ALTRAN'S SCIENCE AND TECHNOLOGY MAGAZINE

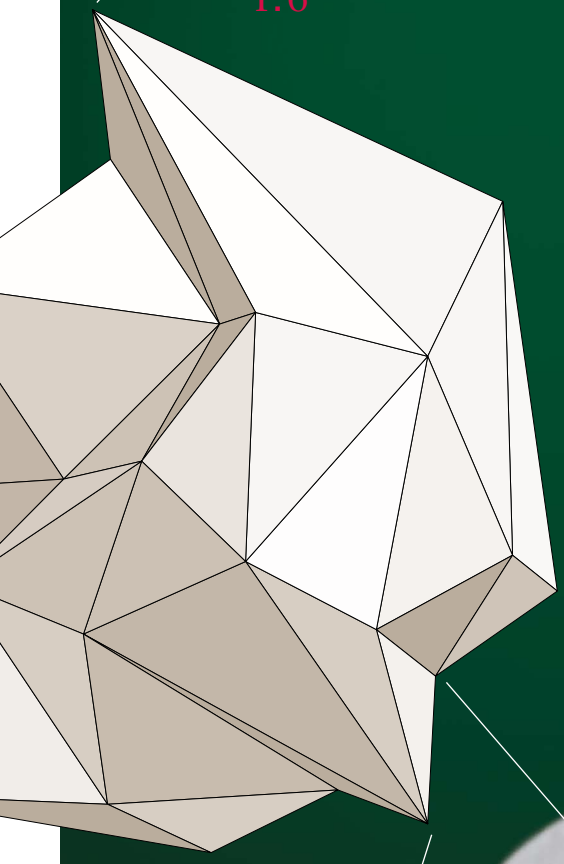
APRIL 2013 #24

altitude

IN THE LABS

Tara, a ship dedicated to scientific exploration of the sea

P. 6



IN THE WORLD

Scandinavian synergy

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IN THE LOOP

Solar Impulse: conquering the sky, with human energy

P. 12

> **Jonas Beijer,** Altran Scandinavia

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Altitude n°24

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EDITORIAL BY PHILIPPE SALLE
CHAIRMAN AND
CHIEF EXECUTIVE

Intelligence for our clients

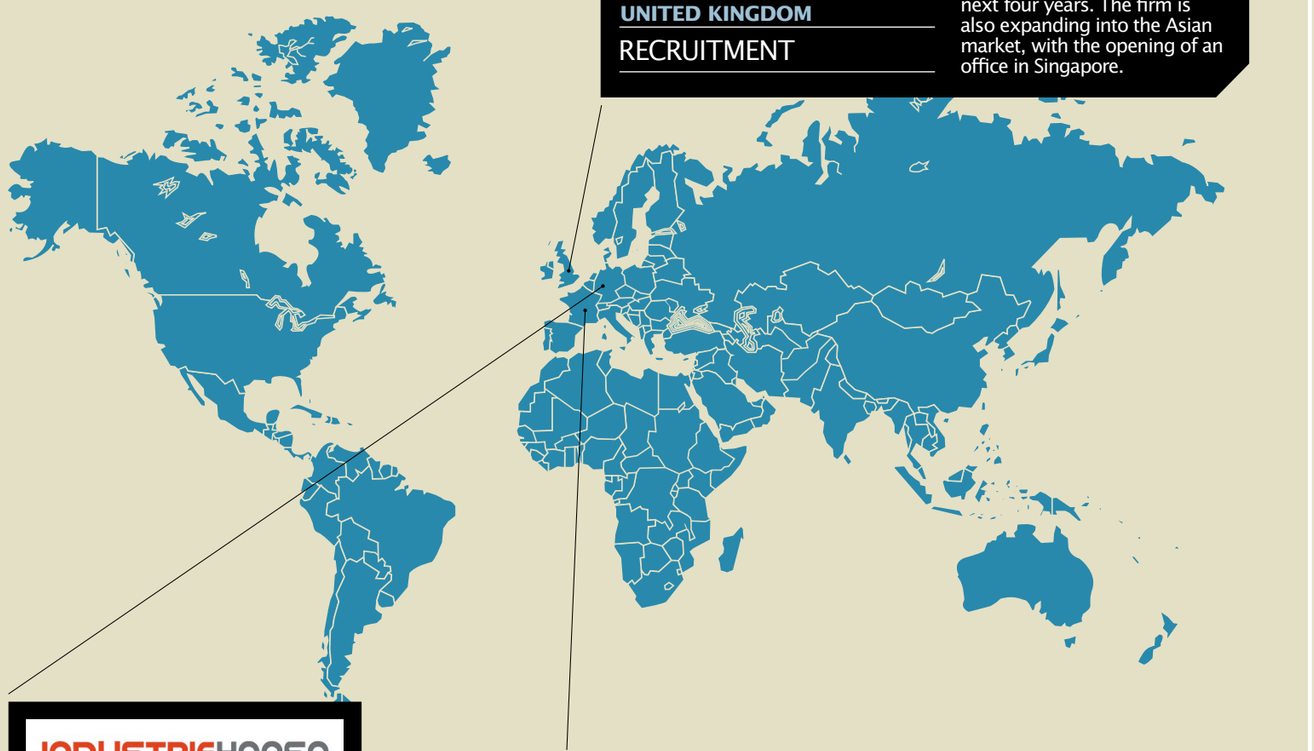
Because we measure the satisfaction of our clients, we know that 92% of them were satisfied or very satisfied with the work of Altran teams in 2012. Even with such positive feedback, we strive each day to maintain and heighten this level of excellence.

