

Media Release

## SoftwareONE and RIB Software form strategic partnership to accelerate digital transformation in the AEC industry

Stans, Switzerland | 2 December 2020 – **SoftwareONE Holding AG, a leading global provider of end-to-end software and cloud technology solutions, and RIB Software today announced a strategic partnership to accelerate bringing to market the world-leading MTWO vertical cloud solution for the Architecture, Engineering and Construction (AEC) industry globally. The partnership represents a significant growth opportunity for both companies to jointly drive digitalization of one of the world's largest sectors.**

Headquartered in Stuttgart, Germany, RIB Software is a provider of cutting-edge digital technologies for the AEC industry. Based on one integrated cloud platform, the company's MTWO platform combines its flagship iTWO 4.0 technologies with Microsoft Azure to offer a 5D<sup>1</sup> Building Information Model (BIM) for contractors, developers and owners. The solution significantly improves efficiency and reduces costs for the AEC industry by facilitating workflows and guiding users from virtual to physical realization of their projects. In addition, it generates additional insights by utilizing AI, big data and advanced analytics.

Through the partnership, SoftwareONE will leverage its global market presence and expertise to bring to market RIB Software's MTWO solution globally. To successfully launch the collaboration, SoftwareONE will build up capabilities within sales, marketing and services, including over 50 channel sales units in 2021. In addition to SaaS sales, SoftwareONE will be able to help customers with cloud migrations and provide related managed services, further expanding its Solutions & Services offering.

The partnership represents a commitment to jointly fuel technological innovation for the benefit of customers in the AEC industry. With annual global construction spend estimated at US\$10 trillion (equivalent to 13% of GDP), the industry represents one of the world's largest sectors and employs 7% of the world's workforce, according to McKinsey. However, adoption of digital technologies remains low, resulting in significant productivity challenges. Driven by government initiatives, the emergence of new technologies and subscription-based models, the industry is today embarking on its digital transformation journey to better manage risks, avoid rework and waste.

"By bringing together the power of SoftwareONE's global sales and service delivery capabilities with RIB Software's world-leading MTWO platform, we will be able to accelerate digital transformation across the AEC industry. This partnership will enable all stakeholders to mutually benefit from each other's experience, expertise and capabilities, while enhancing SoftwareONE's portfolio and growth trajectory," said Dieter Schlosser, CEO of SoftwareONE.

"Enterprise cloud and digital transformation are now top of mind for our largest 10,000 software customers. Our world-leading SaaS platform MTWO runs on Microsoft Azure, but is also agnostically available on other hyperscalers. We have chosen SoftwareONE as our global partner

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<sup>1</sup> 3D plus time planning and cost-related information

to combine our MTWO platform with best-in-class cloud services, available via 50+ channel sales units in 2021. Together, we aim to support thousands of customers with best practice cloud solutions which can go live within 48 hours. We are 'Running Together' and 'Building Together' the future of business for our customers in the AEC industry," said Tom Wolf, CEO of RIB Software.

The partnership will come into force at the beginning of 2021. No terms or financial details have been disclosed.

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## ABOUT RIB SOFTWARE

Headquartered in Stuttgart, Germany, RIB Software is an innovator in the construction business. The company creates, develops and offers cutting-edge digital technologies for construction enterprises and projects across various industries worldwide. iTWO 4.0, RIB's flagship cloud-based platform, provides the world's first enterprise cloud technology based on 5D BIM with AI integration for project developers, construction companies, industrial companies, contractors and investors. With more than 2,700 qualified employees in more than 25 countries, RIB Software serves 100,000 customers worldwide. RIB Software's shares are listed on the German Exchange in Frankfurt. The company is majority-owned by Schneider Electric. For more information, please visit [RIB Software](#).

## ABOUT SOFTWAREONE

SoftwareONE is a leading global provider of end-to-end software and cloud technology solutions, headquartered in Switzerland. With capabilities across the entire value chain, it helps companies design and implement their technology strategy, buy the right software and cloud solutions at the right price, and manage and optimize their software estate. Its offerings are connected by PyraCloud, SoftwareONE's proprietary digital platform, that provides customers with data-driven, actionable intelligence. With around 5,800 employees and sales and service delivery capabilities in 90 countries, SoftwareONE provides around 65,000 business customers with software and cloud solutions from over 7,500 publishers. SoftwareONE's shares (SWON) are listed on SIX Swiss Exchange. For more information, please visit [SoftwareONE.com](http://SoftwareONE.com).

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## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

*This media release may contain certain forward-looking statements relating to the group's future business, development and economic performance. Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to force majeure, competitive pressures, legislative and regulatory developments, global, macroeconomic and political trends, the group's ability to attract and retain the employees that are necessary to generate revenues and to manage its businesses, fluctuations in currency exchange rates and general financial market conditions, changes in accounting standards or policies, delay or inability in obtaining approvals from authorities, technical developments, litigation or adverse publicity and news coverage, each of which could cause actual development and results to differ materially from the statements made in this media release. SoftwareONE assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.*