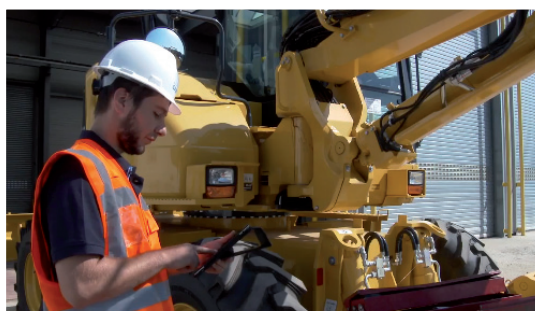


EDITORIAL :

This September, IRIUM SOFTWARE exhibited at the **Salon Vert Sud-Est**. It was an opportunity to strengthen our place as a **digital player of the green space field**. It was even more important as it was the first time the Salon Vert paired with the Salon B&TP. This edition was a unique chance to meet the participant of the green space sector and of the public works sector in a same place.

In this newsletter, our **iMob Service tool** is in the spotlight. You will discover through the testimony of the KOMATSU dealer, SAMI TP, the benefits of using this mobile application for technicians. A tool also chosen by the BILLAUD SEGEBA agricultural dealer and the KOBELCO dealer in Switzerland, HAND Baumaschinen, whose testimony are also highlighted. Finally, the **i10/30/40 software** are not outdone with the last evolutions of the CRM.

SAMI TP : Better managed interventions with iMOB Service



SAMI TP, exclusive KOMATSU dealer, has opted to equip its technicians with the mobile app iMOB Service developed by IRIUM SOFTWARE.

Frédéric HERMANT, General Manager of SAMI TP, declare *"The aim was to manage our job better by optimising our technicians' trip [...] My concerns about how it would work were quickly dispelled by our workshop managers,*

thanks to the simplicity of iMOB Service and the eagerness of our young after-sales service teams to use new technologies."

Sébastien CAMBRE, Workshop manager at SAMI TP, add *"iMOB Service helps us save administrative times [...] It's an effective tool and it allows us to concentrate on what's important: customer service!"*

IRIUM Software rewards S. PEIGNAUX from BILLAUD SEGEBA VIVONNE

Sébastien PEIGNAUX, the new storekeeper at BILLAUD SEGEBA VIVONNE received the DELL WINDOWS 10 tablet he won at the SIMA game contest organized by IRIUM SOFTWARE. It's the opportunity to focus on his experience with his software developed by IRIUM.



Coming from another dealer, Sébastien PEIGNAUX was train to IRIUM 40 which was recently installed at BILLAUD SEGEBA VIVONNE. He explains *"The taking in hand was really quick, because IRIUM 40 is definitely made for agricultural machine. The previous software was too much universal and didn't have any interface with the manufacturer software."*

AGENDA

Agritechnica 2017



IRIUM will be at Agritechnica, the leading trade fair for agricultural machinery in Hanover, Germany !

FIMA 2018



IRIUM will be present at the FIMA fair in Zaragoza, Spain at the ISAGRI stand !

USERS CLUB

CLAAS User Club



The CLAAS Club will take place on November 23rd, 2017 in La Rochelle !

Club JOHN DEERE



The JOHN DEERE user club will take place on December 7th, 2017.

Kobelco-Dealer in Switzerland successfully started with IRIUM i80 software

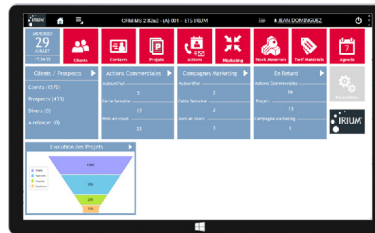


The IRIUM SOFTWARE ERP has successfully been launched at HAND Baumaschinen, a construction equipment dealer. The Swiss dealer needed to manage its importation, distribution and rental activities. Therefore understandably HAND has chosen IRIUM, the IT expert in software dedicated to equipment dealers in Switzerland. HAND Baumaschinen has

also chosen the new IRIUM mobile tools: iMOB Contact and iMOB Service. With these mobile apps, the sales team and the technicians will save valuable time.

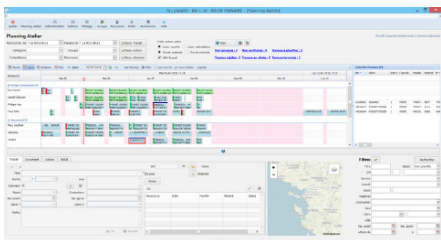
Major advances for the CRM of the i10/30/40 software

The i10/30/40's CRM, which intends to make the dealership's salespersons and equipment distributors more efficient, is available with a mobile version on tablet. Among the main evolutions, there are the possibility to create second-hand expert assessment, the acceleration of the order process, the new internal messaging service and the new features of geographical localization.



Time saving, better control of the expert assessment's price, improved quality of the order process and increased efficiency of the salesperson, that's what the IRIUM customers can expect from the new features of their CRM.

The latest improvements in the workshop planning



In its latest version, the workshop planning will include the automatic calculation of the distance between the job site and the company's branch nearest to that place.

Other feature, the technician is now able to make the Work Order on break, if it is not finished and he needs to begin another job. He will be able to come back to the former job as soon as possible. Then the workshop manager will be able to invoice partially the customer and to send him a partial job report.

Finally, IRIUM improved the workshop planning ergonomics by providing new shortcuts, but also allowing the customer to modify the colors of the planning tool according to its internal processes.

Seen in the press

IRIUM SOFTWARE presents its new software solutions at Agritechnica



IRIUM SOFTWARE, software publisher dedicated to dealers, importers rental companies of agricultural machinery, will present during Agritechnica the latest evolutions in its workshop planning and in its application for mobile technicians: iMOB Service