Because our clients demand increasingly refined and exclusive expertise to develop ever more complex projects, our goal is to offer innovation and new intelligence each and every day, especially through our two global solutions: Intelligent Systems and Lifecycle Experience.

Because our clients operate all over the world, we work side by side on every continent. Our network already spans more than 20 countries, and we are continuing to strengthen it, particularly in Asia.

Thanks to this global vision of our clients' markets and challenges, our 20,000 Innovation Makers innovate in every sector, from the automotive industry to defence, energy, telecommunications, healthcare, and of course aerospace...

As we do every year, we will attend the 2013 Paris Air Show at Le Bourget, France, amongst the world's leading players in the field of aeronautics, alongside our clients... constantly looking to better serve them.



Cambridge Consultants

UNITED KINGDOM

RECRUITMENT

Product development firm and subsidiary of the Altran group, Cambridge Consultants has announced it is creating 50 new jobs in 2013. Having grown year on year over the past decade, the company is now accelerating its expansion – with plans to double its 380-strong UK and US workforce over the next four years. The firm is also expanding into the Asian market, with the opening of an office in Singapore.

INDUSTRIEHANSA
CONSULTING & ENGINEERING

GERMANY

ACQUISITION

The Group has finalised the acquisition of IndustrieHansa, a major engineering and consulting group based in Germany. Altran is pleased to welcome the 1,800 IndustrieHansa employees within the Group, which now counts 20,000 Innovation Makers!

FRANCE

ACQUISITION

Altran has acquired AirCaD, an engineering design and development firm specialised in cabin-interior completion and retrofit for private jets and planes. This acquisition completes the portfolio of Altran's expertise in the Aeronautics sector and is in line with the numerous projects carried out by the Group, such as The Wings Valley® of Dubai, the preparation of the largest aircraft maintenance centre in the world dedicated to helicopters and business jets (see page 5).

62%

THAT'S THE PARTICIPATION RATE of the Altran employees to the annual internal satisfaction survey.

26,000

TIMES LESS EXPENSIVE (€0.06) than its predecessor, the pancreatic cancer screening test invented by Jack Andraka – a sixteen-year-old American boy – is also 168 times faster (5 minutes) and 400 times more sensitive.

3D PRINTING IN THE SERVICE OF HEALTH

In March 2013, for the first time in history, a patient received a cranial implant created with 3D printing. Designed by Oxford Performance Materials, it replaces 75% of his skull.

© Oxford Performance Materials

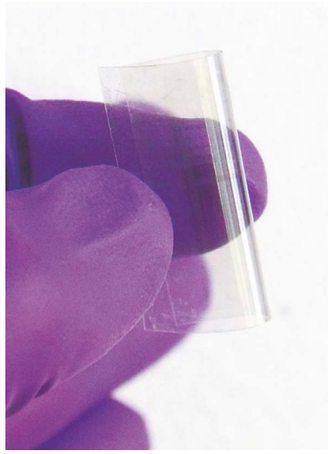
4,000

ENGINEERS, that's the Altran group's recruitment objective in the world for 2013.

INFORMATION TECHNOLOGY

Towards transparent storage

American researchers at Rice University have found an innovative solution to increase the storage capacity of everyday objects such as smartphones. In the experimental stage, transparent storage relies on a thin layer of clear, flexible silica that can be integrated into plastic or glass. This new type of memory makes it possible to store and read information in a three-dimensional space, thus considerably increasing capacity. Radiation resistant, this promising technology is currently being tested at the International Space Station.



