

GRAITEC expands into Australia and New Zealand markets with a new VAR agreement

Bièvres, France, October 25th, 2011 - GRAITEC, a major worldwide developer for analysis and detailing software announces a new strategic distribution agreement with CIM Solutions, a premier engineering software solutions company located in Sydney, New South Wales. The partnership agreement signed between the two companies entitles CIM Solutions to promote, distribute and support the Advance Steel product line in Australia and New Zealand.

CIM Solutions (Computer Integrated Manufacturing) Solutions has been involved in the CAD/CAM/CAE marketplace since 1986 and have been working extensively with both mechanical and construction software companies since their first involvement in steel detailing.

With the appointment of CIM Solutions, our Value Added Reseller program is enriched with a company that combines the knowledge of structural design and civil engineering, and contacts within their local markets with a comprehensive appreciation of GRAITEC's technology solutions.

GRAITEC and CIM Solutions share the goal of bringing to the market competitive technology solutions that will increase their customer productivity for steel structural design, modeling and detailing. This new relationships will greatly improve the engineering value chain and act as a win-win for both the companies and the customers.

Pascal Bergougnou, Managing Director of GRAITEC Asia Pacific, comments: "I am very pleased to welcome CIM Solutions into our VAR channel. This is an exciting time for GRAITEC as we keep expanding across Asia-Pacific. Australian and New Zealand markets represent endless opportunities as the construction industries, and the mining industry, are major drivers of activity in this region. With our new partnership we are given the opportunity to target these segments and continue our leadership in the BIM market."

Steve Thomas, Sales Director of CIM Solutions adds: "We see many very positive benefits in GRAITEC's products that we believe will be very attractive to our customers. Graitec have obviously put an enormous amount of research into giving the industry exactly what it needs and we are proud to work with them in the Australian and New Zealand markets. We look forward to many years of mutually beneficial association."

About CIM SOLUTIONS

The people at CIM Solutions have been involved in the CAD/CAM industry for over 20 years. They have experience as both users and suppliers and that gives them a unique perspective on what the customers actually want. Their goal is to supply and support the best possible engineering solutions for our customers. For more information, please visit: www.cimsolutions.com.au

About GRAITEC

Founded in 1986, GRAITEC is a major software developer for civil engineering offering a Building Information Modeling (BIM) system that automates the entire structural process. Used by more than 30,000 professionals worldwide, GRAITEC solutions have helped in creating outstanding projects: Cœur Défense tower, Stade de France stadium, Cairo Subway, Düsseldorf International Airport, Băneasa Shopping City in Bucharest, Milano Fair, etc. The GRAITEC Group has more than 250 employees working in 12 companies (France, Germany, Czech Republic, Romania, Russia, United Kingdom, Singapore, Canada and USA). GRAITEC also manages an international network of more than 40 Value Added Resellers.

For more information, please visit www.graitec.com

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