CES 2018: LEGRAND ANNOUNCES THE LAUNCH OF *'WORKS WITH LEGRAND'*, ITS INTEROPERABILITY PROGRAM FOR CONNECTED SOLUTIONS

With this initiative, Legrand is speeding up its development in the Internet of Things, and this year presenting over 30 new user experiences alongside some twenty partners, including Apple, Google, Marriott, Somfy, Renault, and Samsung.

Paris, 9 January 2018 – On the occasion of CES 2018, Legrand, the global specialist in electrical and digital building infrastructures, is announcing the launch of its interoperability program, '*Works with Legrand'*.

Available in the form of an online portal, '*Works with Legrand*' gives access to the various resources required by third-party solutions to be able to exchange data with Legrand products: documents, languages, APIs. It thereby gives the Group's partners an opportunity to connect to its solutions and generate genuine added value for the user by expanding the array of services and functions provided.

Gilles Schnepp, Legrand Chairman and Chief Executive Officer, explains: "*By attending CES several times as visitors and then exhibitors, we have established strong ties with other innovators who share our vision of user benefits.The need for interoperability of our solutions soon emerged accordingly, as an essential condition of success for the IoT.*
On the strength of our new program, 'Works with Legrand', and of Eliot, our IoT program, we are now able to meet this need and thus to establish multiple partnerships: in one year, we have gone from 3 partners to over twenty! We are thus constantly enhancing the connected experience and the services accessible to the user via our solutions, wherever they may be."

Today's user experiences go beyond the mere confines of a building and involve different ecosystems, be they sectoral (building, transport, leisure, insurance), technological (Google, Apple, Samsung) or service-related (energy management, security, assisted living). This is why '*Works with Legrand'* is open to start-ups, large groups, manufacturers and service providers alike, while also targeting also aimed at opinion leaders, project managers and other decision-makers (project owners, distributors, etc.) seeking inspiration for the development of new experiences.

Jérôme Boissou, the Eliot* Program Manager at Legrand, points out: *"As a market leader, our responsibility is to continue innovating so as to develop suitable infrastructures and encourage the adoption of connected solutions that will facilitate users' everyday life. To place ourselves at the heart of the user experience, we have chosen to use languages and APIs that are open and interoperable, capable of interacting with third-party systems and of exchanging data, to keep providing additional benefits to users. In this way, we are ensuring that their interests and experience are always the focus of our concerns."*

Legrand's acceleration in the connected experience fits perfectly with CES core trends such as artificial intelligence, web services, voice recognition, etc., as is borne out by the many commercial and technology partnerships already supported by *'Works with Legrand'*, several of which are being exclusively unveiled at this major technology showcase.

Together with BNP Paribas Immobilier, and as announced recently, Legrand is introducing the very first genuinely connected homes in the world, which can be seen on the Legrand stand (Hall A-D, No. 43207).

Together with Marriott and Samsung, Legrand is presenting the hotel room of the future whichseamlessly integrates its solutions with the SmartThings platform, the Samsung Cloud. This can also be discovered on the Legrand stand.

Together with Renault, Legrand connects the user to their home from inside their car, allowing them to control a large number of scenarios for greater security and comfort and better energy management. Find out more on the stand.

Amazon Echo Works with Legrand: a perfect example of successful interoperability

As voice control gains ground, the *'Works with Legrand'* program allows Legrand solutions to communicate with the Amazon Echo voice assistant to imagine additional services for users.

What happens in practice: To adjust the heating, the user talks to the Amazon Echo voice assistant which receives the order to change the temperature and passes it on to the Legrand Smarther thermostat for execution. Alexa, the voice of Amazon Echo, then announces the change in temperature, thanks to voice-based information and the interoperability of the two Clouds: The Legrand and Amazon Clouds operate together to provide an enhanced experience and an improved comfort for the user.

Personal assistants such as Amazon Echo can also anticipate and adjust to user demands by gathering and analyzing data. This way, machine learning and artificial intelligence in connected devices are put to work to the user's benefit.

To find out more about Legrand at CES 2018, look up our complete press kit on www.legrand.com

---

If you are attending CES and wish to know more about Legrand's existing partnerships and its partner program '*Works with Legrand*', come and meet us at the Legrand stand, Hall A-D No. 43207.

For any additional information, feel free to contact the press team:

LEGRAND	**PUBLICIS CONSULTANTS**
Delphine Camilleri	**Joël Morange**
Tel.: +33 (0)5 55 06 70 15	Tel.: +33 (0)1 44 82 47 93
delphine.camilleri@legrand.fr	presse.legrand@consultants.publicis.fr
	Charlotte Mariné
	Tel.: +33 (0)1 44 82 46 05
	presse.legrand@consultants.publicis.fr

ABOUT LEGRAND
Legrand is the global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for international commercial, industrial and residential markets makes it a benchmark for customers worldwide. Drawing on an approach that involves all of its employees and stakeholders, Legrand is pursuing its strategy of profitable and sustainable growth driven by innovation, with a steady flow of new offerings—including Eliot* connected products with enhanced value in use—and acquisitions. Legrand reported sales of over €5 billion in 2016. The company is listed on Euronext Paris and is a component stock of indexes including the CAC40, FTSE4Good, MSCI World, Corporate Oekom Rating, DJSI World, Vigeo Euronext Eurozone 120- Europe 120-France 20, and Ethibel Sustainability Index Excellence. (ISIN code FR0010307819).
www.legrand.com

*ABOUT ELIOT
Eliot is the name of a program launched in 2015 by Legrand to speed up deployment in its Internet of Things offering. Stemming from the Group's innovation strategy, it is aimed at developing connected and interoperable solutions that provide sustainable benefits for both private and professional users.
http://www.legrand.com/EN/eliot-program_13238.html