© Tour Lab/Rice University

More:
http://youtu.be/d-P6_BMsHSw

CLIENTS

Client satisfaction at the heart of our performance

"To better serve our clients" is the first message of the Altran Strategic Plan presented in 2011 by Philippe Salle, Chairman and Chief Executive. Since then, Altran has placed client satisfaction at the heart of its concerns. Therefore, a large survey, addressed to all our clients around the world, was launched in June 2012.

To ensure an accurate and reliable feedback, responses were collected by GfK, an independent market research organisation. Following this operation, the Group marketing team gathered and analysed these ratings.

Among the 3,000 respondents polled across all client industry lines in 18 countries, 92% of them have rated the quality of service provided by Altran's team as "satisfactory" or "very satisfactory". Moreover, 89% of them judge their commercial relationship with Altran to be "good" or "very good". The results of the survey have been considered and appropriate measures will be implemented.

This survey will be renewed in 2013 by the Group to measure how the quality of our services evolves, since our first goal is to continue to be a partner of choice for our clients to bring them success in all their projects.

AERONAUTICS

Altran creates **the most advanced MRO* project** in the world

Wings Valley® of Dubai: signature of the memorandum of understanding on December 2012.
From left to right: Rashid Al Habtoor, President of Al Habtoor Trading; Philippe Salle, Chairman and Chief Executive of the Altran group; Rashed Bu Qara'a, Chief Operating Officer, Dubai Aviation City Corporation, DWC and Guillaume Sauvé, Chairman & CEO of ADPI.

Dubai World Central** will welcome in 2015 The Wings Valley® of Dubai, the largest innovative services maintenance centre dedicated to business jets and helicopters. This project will be led by Altran and Al Habtoor Trading, a project consulting company in the UAE (United Arabic Emirates), in cooperation with ADPI (a fully owned subsidiary of the Group Aéroports de Paris). The Wings Valley® of Dubai will call upon the most advanced technologies for business aviation activities in the GCC (Gulf Cooperation Council) area in terms of maintenance and personalisation, with a maintenance capacity of 60 business jets and 40 helicopters per month. The Wings Valley® of Dubai is a major project which is part of the Group's global strategy to lead international, complex and innovative projects.

* MRO: maintenance, repair and overhaul
** A strategic initiative of the Government of Dubai, Dubai World Central (DWC) is a master-planned aerotropolis propelling the emirate's economy into the future

ENERGY

When wind and water become… oil?

To increase available fuel capacity for jets aboard aircraft carriers, American teams at the Naval Research Laboratory developed a device capable of transforming seawater into oil. Still in the experimental stage, this system based on CO2 extraction will nevertheless be limited to nuclear-powered vessels, the only ones capable of producing the energy needed to make it work.

Even more kudos go out to British engineers from the company Air Fuel Synthesis, who managed to produce synthetic oil – out of thin air. Extracting the carbon dioxide and hydrogen present in the air, they then combined the two to create methanol: a fuel usable in modern vehicles. The next step will be to increase production from five litres in three months to a tonne per day. While it seems technically feasible, the amount of electricity currently needed to complete the process makes the price per barrel too high for the technology to be commercially viable.

© Air Fuel Synthesis

Air Fuel Synthesis has developed new technology that produces petrol from air

More:
www.airfuelsynthesis.com

Online

DIVE IN TO SPECTACULAR VIEWS! The Japanese manufacturer Panasonic worked with UNESCO to create panoramic 3D videos of several World Heritage Sites using five 3D cameras.

A GUIDED TOUR! During her stay aboard the International Space Station, astronaut Sunita Williams made a film showing how the different modules work.

CONTROLLING OBJECTS WITH YOUR MIND… AND ARM! Canadian company Thalmic Labs has developed an armband that can interpret the muscle contractions produced as the wearer moves his hand. Operate a computer mouse or drive a drone by simply lifting a finger!

ECOLOGY

FOR TWO AND A HALF YEARS, TARA SAILED THE SEVEN SEAS TO COLLECT PLANKTON SAMPLES. DISCOVER THIS HUMAN AND ECOLOGICAL ADVENTURE.

