



@Deutsche Messe

Press release

SPIE and Deutsche Messe AG increase collaboration

- With new contracts in the areas of fire safety and media technology, SPIE and Deutsche Messe AG are increasing their successful collaboration, which also includes power supply and safety technology.
- SPIE will continue to replace fire detection systems at the Hanover Exhibition Grounds and take over their maintenance for five years.
- SPIE will also equip the premises of Deutsche Messe AG with new media technology.

Hanover, November 28th, 2018 – *Deutsche Messe AG has been a customer of SPIE Fleischhauer for decades. The Business Unit of SPIE Deutschland & Zentraleuropa was*

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already in charge of safety, information, electrical and media technology at the Hanover Exhibition Grounds. In recent months, Deutsche Messe AG and SPIE have extended their collaboration: the most recent contracts include the replacement and maintenance of 18 fire detection systems and the fitting of media technology in management areas.

Replacement of fire detection systems

Since 1995, SPIE has installed 23 fire detection systems at the Hanover Exhibition Grounds. Last year, SPIE won a Germany-wide tender for the replacement of 18 systems and their maintenance, as well as for other systems. The replacement works began in June with a predicted duration of two-and-a-half years, as part of the maintenance contract initially agreed for five years. *“Good planning and on time implementation are imperative, as the replacement work cannot be done while trade fairs are running,”* explains Michael Hartung, managing director of SPIE Fleischhauer and general manager of operational division information & communication services at SPIE Deutschland & Zentraleuropa. *“Alongside regular quarterly maintenance, an efficient, round-the-clock service is vital to the current operations – and we have the ideal location for this with our site in Hanover.”*

Media technology for hire and new fixed installations

SPIE has already been providing the Hanover Exhibitions Grounds and its exhibitors with media technology for around 30 years. *“Our collaboration intensified at the EXPO 2000 world fair,”* says Michael Hartung. *“Since then we have become an official listed partner of Deutsche Messe AG in the field of event and presentation technology.”* This means exhibitors at Deutsche Messe AG trade fairs, such as DOMOTEX, HANNOVER MESSE, LIGNA and CEBIT, can select and rent standard equipment directly via a catalogue. SPIE also offers customised solutions to answer to the specific needs of exhibitors.

The media technology range includes large-screen solutions such as LED and display walls, projection systems, public address systems conference systems, interpreting technology as well as lighting and stage technology. *“New products are coming onto the market at ever shorter cycles,”* Michael Hartung continues. *“It is a challenge to always offer exhibitors innovative, up-to-date and customised solutions. We have a large stock of the latest technology, but modern video and projection technology are the most required among exhibitors.”*

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In addition to the rental and event technology, SPIE also carries out fixed installations on the exhibition. This includes equipping with media and conference technology small huddle rooms, for informal meetings, boardrooms and large meeting rooms.

About SPIE Deutschland & Zentraleuropa

SPIE Deutschland & Zentraleuropa, a subsidiary of the SPIE group, the independent European leader in multi-technical services in the areas of energy and communications, is the leading multi-technical service provider for buildings, facilities and infrastructure in Germany, Austria, Poland, Czech Republic, Slovakia and Hungary. Its service range encompasses technical facility management, energy-efficiency solutions, technical services for the transmission and distribution of energy and for industrial clients as well as in the areas of electrical and security technology, HVAC technology and information and communications technology. SPIE Deutschland & Zentraleuropa has more than 14,500 employees in over 200 locations.

With more than 46,500 employees and a strong local presence, SPIE achieved in 2017 consolidated revenues of €6.1 billion and consolidated EBITA of €388 million.

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