



PhiloNet-Newsflash announces . . .

▪ New PhiloNet- and Subcontracting Manager

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Within the last months Philotech was able to strengthen its E2S status with the EADS General Procurement as well as with specific divisions and business units. To meet the continuously growing requirements in future, Philotech has made internal organizational adjustments.

We are pleased to announce that **Mr Josef Maier** is working for Philotech as **PhiloNet- and Subcontractor Manager since 01.09.2010.**

Due to his previous work in the sales department of T-Systems, particularly for EADS, Mr Maier has numerous contacts within EADS.

He is taking over the coordination of all core topics regarding PhiloNet.

Mr Maier's contact data:

Tel.: +49 89 610898 117
Fax: +49 89 610898 6117
Email: Josef.Maier@philotech.de

We wish Mr Maier all the best for his new tasks.

Mr Volker Schulz, the previous Subcontracting Manager, is taking over other responsibilities. In the scope of his temporal possibilities, Mr Schulz will continue to support Mr Maier concerning PhiloNet. We thank Mr Schulz for his excellent work, especially concerning the development of PhiloNet.

Mr Jürgen Scholz (RFPOM=Request for Proposal Offer Manager) continues attending to the transfer of requests for proposal for PhiloNet Southern Germany.

The current request situation of EADS/Cassidian (especially Air Systems) is affecting us seriously due to the fact that we hardly receive any requests for proposals. The situation will not improve until the development of Talarion will actually start. During the last few months we were able to submit seven offers. At the moment there are about 15 companies assigned as subcontractors.

Parts of our future challenges will be the consolidation and structuring of the network as well as the network's enhanced branding of competences at the customers.

Hartwig Dirscherl
Managing Director Philotech