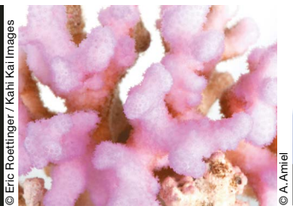
Tara, a ship dedicated to scientific exploration of the sea

© F.Latreille

Ban Ki Moon, Secretary-General of the United Nations, and a part of the crew aboard Tara in February, 2012

© Julien Girardot / Fonds Tara

© Eric Roettinger / Kahi Kai Images



© A.Amiel

Loïc Vallette, Captain of Tara

© A.Deniaud

BIG DATA
Altran dedicates its expertise to Tara

Altran, through its experience with complex databases, will help design and implement advanced tools for analysis and graphical rendering. The goal is to construct a customised analysis engine and intuitive interface so researchers can exchange expertise and make new discoveries. The large amount (around 0.5 petabytes) and heterogeneity (images, texts, figures, data, satellites, weather, etc.) of the information make the challenge particularly daunting. An Altran team will work to develop original algorithms that may eventually be incorporated into the Group's new solutions.

INSIGHT

Man has travelled to space and studied the composition of Martian soil, yet the nature of planktonic organisms that live in the world's oceans is still hardly understood. For Éric Karsenti, Scientific Director of the Tara Oceans expeditions, setting out to discover this universe was an obvious choice. "These organisms are the foundation of the food chain in the sea. They produce oxygen and consume carbon dioxide. The oceans and aquatic creatures play a vital role in the ecology of our planet. Studying their evolution also allows us to examine the consequences of global warming. The more data and the more sound information we can provide to the public, the more effectively we will influence policy decisions and advise our leaders".

From an educational project to scientific exploration

Éric Karsenti came up with the idea for the Tara Oceans project while reading the expedition report from Darwin's first voyage. "His marine adventure, his stops and observations led him to develop the theory of evolution. In the same spirit, I wanted to make a documentary on the evolution of life in general. This explanatory project is thus both educational and media-oriented". What better vehicles to propel the idea forward than the vessel Tara and Tara Expeditions, the structure responsible for communications?

"However, I quickly realised that a project aimed at the media alone would not work", explains Éric Karsenti. "The scientific side of Tara Oceans gradually took shape as I spoke with various experts in marine biology who wanted to better understand the impact of climate change on micro-organisms, and vice versa".

Tara Oceans was finally launched in the spring of 2008. Five years later, the results are hands down positive. With 110,000 miles travelled during a two-and-a-half-year trip, 153 sampling sites visited and thousands of samples to study, Tara Oceans holds the key to a new understanding of the marine environment. "The oceanographic data is very good, and we have also come back with some spectacular images", Karsenti proudly announces. "During our 153 48-hour stops, we took samples from organisms of different sizes, ranging in length from a micron to a centimetre. We classified the body of water, particle and chlorophyll concentration... The next step is DNA extraction and sequencing to form a genetic database". This mammoth task will be carried out by Tara Oceanomics project teams with the help of Altran (see adjacent box, page 6).

> "The scientific side of Tara Oceans gradually took shape as I spoke with various experts in marine biology"

A human adventure

Tara Oceans also owes its success to a genuine team spirit among all members of the expedition. "Journalists, scientists and sailors all worked hand in hand aboard the Tara, whether in manoeuvring the ship or taking samples", says Karsenti. "This is quite unusual, as these different universes normally do not mix. But this teamwork led us to form bonds and created upbeat atmosphere". The latter is certainly important when spending several months in the confines of a boat. With exhilarating stops and visits from the public, the crew had little time to rest. But what matters is that the Tara Oceans mission is complete!

More:
http://oceans.taraexpeditions.org

2009
Departure of the vessel Tara from Lorient (western France) for the Tara Oceans scientific expedition.

2012
Tara returns to Brittany after 1,000 days of fishing for plankton throughout the world's oceans.

2013
Official launch of the Tara Oceanomics project, which aims to discover the eco-systemic and economic value of marine plankton.

2020
Organisation of Tara Oceans data into a public database, and transfer of knowledge to the scientific community, political sphere and industry.

© Christophe Lebedinsky

COLOMBAN DE VARGAS

Director of Research at CNRS, Roscoff Biological Station, Laboratory adaptation and diversity in the marine environment

"WE HAVE A TRUE PARTNERSHIP WITH ALTRAN"

What is Tara Oceanomics?
Tara Oceanomics is the project that will use the ecological, morphological and genetic material collected during the Tara Oceans mission. We collected an enormous amount of samples and data but do not yet understand them. This is complex work because each litre of seawater contains thousands of species, and each species has its own genome. Today, revolutionary advances in DNA sequencing and automated imaging technologies make it possible to uncover the real biodiversity of an ecosystem much faster than we could have ten years ago. Nevertheless, Tara Oceanomics will continue until 2020.

