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News Release

Distech Controls Announces Long-Standing Relationship with Convergia Networks to Extend to Distribution in the Latin American Region

Brossard, Canada, September 08, 2020 -- [Distech Controls](#), an innovation leader connecting people with intelligent building solutions, announces that [Convergia Networks](#), a Pan-American (North, Central and South America) value added distributor of connectivity solutions, will now provide Distech Controls products to the Latin American market. The countries of distribution include Chile, Peru, Argentina and Mexico with future extension planned to others soon.

Convergia was founded in 1998 in Santiago, Chile and Montreal, Canada; with a long-standing distribution relationship with Distech Controls and Acuity Brands along with a full spectrum of connectivity and advanced connected solutions in the enterprise and industrial sectors.

The distribution agreement extends the availability of Distech Controls product offerings with the support of existing and expanding Distech Systems Integrator (SI) network to lend their expertise for the installation of products in the Latin American region.

“Convergia is a first-rate value-added distributor and successfully provided Distech and Acuity products throughout Canada during our working relationship. The agreement will increase our reach into the Latin American market and provide our customers with the Distech Controls solutions they need in commercial offices and buildings”, said Ryan Sen, Vice President Sales, International. “Convergia’s understanding and expertise of both operational and information technology provide a seamless solution for businesses that want more robust technology to support their people, office infrastructure and business objectives.”

Tom Gilley, CTO Convergia adds; “We evaluated all the major smart building suppliers and recognize Distech advanced technology, ease of implementation for any smart building or campus use case and that Distech shares our passion for all levels of support by people for people. Convergia offers the connectivity for people and buildings, and with Distech Control Solutions we accelerate our channel and customers digital transformation with Connected Lighting, HVAC, Access Control, Sensors and actuators in every vertical market, throughout Pan-America.

Effective immediately, Convergia is ready to serve the region. For more information or to schedule an appointment, contact Daniel Nieto at danielnieto.ext@convergia.io

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About Distech Controls

Distech Controls connects people with intelligent building solutions through our forward-thinking technologies and services. We partner with customers to deliver innovative solutions that can provide better health, better spaces, and better efficiencies. Our passion for innovation, quality and sustainability guides our business, which serves multiple market segments through worldwide business divisions, service offices and a superior network of Authorised System Integrators and

Distributors. Distech Controls, Inc. is a subsidiary of Acuity Brands Lighting, Inc. For more information visit www.distech-controls.com

ABOUT CONVERGIA

Convergia is the Pan-American Value-Added Distributor for Connectivity Solutions, offering a high-speed bespoke network backbone through Canada, US, Mexico and LATAM with last mile copper, fiber and cellular wireless connectivity to a growing list of voice, data and IoT connectivity products and solutions. Convergia is a member of a global multi-billion-dollar group for more than 20 years' experience offering telecom voice, data and IoT solutions to an exemplary list of channel partners and customers who benefit from Convergia high quality delivery, service and 24/7/365 support by people for people. Convergia's parent company is Future Electronics. For more information visit: <https://www.convergia.io>

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