussels-Capital Region. InduTec participates in industrial technical feasibility study and pre-competing development and, research projects. InduTec also brings its assistance during the submission of tenders for research projects whose topics are in the fields of competence of the area of the Brussels Region.

The Institute for the encouragement of Scientific Research and Innovation of Brussels (ISRIB) was instituted by the Brussels decree on 26th June 2003 and began its activities on 1st July 2004. Its mission is to promote, support and valorise scientific research and technological innovation in the Brussels-Capital Region.

The main task of the Institute consists in funding research projects of companies, universities and higher education institutes located in Brussels.

With respect to profit-oriented research, ISRIB:

- Grants subsidies and repayable loans to SMEs and large companies in order to support their industrial research and pre-competitive development projects;
- Funds technical feasibility studies carried out prior to industrial research or pre-competitive projects;
- Contributes to the fee for the filing and maintenance of patents originating from projects formerly funded by the Region;
- Funds university programmes that intend to launch business activities in the Region.
- Grants, under the "Spin-Off In Brussels" programme subsidies to universities, higher education institutes, companies and collective research centres in order to encourage the application of results of scientific research in business and the creation of spin-off companies in the Brussels Region.

With respect to non-profit-oriented research, ISRIB provides financial support to researchers with two programmes:

- "Prospective Research for Brussels" supports PhD students and graduate researchers whose projects provide inputs for the development of the Brussels-Capital Region.
- "Brains (back) to Brussels" invites high-level scientists to come or return to academic research in Brussels. Research projects need to be genuine and will need to present a contribution to the development of the Region.

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**Contact person**  
Isabel MICHIELS

**Function**  
Scientific Advisor



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