



The Eurogiciel Group asserts its international expansion, with the opening of a new office in Boston

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Since its creation in 1989, the Eurogiciel Group has become the leading Project Support Services company in Europe. In just a few years it has established itself as a key partner for a number of major European industries, participating in flagship aeronautics, space, transport, defense, and energy programs. The group draws its strength from three complementary entities — Etop International, Equert International and Eurogiciel Engineering. With sustained growth, an estimated turnover of €80 million, and over 1,000 employees, Eurogiciel's international presence is now consolidated with the opening of a new office in Boston, USA.

A finely-planned international strategy

At this time Eurogiciel's international activities brand, ETIQ, generates 5% of the company's international business, and the Eurogiciel Group would like to bring that figure to 30% by 2019.

Eurogiciel already has already experienced substantial growth at the European level—with a subsidiary in Hamburg (Germany) since 2009; a subsidiary in Bristol (UK) since 2010; another in Madrid (Spain) since the beginning of 2013; and the most recent, in Brussels (Belgium), since late 2014. In 2012, the Group also signed a partnership with an Indian leader on the Council, which makes it eligible for Offset.

A strategy for the conquest of America!

Eurogiciel has been strengthening its presence in North America since 2014 with the opening of a new subsidiary in Montreal in January 2014, and another in Boston in mid-November 2014.

ETIQ started out by supporting its European customers in their development in North America, particularly in optimizing their supply chains. Today the international Eurogiciel brand is deploying its expertise to North American companies, helping them develop and improve their industrial performance as well as reduce their product time-to-market.

"Our vision is to develop a global offer with a local reach, from the East Coast to the West Coast of the United States," explains Daniel Benchimol, President of the Group. "The goal is to achieve a full-time staff of 60 to 80 employees within three years, excluding acquisitions."

Setting up in Boston is a strategic decision, chosen for its proximity to Montreal, and the two offices are to be managed by the same CEO, Frédéric Deriot.

Before joining ETIQ last November, Frederic Deriot had held various positions as COO and CEO of US operations for engineering and technological advice corporations. He obtained a Master in Business Administration (MBA) from the Institut d'Administration des Entreprises in Paris, which complements his Engineering Degree in Industrial Engineering from the École Nationale des Arts et Métiers, Paris Tech.

About Eurogiciel:

The Eurogiciel Group's unique approach is based on a differentiating offer, structured around three companies and encompassing the different stages of a project:

- **ETOP International**, consultants in the management of complex projects,
- **EQUERT International**, Quality Management and Industrial Performance consultation,
- And **Eurogiciel Engineering**, a company with two divisions:
 - SSE (System and Software Engineering) -
 - ITS (Information Technology Services)

Press contact

AressyRP

Camille Garcia
01 85 76 12 07
c.garcia@areddy-rp.com

Mathias Koubi
01 85 76 12 03
m.koubi@areddy-rp.com