Intergraph Corporation

Sofia, March 2009

Ladislav Capek

Channel and Business Development Manager for South East Europe

INTERGRAPH

Agenda

- **Intergraph Business Overview**
- **Intergraph Visions & Strategy**
- **References**
- **Transportation**

Intergraph Business Overview

INTERGRAPH

Intergraph Business Overview

Spatial Information Management (SIM)

Security, Government & Infrastructure	Process, Power & Marine
Geospatially-enabled security, military and infrastructure software & services	Industry-leading plant & ship design and information management software
Annual Revenue: ~$600 million	*Annual Revenue: ~$280 million*

- A leading global provider of Spatial Information Management (SIM) software
- Spatial technologies enable customers to manage and understand complex data through intelligent visual representations
- Governments and businesses in virtually all European countries rely on our

Intergraph History and Notable Milestones

1969

Founded as M&S Computing by former NASA contractors that worked on the Saturn V Rocket, which launched Apollo 11 to the first manned lunar landing

1976 - 1984

First to combine graphics technology with traditional database management technology

Introduced intelligent database-driven graphic application solutions (i.e. intelligent mapping, architectural design and plant design)

1980 - 1981

Changed name to Intergraph Corporation in 1980

Went public on the NASDAQ Stock Market in 1981

1984 - 1992

Generated strong and profitable revenue growth from 1969 through 1992

Developed & released Clipper Family of workstations and servers in 1988

Achieved annual revenue of $1 billion in 1990

Purchased Bentley Systems ownership position in 1987

1992 - 1994

Made transition (1992 - 1994) from its Clipper microprocessor & CLIX operating system to Intel & Microsoft Windows

Introduced first Pentium-based workstation in 1993

1994 - 1997

Dispute arose with Intel in 1996; filed suit against Intel for infringement of microprocessor & system-level Clipper patents in 1997

Placed other computer system vendors on notice in 1997

1998 - 2000

Divested non-core business/assets and completed extensive workforce reductions to minimize losses

Exited hardware business in 2000

2000 - 2003

Returned to profitability with operating margins in the range 2 to 3%

Flat revenue growth

Announced first large Intellectual Property (IP) settlement with Intel in 2002

2003 - 2004

Halsey Wise, CEO, joins Intergraph in July 2003

Management initiates three-phased business transformation plan

Establishes Vision, Mission and Core Values, and creates Strategic Plan

2005 - 2009

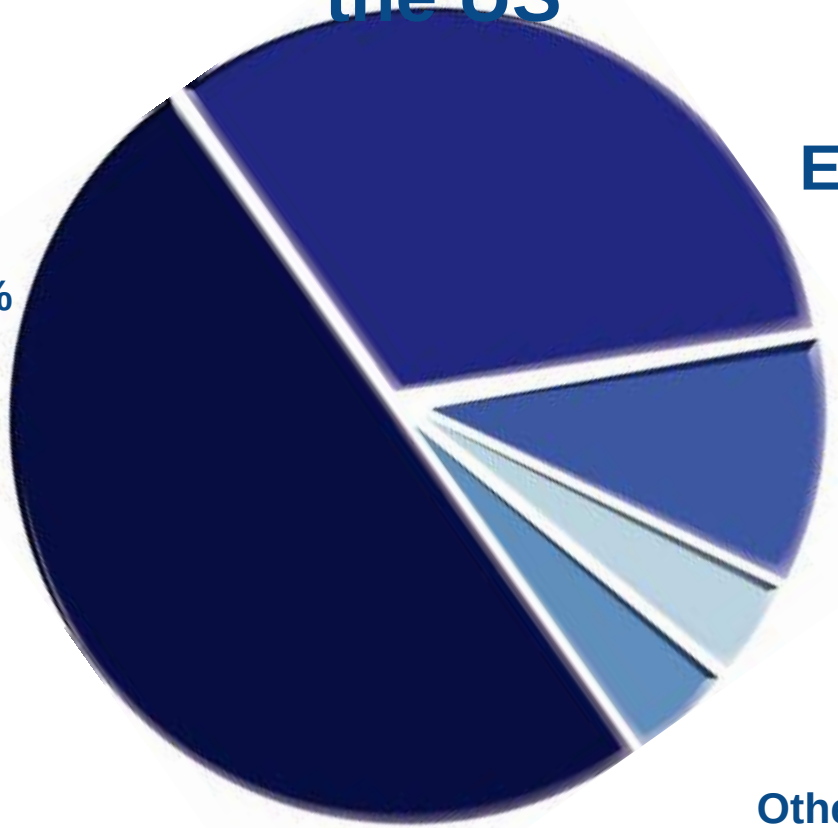
Announced organizational realignment, streamlining organization from four to two divisions in April 2005

Grew orders by 11% and increased backlog by more than 20% in 2005

2005 operating income before restructuring represented a 59% CAGR from 2003

Intergraph Global Operations: Revenue by Region

Greater than 50% of revenue generated outside the US



Europe – 31%

United States – 49%

Asia Pacific – 12%

Canada – 5%

Other areas – 3%

IACS – Ministry of Agriculture

→ CASE STUDY: IACS FOR PAYING AGENCY (PA), MINISTRY OF AGRICULTURE AND FOOD, BULGARIA

Integrated Administration and Control System for Bulgarian agriculture

INTERGRAPH® PARTNER DATECS SUPPORTS BULGARIAN AGRICULTURE WITH ONLINE GIS SOLUTIONS

THE CHALLENGE:

Living and working conditions in Bulgaria during the next several years depend on the competitiveness of the agriculture and forestry industries. As a new member of the European Union (EU) the Bulgarian government places a high priority on restructuring its agriculture

PROFILE:

Name: Paying Agency, Ministry of Agriculture and Food, Bulgaria

The PA is responsible for the management of IACS and all activities connected to EU-supported funding programs for Bulgarian farmers. The agency employs more than 1,500 qualified staff.

