

Building Envelope Software Technologies acquired by PrefCo GmbH

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Building Envelope Software Technologies (“BEST”), the specialist North American fenestration software provider, headquartered in Toronto, ON, has been acquired by PrefCo GmbH (“PrefCo”), the first, largest and most experienced European distributor for PrefSuite, located in Germany.

The acquisition of BEST by PrefCo for the marketing and distribution of PrefSuite, a leading fenestration software package in the North American market, represents a strategic opportunity for PrefCo to expand its reach to provide market-leading software and services to BEST’s existing clients and to the wider fenestration manufacturing marketplace in Canada and the United States. This comes at a time when the fenestration software industry is growing steadily and increasing in automation. The European investment in this market positions BEST and PrefCo well for continued strong growth.

BEST will continue to deliver tailored fenestration manufacturing services and advice to the marketplace and this transaction means it will deepen its pool of experienced fenestration industry specialists to achieve even more efficiency results for clients.

Barbara Andersen, CEO of BEST, commented: “The acquisition of BEST by a company with excellent experience in the industry represents a very important step for our clients. The business was founded on the principles of bringing expertise and services to our clients to deliver more efficient and better solutions. The combined knowledge of the two teams will strengthen the fenestration offerings and offer a comprehensive approach to managing the complex challenges of the industry.”

Jan Heinze, CEO of PrefCo, added: “North American fenestration manufacturers are in a unique position to utilize automation and the latest European-inspired strategies to grow their businesses.

By joining the PrefCo Group, BEST's PrefSuite business will be able to assist its clients in managing these challenges due to the long experience of the PrefCo team. We will continue to deliver best-in-class fenestration manufacturing and engineering software and services that reflect the leading-edge of technology in this area."

The PrefSuite business will continue to operate independently, but as part of the PrefCo Group, with the same management team and employees. Effective immediately, Ben Heinze has been appointed as CEO of BEST, and Barbara Andersen will act as consultant to BEST to ensure a smooth transition for the new owners.

About BEST:

Building Envelope Software Technologies ("BEST" or the "Company") is the North American value-added reseller of PrefSuite, the fenestration industry leading software. BEST supplements its software offering by providing additional value-added services including consulting, implementation, and customization of the Company's software solutions. Founded 15 years ago by professionals with backgrounds in the fenestration industry and leading IT companies, BEST has created long lasting partnerships with its customer base by delivering leading technology and value-added services across a broad customer base.

About PrefCo / PrefSuite:

PrefCo is the first, largest and most experienced European marketing, distribution and customization specialist for the PrefSuite software package, developed in Valencia, Spain.

PrefSuite is a dynamic CAD-modeling configurator with integrated fenestration ERP system for residential and commercial window, door, storefront and curtain wall manufacturers. Other modules provide web based order entry for clients and dealers.

More information can be obtained at www.prefco.de. and www.buildingenvelopesoftware.com.