

PRESS RELEASE

NEW DISTRIBUTOR FOR SPAIX PRODUCTS IN NORTH AMERICA

Dresden, November 25, 2020 - VSX - VOGEL SOFTWARE announces the conclusion of a contract with the Canadian company, FLUIDS & C°. The Montreal-based enterprise will take over the distribution of the Spaix product line in North America starting November 2020.

Fluids & C° was founded in 2015 by Vincent Soumoy. It distributes software and services in the field of flow simulation (CFD), but also in the areas of pipeline, process and data management. Thanks to its expert staff, the company can draw on more than 25 years of experience in this field and thus offers the ideal conditions to take over the sale of Spaix pump selection software.

"Fluids & C° is happy to participate to the market extension of Spaix, the most advanced software for selection and configuration of centrifugal pumps", said Vincent Soumoy, President of Fluids & C°. "Spaix is moreover connected to Hydrosystem, the hydraulic option of the PASS suite that we are also distributing in North-America".

"We are pleased to have found in Fluids & C° a competent partner who will optimally promote the distribution of our Spaix software solution in the North American region", comments Jens-Uwe Vogel, Managing Director of VSX - VOGEL SOFTWARE GmbH. "Vincent Soumoy and his team have a broad knowledge of the industry, extensive expertise in pump technology and, beyond that, a large network of partner companies. The latter enables an intensive market penetration and offers potential customers an extensive portfolio of software solutions for various application areas of the fluid handling industry".

Strategic partnership enables extended field of application

Like VSX - VOGEL SOFTWARE, the Canadian company also maintains a strategic partnership with the Russian company, Piping Systems Research & Engineering Co (NTP Truboprovod), provider of the Hydrosystem pipeline calculation software. The program performs the calculation of heat losses and pressure losses as well as the selection of the nominal diameter for pipeline networks that transport both compressible or incompressible single-phase fluids and two-phase gas-liquid mixtures. NTP Truboprovod has been offering its software solution in Russia, Belarus and Kazakhstan as a bundle with the Spaix programs since 2015. The new partnership will give North American pump manufacturers an easier access to be integrated into the system and thus open up new customer groups.

Extensive functionality and flexible application possibilities

Spaix offers a comprehensive range of functions that allow the representation of almost every type or design variant of a centrifugal pump. Thanks to its multi-platform design, users can flexibly apply the software solution according to their individual situation. The web-based version for Internet and Intranet and the desktop-based version for Windows operating systems are complemented by a version optimized for mobile devices. In addition, Spaix supports more than 30 languages, which means that it can be used worldwide without any problems.

impeller.net PumpSelector – cross-manufacturer sales platform for centrifugal pumps

Another advantage for Spaix customers is the integration into the impeller.net PumpSelector. The impeller.net Internet portal is a leading information and sales platform for centrifugal pumps. The PumpSelector brings buyers, manufacturers and sellers together on one platform and offers pump manufacturers an additional sales channel. The cross-manufacturer concept is unique in its depth of

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technical detail and addresses a wide range of users. Any data stored in the Spaix data maintenance program can easily be made available via a web service interface.

For more information, please visit www.vsx.net and www.fluidsandco.com/.

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Picture 1: Fluids+Co.png



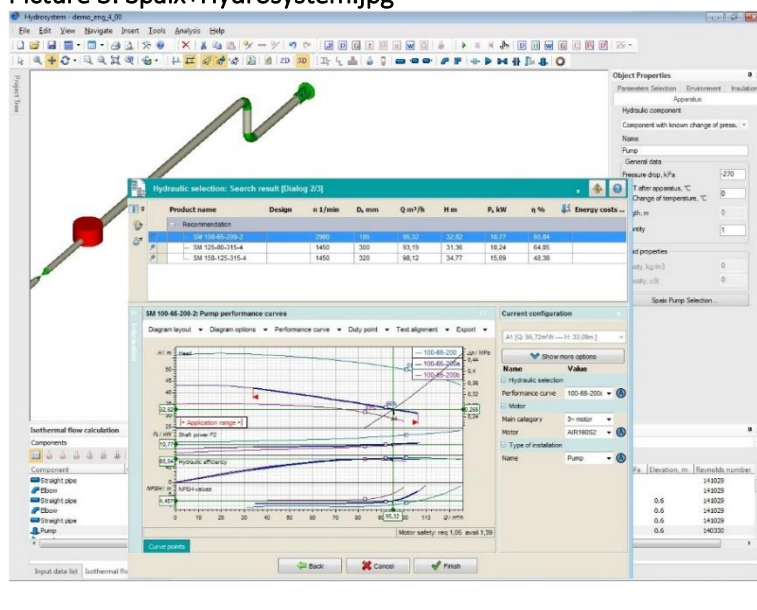
The Canadian company Fluids & Co[®] has been distributor of Spaix products for the North American region since November 2020 (Picture: Fluids & Co[®])

Picture 2: Spaix 5.png



Spaix has been distributed in North America by Fluids & Co[®] since November 2020. (Picture: VSX - VOGEL SOFTWARE GmbH)

Picture 3: Spaix+Hydrosystem.jpg



Spaix is linked to PASS/Hydrosystem. (Picture: Piping Systems Research & Engineering Co (NTP Truboprovod))

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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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