

ENTERPRISE IN MALTA

September 2007

Issue 6



Malta Enterprise
Enterprise Centre
Industrial Estate
San Gwann SGN 3000
Malta

Tel: (+356) 2542 0000
Fax: (+356) 2542 3401
info@maltaenterprise.com
www.maltaenterprise.com

INSIDE THIS ISSUE :

Crimsonwing acquires 2
Microsoft Dynamics

Miller Developments 2
on their way to Malta

20 Projects for Grand 3
Harbour area

Malta shines in IT 3
rankings

Savina brand in 3
British homes

Medical school to open 4
in Malta

Foundation stone for 4
Lufthansa Technik

Euro changeover goes 4
into fast track

SMARTCITY MALTA PLAN UNVEILED

The master plan and model of SmartCity Malta were unveiled by Prime Minister of Malta Lawrence Gonzi in the presence of senior Tecom Investments executives at the Gitex Technology Fair in Dubai on 10th September.

Dr Gonzi, who was accompanied by Investments and IT Minister Austin Gatt, said he was extremely pleased to be unveiling the plan and model as this was bringing to fruition the efforts that have been made by Malta and Dubai over the past months. Set in the heart of the Mediterranean, SmartCity Malta seeks to build a rich and vibrant knowledge-based industry cluster, primarily serving the ICT and media sectors.

The masterplan has been developed to facilitate the creation of a complete business and community infrastructure for knowledge-based industries.

Its components include intelligent buildings offering office space as well as residential, retail, hospitality and recreational facilities which provide both a high-quality work environment and lifestyle for knowledge workers. Also part of the masterplan is a small-scale conference centre as well as hotels, catering to the needs of the business community and visitors to the companies based in SmartCity Malta.

Ahmed bin Byatt, Executive Chairman of Tecom Investments, which is behind the project, said Tecom had chosen Malta because of the government's eagerness to make the island an IT hub. He added that he was sure that this project would be of very high standards and a hub of IT activity.

Fareed Abdulrahman, SmartCity's Executive Director, said "SmartCity

Malta will be developed to provide a harmonious and productive environment for knowledge-based companies to develop their business. While companies will benefit from high-quality infrastructure and support systems, knowledge workers will have the ideal environment to work, network and share ideas. At the same time, a rich community life will facilitate an optimum work-life balance."

Being the largest foreign direct investment in the ICT and media sectors in Malta, the project is expected to bring significant benefits to the country's economy. The benefits include those generated through direct developmental activity as well as inter-industry linkages and multiplier effects.

Source: *The Times* - 11th September 2007

www.miti.gov.mt



Photo: Department of Information - Malta

CRIMSONWING ACQUIRES MICROSOFT DYNAMICS



Photo: Crimsonwing Malta

Crimsonwing, a renowned supplier of services in the field of application and product development, project management, support and consultancy has acquired Promentum Holding BV, a supplier of consultancy services to Microsoft partners and specialised in Microsoft Dynamics AX. With this acquisition, Crimsonwing primarily intends to strengthen its expertise with regard to Microsoft's powerful ERP solution within Europe. Promentum will continue to do business under the name Crimsonwing Promentum and its primary aim will be to continue to provide services based on Microsoft Dynamics AX.

Following these acquisitions the Crimsonwing family will be operating with 180 staff across 5 European countries, and with annual Group revenues in excess of £8 million.

Nataša Pantović, Head of Business Development at Crimsonwing *"This acquisition now allows customers to benefit from*

Promentum's extensive knowledge and expertise of Microsoft Dynamics AX and with it to take further advantage of the numerous possibilities that this ERP solution has to offer. Moreover, they can now enjoy the broad range of Dynamics AX training and instruction courses on offer that Promentum has developed based on its considerable expertise."

David Walsh, Crimsonwing CEO sees the acquisitions as the strategy for Crimsonwing growth *"Since investing in Malta, over 10 years ago, we have built a very strong business model for delivering and supporting high quality, enterprise level solutions with very high returns on investments. Companies like Promentum and Peracto see the enormous benefits of being part of our story. Together we can deliver greater capability and reach. Both acquisitions bring into Crimsonwing very high quality management teams and consultants. The integration issues are minimal and the*

synergies very tangible. We are looking forward to further increasing our capabilities in Microsoft Dynamics and in our other propositions".

For Promentum's customers the acquisition means that they can now profit from substantially broader knowledge, which apart from Microsoft Dynamics AX encompasses a large number of other Microsoft products. In addition, the acquisition means the range of services has grown considerably and now allows Crimsonwing Promentum to offer large and complex customised projects based on Microsoft Dynamics.

René Heilig, Promentum Director sees very strong opportunities for growth *"In Crimsonwing we have found a partner who combines first rate knowledge of Microsoft technologies and products with a fantastic near-shore competitive capability, and who have a strong focus on quality, just like Promentum."*

www.crimsonwing.com

MILLER DEVELOPMENTS UK ON THEIR WAY TO MALTA

"Malta is attractive for developers as it is benefits from EU membership."

Miller Group of the UK is developing a £46m shopping centre in Malta, which is due for completion in 2009, as reported last August in a UK media.

The Malta development will be undertaken in Sliema and named the 'Point Shopping Centre'. It is a joint venture with

Maltese partners and is expected to have a Debenhams shop as part of this project.

The CEO of Miller Development, Phil Miller, has been reported to comment favourably on Malta as one of the EU accession countries that offer massive opportunities. He went on to add

that the arrival of low cost carriers, the quality of the workforce and the island's strategic position are all plus points. He also said *"Malta was attractive for developers as it benefits from EU membership"*.