What are the goals of the project?
Tara Oceanomics will enable us to constitute an eco-morpho-genetic database from the thousands of plankton samples collected during the Tara Oceans mission. The data will then be used to understand the nature and the functioning of global planktonic biodiversity, and to extract certain bioactive compounds that may have promising applications in the fields of biofuels, pharmaceuticals and cosmetics.

What does Altran bring to the project?
Creating tools that can help us connect the enormous amount of diverse data we will generate is a real challenge. Altran's expertise in the field of information processing is essential to our project's success.

INSIGHT

$1.4 trillion

Estimated market for intelligent systems in 2016, according to International Data Corporation.

© Altran

SOLUTIONS

INTELLIGENT SYSTEMS ARE EVERYWHERE, FROM TRANSPORT TO ENERGY GRIDS, AND PLAY AN INCREASINGLY IMPORTANT ROLE IN SOCIETY. SUCCESSFULLY DEVELOPING AND INTEGRATING THE TECHNOLOGY BEHIND INTELLIGENT SYSTEMS FOR THE BENEFIT OF INDUSTRY AND CONSUMERS REQUIRES VISION AND ENGINEERING EXPERTISE.

The Intelligent Systems Revolution

Composed of electronics, software and communication technology, intelligent systems are a new wave of embedded and real-time systems that are highly connected, with massive processing power, enabling complex applications. They perform tasks as diverse as detection, activation, control, and the communication of information. The number of intelligent systems has exploded in recent years to meet consumers' and industrial users' many demands and make our world safer and more efficient. "The next generation of cars will have dozens of intelligent systems aboard", says Julien Clausse, Marketing Manager – Intelligent Systems at Altran. "They will connect vehicles, allowing them to more effectively handle breakdowns, improve road safety by providing automatic driver aids and anticipating accidents, and enhancing passenger entertainment".

Intelligent systems are also very present in aeronautics, where they serve to secure air traffic, assist air traffic controllers or provide information to the pilot during flight. Energy distributors use intelligent systems to optimise supply in electrical grids according to fluctuations in demand. They also represent a breakthrough for healthcare, both at hospitals (for example dialysis tracking) and in telemedicine (for example surveillance of patients at home and alerts in the event of abnormalities). At home or at the office, intelligent systems will process data from multiple sensors (for example intrusion, fire, water leak) and act accordingly. They may, for example, adjust the heat or air conditioning according to user needs and weather data.

© HAMILTON/REA

KEITH WILLIAMS,
Executive Director – Intelligent Systems, Altran

A WEBSITE DEDICATED TO INTELLIGENT SYSTEMS

The market challenges for intelligent systems and Altran's solutions are described on our dedicated website intelligent-systems.altran.com. The website also showcases our various technology blocks, including two new demonstrators resulting from our innovation programme: the Immersive ATM (Air Traffic Management) that illustrates next generation HMI (Human Machine Interface) technology and the Open & Connected Car that brings together connected technology for automotive manufacturers as well as mobile network operators and content providers. Through this website and these two examples, we highlight Altran's expertise as a global integrator of intelligent systems.

INSIGHT

ALTRAN, THE PIONEER

As the examples above illustrate, the prospects for this market are enormous. According to the IDC institute (International Data Corporation – see box page 11), sales of smart devices are set to reach nearly $1.4 trillion in 2016 – equivalent to the GDP of Italy! "Industry is irrevocably moving towards replacing non-connected embedded systems with those that are more powerful, communicative and mul- ▶

© Altran

Altran developed the new software for the UK iFACTS air traffic management system

tifunctional", says Julien Clausse. "To reflect this major shift, the Altran group has launched a dedicated organisation: 'Intelligent Systems / Altran'". Altran has been a leader in the technologies behind intelligent systems for over thirty years: its very first project in 1982 was the engineering of embedded systems on Airbus A320 aircraft. "Altran offers its clients over thirty years of expertise to make these highly complex systems more efficient, effective and above all safer".

SIMPLICITY AND SAFETY

The success of an intelligent system is determined by three main factors: technology, usage and profitability. The first factor, technology, involves integrating the high complexity of these products safely and securely. It is crucial, for example, to prevent a vehicle from suddenly braking if the autopilot system is hacked or attacked by a virus. The second success factor is the human aspect: the system must be desirable for the user. It must meet a demonstrated need while being enjoyable and easily accessible, like a smartphone application. Lastly, intelligent systems must be profitable and enable cost optimisation, often requiring the development of new business models and anticipation of future uses. The service life of an aircraft, for instance, exceeds 30 years, so intelligent systems for aircraft must be upgradeable, capable of handling new technologies in both the near and more distant future.

