



# The new Residential Custom Integration focus of Legrand unites industry leading brands at CEDIA 2018

**Legrand North and Central America earlier this year announced the creation of the Residential Custom Integration Business dedicated to supporting custom integrators in the home technology space.**

The new business brings together the company's industry- leading brands in infrastructure, networking and AV systems, including Chief, Da-Lite, Luxul, Middle Atlantic, Nuvo, On-Q, QMotion, Sanus and Vantage.

The Residential Custom Integration focus of Legrand will provide a higher level of service, support and programs to custom integrators. Resources offered will include dedicated technical support, advanced product replacement, incentive programs, simplified ordering and easier access to marketing tools.

"As the world of residential custom integration has evolved it is imperative for manufacturers to enhance how we serve our customers to ensure their long-term success. This means not just comprehensive service and support, but also making it easier to do business with Legrand," stated Steve Decker, Senior Vice President and General Manager, Residential AV, Legrand North and Central America.

With sights set on the future of connected homes, this collective business will lead with innovation by investing in emerging IoT technology, expanded system features, UI/app development and the end-user experience. With a unified effort, the Residential Custom Integration focus of Legrand will continue to engineer purpose-built solutions that solve installation challenges and simplify integration across Legrand brands and with leading third-party partners.

Over the course of the next year, Legrand will be rolling out a comprehensive plan to support custom integration professionals. For the first time at CEDIA, the nine residential focused brands will all be in one Legrand booth demonstrating the solutions, services and integration not only internally but also with our industry partners. Today, integrators already have access to a host of new benefits by brand, including enhanced technical support, simplified ordering, exclusive products and tiered incentive programs. Existing dealers of Legrand brands already have access to these benefits and new dealers can sign up at CEDIA Expo 2018 at Legrand's booth (#4301).

For more information about the Residential Custom Integration focus of Legrand please visit [legrand.us/cedia2018](http://legrand.us/cedia2018).

## About Legrand and Legrand, North and Central America

Legrand is a global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for use in commercial, industrial, and residential markets makes it a benchmark for customers worldwide. Innovation for a steady flow of new products with high added value is a prime vector for growth, including, in particular, connected devices stemming from Legrand's global [Eliot \(Electricity and IoT\) program](#). Legrand reported sales of \$6.2 billion(USD) in 2017. Legrand has a strong presence in North and Central America, with a portfolio of well-known market brands and product lines that includes AFCO Systems, C2G, Cablofil, Chief, Da-Lite, Electrorack, Finelite, Luxul, Middle Atlantic Products, Milestone AV, Nuvo, OCL, On-Q, Ortronics, Pass & Seymour, Pinnacle, Projecta, QMotion, Quiktron, Raritan, Sanus, Server Technology, Solarfective, Vaddio, Vantage, Wattstopper, and Wiremold. Legrand is listed on Euronext Paris and is a component stock of indexes including the CAC40, FTSE-4Good, MSCI World, ASPI, Corporate Oekom Rating, and DJSI (ISIN code FR0010307819) [www.legrand.us](http://www.legrand.us)

