



## Media Release

Date: 28 September 2018

For immediate release

# A2K Technologies and RIB Group come together to transform the Australian building and construction industry

Supporting RIB Group's announcement on 26 September 2018 (link below) of the MTWO MSP (Managed Service Provider) partnership and investment agreement with A2K Technologies and PhoenixPLM – there is no doubt this dynamic partnership is set to transform the Australian and New Zealand building and construction industry.

Paul Laycock, CEO of A2K Technologies today commented "A shared objective to deliver new technology and help modernise the future of the Australian and New Zealand construction industry, safeguarding its competitiveness on a global stage, made this partnership a clear and easy choice."

"We are excited to join forces with RIB Group, and have the utmost confidence in their current, and future technology to provide true cost, time and safety savings to the ANZ construction industry."

Australia and New Zealand both own a very large construction and infrastructure market because of the size and the mining and resources industry. The annual consolidated CAPEX and OPEX spending in building, infrastructure and mining has reached a remarkable level like countries of UK, France and Germany in the past decades.

Australia's construction sector (which sits at \$367bn in revenue) is currently experiencing a strong start to 2018, with the Australian Industry Group's (Ai Group) Performance of Construction Index (PCI) reporting a rise of 1.7 points to 56.0 in January, leaving it at a three-month high. The MTWO vertical cloud is exactly what A2K's 100,000 ANZ user base is waiting for.

This partnership is expected to deliver 10,000 MTWO users by early 2020 in a short-term manner and 100,000 MTWO users in the mid-term. Under the agreement, RIB will invest a total of AUD\$ 14.07 million to acquire 40% of A2K and PhoenixPLM shares, out of which AUD\$ 2.20 million will be utilized to build and develop the MTWO team across the ANZ region and position MTWO as the leading vertical cloud for the ANZ building and infrastructure market.

"I wish to take this opportunity to acknowledge the professional integrity of Tom Wolf and Mark Kefford of RIB Group and express my personal appreciation for their truly inspirational approach to the future of our continued growth," said Paul Laycock, CEO of A2K Technologies.

### [RIB Group media release 26 September 2018](#)

[https://www.rib-software.com/en/group/investor-relations/news/details/?tx\\_news\\_pi1%5Bnews%5D=330&tx\\_news\\_pi1%5Bcontroller%5D=News&tx\\_news\\_pi1%5Baction%5D=detail&cHash=68678273997c8c8a70c8d4bb7d6b5161](https://www.rib-software.com/en/group/investor-relations/news/details/?tx_news_pi1%5Bnews%5D=330&tx_news_pi1%5Bcontroller%5D=News&tx_news_pi1%5Baction%5D=detail&cHash=68678273997c8c8a70c8d4bb7d6b5161)

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### **About A2K Technologies**

A2K Technologies fosters innovation through delivering software and hardware solutions, consulting, training, development and managed services.

Our highly knowledgeable and industry-experienced staff from the Architecture, Engineering, Construction, Infrastructure, and Manufacturing sectors enhances our customers' organisational capabilities, to deliver on project outcomes and differentiate from the competition.

With a great footprint throughout the ANZ region, A2K has strategic partnerships with many major software and hardware vendors, including Autodesk, Microsoft, Adobe, HP, Bluebeam, Ultimaker, Symantec, and Citrix.

We have become a trusted technology advisor to our customers through the breadth and depth of our service offering and technical expertise, our commercial flexibility and high levels of customer service and understanding. *Think technology. Think A2K.*

### **About PhoenixPLM**

PhoenixPLM is a leading Solutions Provider for the manufacturing sector in Australian and New Zealand. It has offices based in Brisbane, Sydney, Melbourne, Adelaide and Perth, backed by a team of highly skilled hands on technical experts. PhoenixPLM is the only Gold Certified Siemens PLM Partner in Australia and New Zealand, which provides unrivalled knowledge and services to support Siemens PLM's NX portfolio and Teamcenter PLM software solutions.

### **About RIB Group**

RIB Software SE is an innovator in construction business. The company creates, develops and offers cutting-edge digital technologies for construction enterprises and projects across various industries worldwide. Its flagship product iTWO 4.0 is the world's first 5D BIM enterprise cloud solution for construction companies, industrial companies, developers and project owners, etc. Since its inception in 1961, RIB Software SE has been the pioneer in construction innovation, exploring and bringing in new thinking, new working method and new technology to enhance construction productivity, and transforming the construction industry into the most advanced and digitalized industry in the 21st century.

RIB is headquartered in Stuttgart, Germany, and listed in Prime Standard Frankfurt Stock Exchange since 2011. With more than 900 talents located in over 30 offices worldwide, RIB is serving 100,000 clients including construction contractors, sub-contractors, developers, owners, investors and governments, in the field of building construction, infrastructure, EPC sector and more.