



PRESS RELEASE

VSX CELEBRATES 20TH ANNIVERSARY

Dresden/Germany, 20 March 2013. This year, VSX – VOGEL SOFTWARE, producer of pump selection software Spaix, is celebrating its 20th anniversary. The company looks back on an outstanding success story and there's no end in sight.

When thinking about their beginnings in a small Dresden-based office, Hanns-Henrik and Jens-Uwe Vogel start smiling. During the early 1990's, when the IT technologies had an enormous change, the two brothers took the challenge to develop a program which should optimize the tedious pump search in catalogues. Based on the – at these days – brand-new operating system Windows 3.0 and later 3.1 they step by step created a program which revolutionized the sizing of centrifugal pumps. The small start-up develops further very quickly and a few years later the team became larger. In 1998, the initial software ipsi was replaced by the Spaix program, which is today used by many pump manufacturers worldwide.

And also the working environment was changing: The facilities became larger and the number of employees grew continuously. Today VSX is employing more than 20 people and moved to a large office in the South-west of Dresden.

Moreover, the last five years were affected by new company activities. In 2011, a user conference around the Spaix software solutions took place for the first time. The event was welcomed by both, customers and prospects. The next edition of the **Spaix User Conference** is planned for April 2014. Due to a more practical orientation the event shall offer an even higher benefit for the participants.

Furthermore, VSX started cooperating with **distributor Euroflo** who is in charge of the **Southeast Asian market** since 2011. The sales of Spaix licenses in these regions run up very well. The number of customers could be distinctively increased what also leads to further enhancement of the recognition of Spaix software. Max Chiew, Managing Director of Singapore-based Company Euroflo Pumps International Pte Ltd, is responsible for the software sales.

Recently, VSX was presenting the first Spaix mobile application at the Pump Users International Forum 2012 in Dusseldorf, Germany. The app for iOS systems complements the multi-platform concept of Spaix 4 Pumps and will be available together with the official market release of the pump selection program for productive use. **Spaix 4 Mobile** offers the well-known hydraulic selection, product selection browser as well as search by product name or item number. Thus, the quick access on available pump data is guaranteed.

„We are pleased to celebrate our 20th anniversary this year. For this reason we are again inviting the whole VSX team to a small festivity“, comments Jens-Uwe Vogel. „For the coming years we have high objectives whose realization is already in the planning process. So e.g. the Spaix product line will come up with lots of functional changes. Customers and prospects can look forward to.“



**Leading in
sales software
for the pump industry**



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Image 1: Hanns-Henrik + Jens-Uwe Vogel.jpg



Caption: The company founders Hanns-Henrik Vogel (right) and Jens-Uwe Vogel, here at the Pump Users International Forum 2012 in Dusseldorf Germany, are pleased about the long lasting success of their software solution for the pump industry.

(Image: VSX – VOGEL SOFTWARE GmbH)

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VSX – VOGEL SOFTWARE develops applications for sizing, selection, configuration and sales of pumps and engineered products in the fluid handling industries combined with solutions for business process automation. The software solutions substitute conventional product catalogues and thus simplify the sales processes of producers as well as users. Moreover, the software users profit from additional applications like the technical calculation, complex product configurations as well as offers and technical documents producible directly in the system.

VSX – VOGEL SOFTWARE was founded in 1993 by the brothers Hanns-Henrik and Jens-Uwe Vogel and since this time the firm grows continuously. Due to the intensive international orientation the company generates 70% of its turnover outside of the domestic market Germany.

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