

PRESS RELEASE

NEW IMPELLER.NET RELEASE OFFERS EXTENDED FUNCTIONALITY

Dresden, November 3, 2020. With the new *impeller.net* release, the portal has not only been enhanced by three additional languages, but also offers a new request and quote management. Integrated directly into the portal, the function enables complete consulting at a central location. The PumpSelector thus provides a platform for efficient communication between buyer and seller in addition to the actual pump selection.

The advantage for potential pump buyers is obvious: Suitable pumps from different manufacturers can be selected according to specific selection criteria. And to ensure that the request and quotation procedure remains clear, the entire communication takes place in the *impeller.net* customer portal. All manufacturers are contacted separately and all consulting processes are bundled at a central point. Besides, all offers use a uniform database, which makes it possible to compare them directly with each other.

The central storage of all communication processes is also a considerable advantage for manufacturers, allowing sales and management to keep track of open processes. Pricing, including discounts, can be edited directly in the portal. The quotation is generated as a PDF file and sent directly to the customer in the portal. Due to the possibility of creating different consultant accounts, sales transactions can be assigned to individual employees. This ultimately benefits the potential buyers as well, since they are assigned a personal consultant.

Thanks to the additional languages - French, Italian and Spanish - a wider range of customers can be reached in the respective national language. The availability of the new languages extends across the entire portal and is included in both the PumpSelector and the Magazine sections. Articles that do not exist in the respective language are made available as machine-translated versions. As a result, advertisements, company profiles, calendar entries and vacancies can also be booked in any of the available languages.

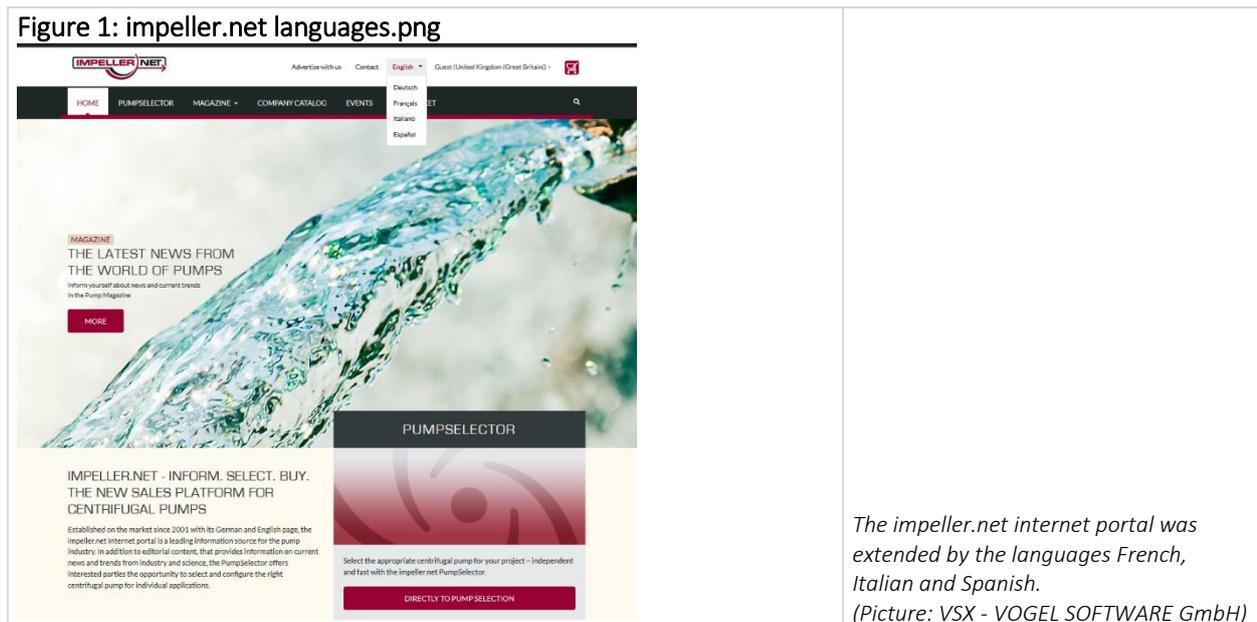
The *impeller.net* Internet portal was launched at the beginning of the year. Besides the contents of the magazine, the portal focuses on the *impeller.net* PumpSelector, which brings together buyers, manufacturers and sellers on an open platform. Via an interface, the platform directly accesses the data of the manufacturers and thus offers the users all information clearly arranged on one single website. Interested parties enter the operating data and keywords for the area of application or the design and are shown suitable pumps according to their specifications. These can be sorted and filtered according to various criteria. In the subsequent configuration, the users select the available options, such as material design or connection. The possibility of directly comparing pump models is particularly helpful.

Currently, the product areas of *'Heating, air conditioning, cooling'*, *'Water supply'*, *'Drainage and sewage'* and *'Industry'* are covered by pumps manufactured by Papantonatos (Greece), Pentair Sta-Rite (Italy), Pentair Jung Pumpen (Germany), Shakti (India), Tsurumi (Europe) (Germany), Wilo (Germany) and Zenit (Italy). Further manufacturers are to follow soon.

"In the coming weeks, we will continue to work on enhancing user-friendliness and gradually add new functions to the offer," comments Jens-Uwe Vogel, Managing Director of VSX - VOGEL SOFTWARE GmbH and publisher of the *impeller.net* Internet portal. "With the pump encyclopedia, we also want to provide the user with a broad know-how on pump technology and give practical tips on design. In addition, the section of the event calendar is being revised".

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Further information is available at www.impeller.net.



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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 by the brothers Vogel, Hanns-Henrik and Jens-Uwe, in Dresden in 1993 and has been growing continuously ever since. Due to the intensive international orientation, the company generates more than 60% of its turnover outside of the domestic market Germany.

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