



Econocom makes AV its fourth independent business line



- News
- 08/06/2023

Econocom Group, a European digital general contractor (DGC), is to grow its AV business. The Group's business model had previously been built on three strategic activities; Financing, Products & Solutions and Services.

"Due to the important growth of the AV business, Econocom is well-positioned to take the leading position in this growing future-proof industry throughout Europe" said Jean-Louis Bouchard, Chairman of the Board of Directors.

The group's AV capabilities are deployed in the following companies: Exaprobe, expert in Smart Office technologies (AV, digitalisation of workspaces, unified communications), network infrastructure and cybersecurity solutions; BIS|Econocom, expert in AV, UC and digital signage. On top of this, the Group also has AV expertise within its Products & Solutions business line especially in France, Spain and Italy. This AV activity already represented in 2022 a €350m in annual revenue for Econocom.

Jean Pierre Overbeek continued, "Many multinationals are seeking cross-border solutions following requests for standardisation and user-friendliness for the growing number of assets. This new activity is a testimony of our commitment to providing clients with the best possible integrated solutions and services."

The companies will leverage their expertise to offer clients efficient unified communications (UC), networking, cyber security, and audio-visual solutions and services. This collaboration will enable clients to benefit from a combined product portfolio and growth of knowledge. On top of this Econocom adds a global reach, lifecycle and fleet-management services for these assets.

The AV activity will be led by Jean Pierre Overbeek, CEO of BIS|Econocom, with support from Jean-Pierre Chamillard, Managing Director of Exaprobe.

