

"Building up our expertise in Canada"

ACQUISITION / Plan Group, a Canadian company, joined Bouygues Energies & Services in September 2014. This acquisition, the biggest in the subsidiary's history, illustrates Bouygues Construction's ongoing strategy of expanding in countries with existing operations and across the entire value chain. We interviewed Bruno Bodin, head of Bouygues Energies & Services' operations in Canada and the UK, and Bill Kurtin, head of Plan Group.

BY SONIA DAHMANI



Why did Bouygues Energies & Services want to strengthen its operations in Canada?

Bruno Bodin: Canada currently holds out bright economic prospects in the short and medium term. Bouygues Energies & Services has been a player in British Columbia, Canada since 2008, mostly in facilities management. Acquiring Plan Group will enable us to build our expertise in network and energy infrastructure.

Why did you choose Plan Group?

Bruno Bodin: Plan Group is a major player in mechanical, electrical and HVAC engineering and has several advantages, including a very good reputation, a first-rate network and a flourishing business. Last year, the company reported sales of \$445 million (Canadian dollars), or €312 million. We can build on those strengths to increase our mechanical and electrical engineering business, achieve nationwide coverage and stake out positions in the oil and gas industries, which are huge sectors in Canada.



"BOUYGUES ENERGIES & SERVICES BRINGS COMPREHENSIVE EXPERTISE THAT WILL HELP US TO BROADEN OUR APPROACH TO THE MARKET."

Bill Kurtin, head of Plan Group

What do Plan Group and Bouygues Energies & Services have in common?

Bruno Bodin: With Plan Group we share the same business approach and focus on customer service and satisfaction. The desire and capacity to innovate are two other features we have in common. We are convinced that Plan Group's management and workforce can flourish within Bouygues Energies & Services.

Bill Kurtin: We are both family businesses, we put the customer first, and we set the standard as an employer of choice in our industry. We really appreciate that Bouygues Energies & Services came to us with a plan that will help take Plan Group to the next stage in our growth, together with a strong commitment to Plan Group's people.

What are the next steps and your ambitions for the future?

Bill Kurtin: We will validate our strategic plan with Bouygues Energies & Services, share our customer references, and begin to identify and leverage best practices on both sides.

Bruno Bodin: Plan Group needs to strengthen its market positions, integrate the high-value expertise that Bouygues Energies & Services brings, and deliver on the ambitious goals contained in the acquisition plan. Consolidating our operations in North America and becoming Canada's go-to integrator are ambitions that we share with all our new colleagues.



What does teaming up with Bouygues Energies & Services bring you?

Bill Kurtin: Bouygues Energies & Services brings comprehensive expertise that will help us to broaden our approach to the market. We will be able to offer a wider range of services and expand more rapidly throughout the whole of Canada. All of this is very positive for both clients and our employees, who will benefit from new growth and career opportunities.

"PLAN GROUP HAS A VERY GOOD REPUTATION, A FIRST-RATE NETWORK AND A FLOURISHING BUSINESS."

Bruno Bodin, head of Bouygues Energies & Services' operations in Canada and the UK

