



The first European electrical installation portal

Promoting installation products and services

Trading through established distribution
channels




October 3rd, 2000

Important developments in our sector



Housing and commercial premises:

- ➔ a desire for more and more customized installations
 - ➔ a request for top level performance, high flexibility and management skills
 - ➔ a desire for relevant and up-to-date solutions
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High expectations of professionals

Self-employed contractors:

- ➔ who require services to suit their working rhythm

Installation companies:

- ➔ who are looking for creative solutions

Specifiers:

- ➔ who need to provide innovative, tailor-made responses

Everyone is subject to strict time-management constraints

Everyone wants to maintain instantaneous contact with manufacturers



Using the internet to make an appropriate response

An everyday tool that saves time and increases efficiency

Services designed by recognised electrical installation specialists:

- ➔ covering all the electrical functions of a building
- ➔ respecting the professional expertise of each player in the chain
- ➔ and preserving total freedom of choice for decision-makers



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5 leaders:

ABB, Alcatel, Legrand, Philips Lighting and Schneider Electric join forces to serve their customers by combining:

- ➔ their knowledge of the markets and the professions
- ➔ their technical expertise
- ➔ their mastery of professional software and databases

to help improve professionals' response to their customers' demands even further ... and to simplify their daily routine

Services with added value

For projects and sites

- ➔ choosing the best technical solutions
- ➔ helping to draft descriptions
- ➔ selecting products and services with all the necessary technical information, decision-making tools and assistance offered by manufacturers
- ➔ making up a basket of products which will be routed to distributors for delivery according to conditions defined by them

Services with added value

For site management

- ➔ facilitating communication between the various players (architects, design offices, installers, investors, distributors)
- ➔ providing access to project management software
- ➔ simplifying the content of the technical dossier



Services with added value

To advance in their profession


- ➔ technical and sales training
- ➔ adherence to standards
- ➔ legislation
- ➔ environment
- ➔ etc





Services with added value


For routine company business

- ➔ information on projects, markets and profession
 - ➔ access to legal and human resource management services
 - ➔ access to complementary services, such as:
 - . hire of vehicles and equipment
 - . recruitment and temporary staff
 - . weather forecasts, property etc
 - ➔ access to directory type search engines
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An initiative which will be open

- ➔ to all manufacturers in the chain
 - ➔ to distributors
 - ➔ to professional bodies, press associations
 - ➔ to other suppliers of complementary products and services
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A portal with a European coverage

One parent company


One site per country


- ➔ in the national language(s)
- ➔ with information and services which take account of local customs
- ➔ accessible to professionals through subscription arrangement

**To be established in Europe
from the 2nd quarter of 2001**



Strong ambitions

- ➔ To cover the whole product selection process from specification to supply via distributors
 - ➔ To increase the added value of solutions offered to users
 - ➔ To make the whole chain more efficient and more responsive to customers needs
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**A lively community
in the world of electricity
open to 2 million professionals,
which will benefit 400 million users
in Europe**



Meeting at ELEEC 2000
11 – 15 December, Paris

The first European electrical installation portal



The Professional News



The Activities



The Solutions



The Services



The Products



The Distributors

