

IBIC Builds Business Contacts in Central Europe and Scandinavia

Engineering service provider will present offerings at two Intergraph events this November

Neu-Isenburg, Germany. 27 September 2011 (U3): IBIC GmbH, an international provider of engineering services for plant manufacturers and operators, will present its offerings at two upcoming events: cegug 2011, an Intergraph user conference, and Intergraph PP&M Scandinavia 2011.

cegug 2011: Intergraph user conference in Mannheim, Germany

cegug 2011, the leading forum for users of Intergraph products in Germany, Austria and Switzerland, will take place from 16 - 17 November 2011 in the Rosengarten Congress Center in Mannheim, Germany. For the third consecutive year, IBIC will showcase its services in the adjacent exhibition of this highly distinguished conference. This year's event will welcome approximately 300 Intergraph users, up from 275 in 2010. Since the majority of these attendees are potential prospects for IBIC's services, the company expects to gain many promising business contacts based on its positive experiences last year.

Intergraph PP&M Scandinavia 2011 in Oslo, Norway

Shortly after cegug 2011, IBIC will also participate in Intergraph PP&M Scandinavia 2011 from 22 - 23 November 2011 in the Radisson SAS Airport Hotel in Oslo, Norway. This event will give IBIC the opportunity to establish contacts and meet with 100 Intergraph users throughout Scandinavia.

Both events will focus on new features, upcoming developments as well as case studies for Intergraph's Process, Power & Marine (PP&M) solutions. At cegug 2011, Intergraph users can gain insight on the daily work of their peers in over 40 customer presentations in the areas of plant construction, steel construction, functional planning or piping technologies. Running parallel to the conference is an exhibition where IBIC as well as other leading companies and service providers will present their products and services.

The conference in Norway will highlight 30 case studies for EPCs and Owner Operators. In addition to supporting project executions, these presentations provide an overview of important, new product features. This event also has a separate exhibition area, where IBIC is participating as a sponsor.

Building business contacts at established events

For the past 24 years, current and prospective Intergraph customers have attended the cegug event to learn more about planning, building and operating plants, ships and offshore platforms. Over the years, the Scandinavian conference has emerged as one of the most popular events for Intergraph users throughout Northern Europe. “These user events give IBIC an optimal platform for building contacts with current and potential customers as well as our partners,” explains Hans-Peter Beier, founder and managing director of IBIC. “Our short conversations at these events generally lead to follow-up meetings where we can discuss the possibility of joint projects in detail.”

cegug e.V., organizer of the Central European user event, is dedicated to exchanging experiences among Intergraph customers. “Our organization, which brings together users throughout Germany, Austria and Switzerland, works closely with both Intergraph and its partners,” adds Bruno Schwarz, the current president of cegug. “The goal of our annual event is to support users in their daily work and give them new ideas and best practices to take back to the office.”

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About IBIC

IBIC (Internationale Beier Ingenieur-Consulting) GmbH is a mid-sized service company for plant construction and operations. The company, which operates throughout Europe, offers specialized consulting and complete packages such as integrated engineering services. Renowned consultants and technical expert teams work with passion and foresight to help deliver the best possible solution for each individual customer.

Image service

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Image 1: cegug logo



Image 2: cegug 2010 user conference



Image 3: Intergraph PP&M Scandinavia 2010 meeting



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