2.6 billion

The number of intelligent devices sold by 2016.

HARMONISING INNOVATION

Connected intelligent system programmes often bring together a wide variety of industries that are sometimes not accustomed to working together. An automotive manufacturer that aims to fully integrate mobile communication in its vehicles must consider a wide variety of ways in which being connected could assist the driver. For example, in traffic congestion en-route to the airport, the intelligent systems in the car could connect to the airline reservation centre to secure a seat on the next flight; in the event of an accident, the car could automatically connect to emergency services. The number of players involved in creating these systems thus rapidly expands, as does their scope of intervention.

Developing and integrating intelligent systems of such complexity and industrial importance implies new ways of working and requires a wide range of engineering expertise and leadership. Altran is positioned as a global integrator of intelligent systems, providing an overall vision for the market and solving the three challenges of technology, usage and profitability. Altran's capability has been illustrated by its development and assurance of the new software for the UK iFACTS air traffic management system (see box above).

INTELLIGENT SYSTEMS IN THE SERVICE OF AIR TRAFFIC CONTROL

"Stepping up the effectiveness of air traffic control requires switching from a system of controlling air traffic to a system of managing it", explains Allan Robb, General Manager of Engineering Design at NATS. "A solution like iFACTS, based on trajectory forecast and conflict detection allows air traffic controllers to better anticipate the behaviour of aircraft and optimise the flight. iFACTS offers air traffic controllers decision-making, support thus reducing their workload, increasing airspace capacity and safety while at the same time reducing fuel consumption and emissions".

> Joel Hoffmann,
Marketing Director
at GENIVI Alliance
(Automotive industry)

In today's world, a car cannot be a stand-alone object. Not being connected while on the road is frustrating for drivers and can lead to risky behaviour such as texting messages while driving... To accelerate the development of intelligent connected vehicles that are safe and less expensive, car manufacturers have teamed up to imagine the most suitable solutions and approve common technological building blocks.

> Julien Clausse,
Marketing Manager – Intelligent Systems, Altran

We wanted to explore new technologies and new uses to make interacting with intelligent systems easier and more natural. Our Immersive ATM (Air Traffic Management) solution is a good example of successfully transposing applications from one universe to another – in this case, integrating the world of consumer electronics into air traffic control. It works though gesture recognition, voice control and 3D, and allows users to interact act with the system in real time thanks to iPad-like touch-screen tablets.

> Pierre Froment,
Chief Design Officer, Safran
(Aeronautics industry)

Combining intelligence, connectivity and security in a single system is no easy task in aeronautics. Intelligence requires immense computing power, and thus a cumbersome system that is more difficult to secure. Moreover, connectivity implies the risk of outside attack on vital components such as the on-board avionics system. It is therefore essential to segregate, and even physically isolate the system's different functions. Hence, it is fundamental to conduct a thorough architectural analysis of the different features and their respective requirements, taking a tailored approach to each function.

SMART DEVICES ON THE RISE

In a recent study conducted for Altran, International Data Corporation (IDC) estimated that the global market for intelligent systems will nearly double between 2010 and 2016. At this time, the market is expected to reach $1.4 trillion, representing nearly three times the market for traditional non-connected embedded systems, which is down 1%. By 2016, 2.6 billion intelligent devices will be sold – more than PCs, mobile devices, tablets and servers combined. Today, these systems represent a fourth of the cost of a car (as opposed to 15% in 2006) and over a tenth of the cost of an airplane. Research is focused on the overall vision of the system, interaction with the web, data visualisation and analysis, and safety and security. The report from the IDC study is available at intelligent-systems.altran.com.

INSIGHT

INTERVIEW

Conquering the sky, with human energy

© Jean Revillard / Marc Bertrand

SOLAR IMPULSE TOOK ON A SIZABLE CHALLENGE: INVENT A SOLAR AIRCRAFT. WITH THE UNWAVERING SUPPORT OF ALTRAN, SOLAR IMPULSE AIMED TO TRAVEL AROUND THE WORLD BY 2015, THUS DEMONSTRATING THAT NEW CLEAN TECHNOLOGIES ARE INDEED POSSIBLE.

