



Press release

Lyon, October 18, 2018 – 6.00 pm

## **Fives and Visiativ join forces to create a full service management offer for industrial equipment manufacturers**

On October 18, 2018, Fives, an industrial process expert, and Visiativ, a specialist in accelerating the digital transformation of businesses, took the opportunity of the event “CONNECT by Visiativ” to sign their new partnership in order to develop a joint offer for industrial equipment manufacturers. They will offer optimized service based on a platform and new tools.

### **An offer designed for machine manufacturers, from spare parts to predictive maintenance services**

Industry is changing in line with new expectations and practices: industrial players are increasingly looking for solutions to increase their production systems’ availability, responsiveness and flexibility while also improving final product quality. Machine users need services that ensure maximum availability and optimal performance throughout the machine lifecycle.

Fives and Visiativ are now teaming up to offer machine manufacturers a way to make their customer service more effective and optimize their machines’ performance.

This new joint offer will be based on the Moovapps platform, which is adapted to Fives’ specific business features, within Visiativ’s Your Platform program. Thanks to the Fives CortX dashboards, it will integrate a new feature allowing real-time view of machine operations. It will allow equipment manufacturers to use data as a central component in their own service offer, and therefore to detect anomalies in real time in their installed base and to trigger service alerts for further intervention.

Manufacturers can use it to develop advanced consulting and service offers grounded in machine learning and data science. They in turn benefit from feedback on all of their installed machines (details of machine operations in real environments, how customers use their machines, etc.).

### **Fives and Visiativ: experts working together to support industrial excellence through digital technology**

In January 2018, equipment manufacturer and industrial process expert Fives launched Fives CortX, a digital solution for production system operations optimization. It draws both on the in-depth understanding and mastery of industrial processes that Fives has developed through its vast experience across its 18 business lines and expertise in data gathering and analysis.

This unique combination of skills results in two main areas of application: predictive maintenance, as part of a methodological approach that is fully integrated within Fives Maintenance, the Group's company dedicated to industrial maintenance; and the improvement of quality and performance of processes implemented on equipment supplied by Fives.

As a software vendor and integrator of innovative software solutions, Visiativ accelerates the digital transformation of companies thanks to Moovapps, its collaborative and business-oriented social platform. Its partnership with Fives is a further illustration of the emphasis Visiativ places on its ecosystem of partners, and fits into the Your Platform program launched early 2018.

Your Platform is a genuine software hub allowing Visiativ partners to develop their own software solutions, building on Visiativ technologies. Your Platform is an opportunity for these partners to bring a real added value to their own customers and to develop new business models, within a win-win relationship with Visiativ.

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#### **ABOUT FIVES**

As an industrial engineering Group with a heritage of over 200 years, Fives designs and supplies machines, process equipment and production lines for the world's largest industrial players in various sectors such as steel, aerospace and special machining, aluminum, the automotive and manufacturing industries, cement, energy, logistics and glass.

The effectiveness of its R&D programs enables Fives to design forward-thinking solutions that anticipate industrials' needs in terms of profitability, performance, quality, safety and respect for the environment.

In 2017, Fives achieved a turnover of €1.9 billion and employed close to 8,700 people in about thirty countries.

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#### **ABOUT VISIATIV**

Integrator of innovative software solutions, Visiativ steps up the digital transformation of companies via its collaborative and social business platform. Working with mid-caps since its foundation in 1987, the Visiativ Group posted 2017 revenues of €124m and boasts a diverse portfolio of over 16,000 customers. Covering every economic sector in France and with operations in international (Brazil, Canada, Morocco, Switzerland, UK and USA), Visiativ has nearly 850 employees. The Visiativ share (ISIN code FR0004029478, ALVIV) is listed on Euronext Growth Paris. The share is eligible for the PEA and PEA-PME personal equity plans and FCPI/FIP investments funds, thanks to its status as an "innovative business" recognised by Bpifrance.

For further information, visit [www.visiativ.com](http://www.visiativ.com)

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