Source: *Business Today* 22nd August 2007

20 PROJECTS FOR THE GRAND HARBOUR AREA

The Grand Harbour, the backdrop to Malta's history, is set to experience a regeneration as the Government of Malta recently unveiled 20 proposed projects that would revamp the area while respecting its historic value.

Investments Minister Dr Austin Gatt gave an overview of the projects which would include a new cruise liner terminal, a new yacht marina, resto-

ration of old forts, opening of a commercial maritime park, setting up of a Maritime Institute, a hotel and a valley afforestation.

Dr Gatt said that the Grand Harbour had a unique identity that summed up Malta's history. It was also a strategic port, both from the tourism and investment aspects. He added that the government intends to keep up the

momentum of development that has been witnessed in the Grand Harbour these past few years, and uphold the record of success evident in the areas close to this development.

More information on The Grand Harbour report can be viewed on the website of the Ministry of Investment, Industry and Information Technology www.miti.gov.mt



MALTA SHINES IN IT RANKINGS

Malta is the second best member state among the EU27 when it comes to the provision of eGovernment (electronics) services through its IT infrastructure, according to a European Commission report. The report, benchmarking 20 different e-Government

services, classifies the island in second position, just after Austria.

According to the Italian firm Capgemini, entrusted with the EU study, Malta falls just behind Austria in the overall country ranking for online sophistication and for full online available.

Malta scores above the EU27 average, with six out of nine services reaching the highest level of sophistication, the report notes.

Source: *The Times* - 22nd September 2007

"Malta scores above the EU 27 average."

SAVINA BRAND MAKES ITS WAY IN BRITISH HOMES

Magro Brothers of Gozo have teamed up with Clark Foods, their distributor in the UK, to create Savina UK, which is targetting exclusive shops. The office in Wales has already managed to get the quality products, ranging from food and beverages to candles and crafts, to shops selling luxury goods.

"The most popular items are things like bruschetta and our pates, as people want to recapture the Mediterranean flair that

they enjoyed on holiday. They also love our herbs and spices for the same reason" Managing Director John Magro said. Savina is also finalising the details of a new range of brightly coloured ceramic dishes which will be used as part of its presentation packs.

Savina is an upmarket brand created by Magro Brothers as a celebration of traditional Gozitan skills and traditions. It encompasses something for all the senses, from food and drinks to crafts,

hand-made scented candles and a music CD.

The emphasis is on quality, from the choice of ingredients to the packaging design and presentation.

The company also reported that its Frankfurt franchise is doing well and there are already plans to open a second outlet in Germany.

Source: *The Times* (Business)

www.savina.com.mt



GRADUATE MEDICAL SCHOOL TO OPEN IN MALTA

“Malta will be the first European campus outside of Dublin for the RCSI.”

An internationally renowned institution is set to start offering a medical degree to graduates, with plans in motion to set up a campus in Malta in time for a September 2008 kick-off.

Minister Louis Galea responsible for Education, Youth and Employment together with Minister Louis Deguara that talks with the Royal College of Surgeons in Ireland (RCSI) to establish a centre in Malta are at an advanced stage.

Minister Deguara said that the RCSI has selected Malta because of the long tradition of quality medical care and excellent reputation for medical education on the island.

The programme proposed is a four-year entry programme (GEP) in medicine, attracting students worldwide to study in Malta. The programme integrates the biomedical and clinical sciences and offers early clinical experience with hospital attachments.

The RCSI is a statutory, independent university level institution in Ireland, recognised by the Irish Government. Established since 1784, it has a long tradition in surgical and medical education. Today it incorporates Schools of Medicine, Physiotherapy, Pharmacy and Nursing as well as providing post-graduate education in surgery and medicine with over 1,600 students from over 60 countries worldwide.

Malta will be the first European campus outside of Dublin for the RCSI and will continue adding a Euro-Mediterranean presence of Malta in the healthcare sector.

Professor Cathal Kelly, Dean of the Faculty of Medicine and Health Sciences at RCSI said “we are very excited by the high quality and standard of the clinical facilities in the Mater Dei Hospital (Malta) and recognise the important role Malta has in the medical field and we are going to contribute further to the education and research in medicine in Malta.”

Source: Department of Information Malta – 26th September 2007

FOUNDATION STONE LAID FOR NEW LUFTHANSA TECHNIK FACILITY

Last July, the foundation stone for the new Lufthansa Technik facility in Malta was launched with a symbolic ceremony attended by representatives of the Malta Government and Lufthansa Technik Germany.

The facility will cater for the maintenance, repair and overhaul (MRO) for wide body Airbus aircraft. Indeed, a few weeks ago, Lufthansa Technik had signed an agreement with

the Government of Malta for a €55m investment to set up the facility, which will consist in a complex of hangars, workshops and offices that will be leased by the German company.

By specialising in the MRO of larger Airbus A330 and A340 aircraft, Lufthansa Technik Malta will create some 500 jobs over four to five years, complementing its existing workforce of 160 who

currently work on the smaller A320s and Boeing 737s. Since the start of the operation of the company in 2003, the current facility for C-Checks and modifications on Airbus and Boeing narrow-bodied aircraft has carried out over 260 C-Checks on various aircraft.

Source: The Malta Business Weekly - 12th July 2007
www.gutenberg.com.mt



Photo: Lufthansa Technik AG

Euro changeover goes into fast track. Following the green light given by the European Council that Malta will definitely adopt the euro next 1st January 2008, the National Euro Changeover Committee (NECC) moved its preparation into a higher gear to achieve a smooth, successful changeover. With less than 100 days to go, Bank of Valletta, NECC's official partner bank, recently launched a 'Countdown Clock' on its web portal www.bov.com