What does Altran bring to Solar Impulse?

> **André Borschberg:** Altran was one of the first partners to provide us with specific and specialised expertise in various engineering fields, such as composite structure design and calculation. Altran also brought us cross-cutting skills that often spanned several disciplines – such as complex simulation and project management tools.

> **Pascal Brier:** At the very beginning, Solar Impulse needed advice on project management, and then set out to actually build the aircraft, which collects energy during the day and flies at night. Above all, we had to figure out how to accurately predict how weather would affect flight conditions, how the machine would react and how it would hold up against specific phenomena such as heat, cold, torsions, etc.

In what ways has this partnership been a success?

> **André Borschberg:** First, this partnership enabled us to set up a project management tool necessary to handle the numerous developments carried out with our 80 partners. Then, we designed a simulation tool that we used to compare different design solutions and choose the optimal response. With only one pilot aboard, we had to invent a sophisticated electronic device that could monitor the behaviour of the aircraft while the pilot rests and alert him in case of a problem.

> **Pascal Brier:** Beyond the technological challenge, there was the human adventure. Yes, we had doubts, but our motivation never waned, and from a personal standpoint, we were always very enthusiastic. Thanks to Solar Impulse, Altran could clearly and openly demonstrate what its teams generally do in the shadows for its clients.

What is the general feeling between the companies after so many years of partnership?

> **Bertrand Piccard:** Mutual loyalty and trust, the characteristics of any true partnership. Altran began the project with us during the design phase of Solar Impulse, and will see the project through to the end, helping us make the aircraft's trip around the world a reality.

> **André Borschberg:** Altran engineers made many significant contributions in new and complex fields in which we had little experience. In the end, being able to combine different profiles and skills, experience and knowledge allowed us to be more creative and innovative in our developments.

> **Pascal Brier:** First and foremost, this solar aircraft will fly thanks to the passion of those who made the dream a reality over the years. Everyone – from Altran consultants to the general public – understands that another means of transport may now be possible.

How will Altran and Solar Impulse work together in the future?

> **Bertrand Picard:** Our future looks as bright as the sun! But more seriously, our collective work is now focused both on designing the second aircraft and implementing simulation and preparation tools for the first aircraft's flight missions. For its world tour in 2015, everything depends on the quality of the tools that process weather and geographic data, air traffic control requirements and the technical parameters of the aircraft.

> **Pascal Brier:** Today, we are focused on the world tour. After that, we'll see. For there to be a future, we need a common project and common desire. The key to a project like Solar Impulse is that we do not consider ourselves a sponsor but a technological partner in a challenge being met by two extraordinary personalities.

SOLAR IMPULSE 2013: AN AMERICAN DREAM COMES TRUE

After making its first intercontinental flight from Switzerland to Morocco in 2012, the challenge for 2013 is to cross the United States from west to east, a journey of over 5,000 km with new challenges in store. The main obstacle is weather: the Pacific and the Atlantic coasts of the United States are separated by vastly different climates – continental, subtropical and even semi-arid over the Rocky Mountains. This leads to a complex roadmap. The Altran team had to calculate over 5 billion flight possibilities, as the solar aircraft requires a combination of favourable winds and substantial sunlight to ensure an optimal flight. This new adventure is a prelude to Solar Impulse's ultimate challenge in 2015: a journey around the world!

INSIGHT

"When nearly everyone doubted the feasibility of the project, Altran commissioned four engineers to strengthen our teams."

> Bertrand Piccard, Initiator, President and Pilot of Solar Impulse

INFORMATION TECHNOLOGY

Scandinavian synergy

The ties that bind Microsoft and Altran Scandinavia go beyond a simple business relationship: Altran is one of Microsoft's Managed Partners, which represents the highest level of partnership with the software publisher.

The Group crafts tailored solutions for companies and organisations (collaborative work platforms, document management, business intelligence, etc.) based on tools including Microsoft SharePoint and Office 365. Altran offers solutions and proposes related services, thereby helping clients being more effective and productive. Altran is also a launchpartner of some of the new Microsoft products.

This partnership, which alone accounts for 20% of Altran Scandinavia's annual growth, has produced significant commercial synergies and represents real added value for clients, who benefit from both high-performance technology and personalised support.

