

## PRESS RELEASE

Villepinte, France, November 5, 2019

### **IGE+XAO and ALPI partnership announced at the BATIMAT exhibition.**

At BATIMAT, the international Construction exhibition, IGE+XAO and ALPI announced their strong partnership which will be built around 3 areas: sales, technical and marketing.

At the sales level, both publishers will jointly promote their products. IGE+XAO will propose Caneco BT to its SEE Calculation clients and ALPI will reciprocate by inviting its clients equipped with the schematics package to upgrade to SEE Electrical/Expert. This collaboration will enable IGE+XAO and ALPI customers access to the best electrical calculation and ECAD packages on the market.

As far as technical aspects, a gateway will allow calculation data to be passed from Caneco BT to SEE Electrical/Expert to finalize detailed installation design. Both companies also wish to explore cooperation possibilities between their multi-manufacturer catalogues.

Hence, on the marketing side, IGE+XAO and ALPI plan common marketing actions with the first example of this at Batimat exhibition, where the two publishers will share one booth for the first time. IGE+XAO will also participate in "Caneco Tours" in the coming months, organized by ALPI in several French cities. As for ALPI they will join different international exhibitions on which the IGE+XAO Group exhibits.

« We are convinced that these collaborations will mean strong added-value for IGE+XAO and ALPI clients where they will benefit from the best of both companies. I would like to mention especially the strong teamwork between the two companies. We are all proud of this partnership » declared Alain Di Crescenzo, Chairman and CEO of the IGE+XAO Group and Chairman of ALPI.

#### **About the IGE+XAO Group**

For over 33 years, the IGE+XAO Group has been a software publisher designing, producing, selling and supporting a range of Computer Aided Design (CAD), Product Lifecycle Management (PLM) and Simulation software dedicated to Electrical Engineering. These software products have been designed to help companies in the design and maintenance of the electrical part of any type of installation. This type of CAD/PLM/Simulation is called "Electrical CAD/PLM/Simulation". IGE+XAO employs more than 375 people around the world in 31 sites and in 20 countries, and has more than 92,900 licenses distributed around the world. IGE+XAO is a key player in its field. For more information: <http://www.ige-xao.com>. Follow us on Twitter @igexao\_corpo.

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**About ALPI**

Created in 1986, ALPI company (Applications Logiciels Pour l'Ingénierie), is a European leader in automated calculation software for low voltage electrical installations for industrial and tertiary markets. The company employs more than 100 people in 4 countries and generated revenues of €10.03 million as of June 30, 2019. Backed by more than 30 years of experience in low voltage & high voltage distribution systems, ALPI's unique expertise lies in its comprehensive knowledge of the standards applicable to electrical installations. ALPI also enjoys privileged relationships with the key players in the market. ALPI supports its customers with additional services which include training courses, technical support and electrical engineering services. To meet the major BIM (Building Information Modelling) challenges, ALPI also proposes solutions to design and operate electrical installations using digital models.

More information on: [www.alpi-software.com](http://www.alpi-software.com). Follow us on Twitter @Alpi\_Caneco

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