BIO

1984-1986 Economics and Marketing programme at the University of Stockholm
1987 Marketing and Sales Assistant, Microsoft Sweden
1993 Events Manager, Microsoft Mexico
1998 Marketing Manager, Microsoft Sweden
2005 Public Sector Lead, Microsoft Sweden
2010 Partner Strategy Lead, Microsoft Sweden
2012 Partner Sales Lead, Microsoft Sweden

© Martina Holmberg

SUSANNE ERKENMARK, Partner Sales Lead, Microsoft AB

"A partnership that benefits clients first and foremost"

Altran is one of our most committed partners. In Scandinavia, we work closely on a number of levels, particularly in matters of business intelligence and collaborative solutions. Our clients' clear satisfaction testifies to the effectiveness of our partnership. What we expect from a partner like Altran is to truly understand and embrace our technologies, our solutions, and our overall strategy. From this point of view, we have not been disappointed. Altran employees, who regularly participate in our internal and external events, actively promote our offer. But the real winners in this situation are our clients, for whom our complementary expertise represents real added value.

"My expertise is labelled Microsoft"

At Altran, I carry out two distinct missions. First, I work as Practice Manager where I am in charge of harmonising the tools and methods used for different projects and clients. Second, I am a SharePoint architect.
I have an internal role at Microsoft: a SharePoint technical specialist particularly focused on hybrid cloud solutions. I support Microsoft account executives on technical aspects of presale: demonstrations to clients and reference architectures. I am also member of the Microsoft board committee called Windows Azure Scenario Advisor Program for which I analyse cloud integration products in development and make recommendations to Microsoft teams. It is really thrilling to take part in the evolution of Microsoft, which was once a software company and is now becoming a service provider.

BIO

TOBIAS LEKMAN ECM Practice Manager, Altran Scandinavia

2003 Degree in Information Technology, Oxford University
2004 Technical Architect, Content and Code (consultancy specialising in SharePoint - London)
2010 Chief SharePoint Architect, Sogeti (Göteborg)
SINCE 2012 ECM Practice Manager, Altran Scandinavia

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© Andrea Gjestvang

BIO

JONAS BEIJER Senior SharePoint Architect, Altran Scandinavia

1999 Master's degree in Computer Science, Royal Institute of Technology in Stockholm
1999-2007 .NET Developer/Architect at Stockholm County Council
SINCE 2007 Joined Altran as a SharePoint Consultant

"Thanks to SharePoint, we provide customised service"

The tools that we develop for our clients enable them to produce content for their websites by using SharePoint features, and above all to use collaborative work spaces dedicated to different projects. SharePoint is an extremely powerful platform that lends itself to various developments and can easily adapt to the specific needs of each client. This allows us to provide truly customised service. The projects we work on vary greatly in terms of scope and level of technical complexity; they can last from a few weeks to several years. I receive a lot of information from Microsoft on SharePoint and how it has been updated. This is of course very useful in my daily life.

ALTRAN SCANDINAVIA

In Sweden and Norway, Altran employs 400 consultants at six sites, with head offices in Göteborg.
In 2002, Altran acquired Consignit, founded in 1997, and made the company its Scandinavian subsidiary. With 15% growth per year, this structure is now Scandinavia's leading market consultancy in innovation and content management.

INSIGHT

Career

The WebTV Show for your future @ Altran

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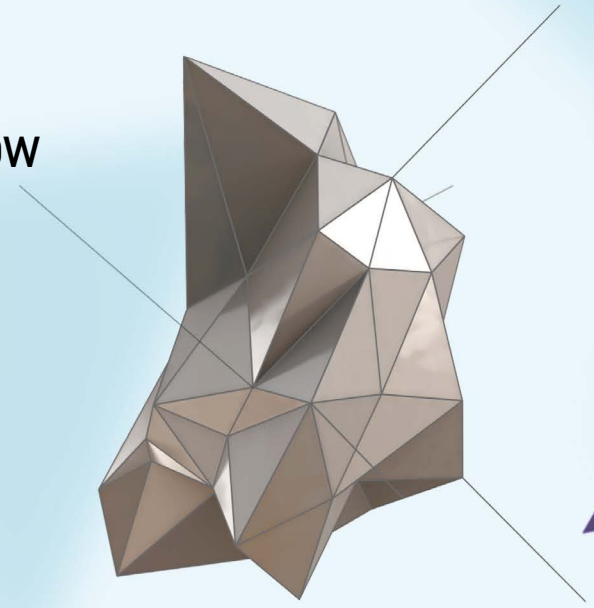

from 17 to 21 june,
at 5 pm gmt +1
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50th INTERNATIONAL
PARIS AIR SHOW
LE BOURGET
JUNE 17-23, 2013

ALTRAN