WEB SITE: HTTP://WWW.DFZ.BG

KEY BENEFITS:

- Accommodates 1,000 concurrent users – more that 300 of them working with GIS/GPS applications
- Offers complete coverage of parcels and orthophoto images
- Supports complex GIS data for future development

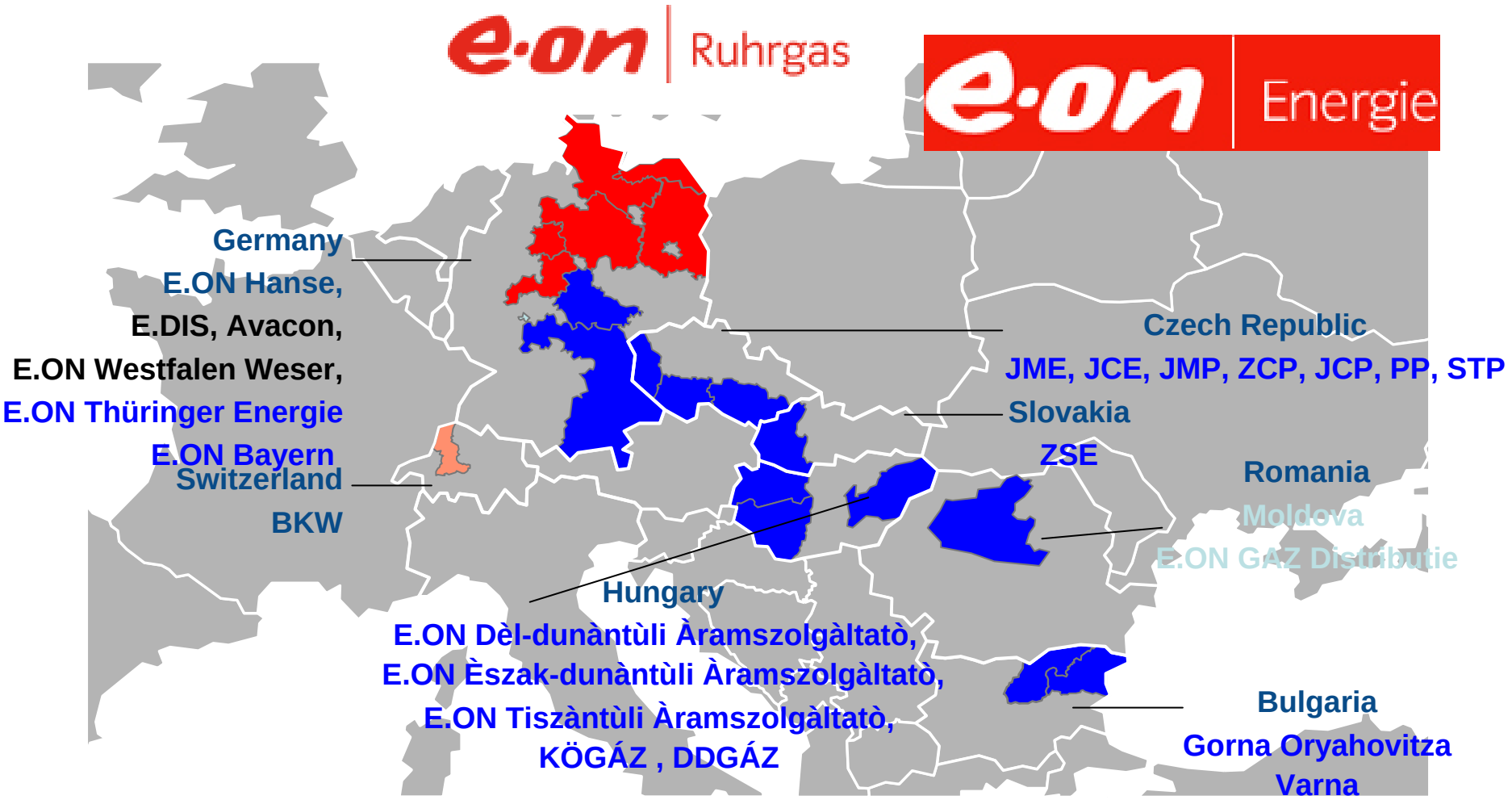
PRODUCTS USED:

- GeoMedia® WebMap Professional

E.ON in Bulgaria

G!NIUS

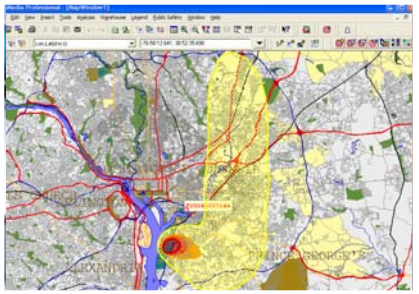
INTERGRAPH Technology



SG&I Strategy

- Software designed to create a common operational picture that enables organizations to Capture, Manage, Analyze, Integrate, and then Act on unorganized & complex data
- Links spatial awareness, incident command, intelligent video, and sensor information into a single system and integrates with local, state & federal government agencies

GEOSPATIAL TECHNOLOGY



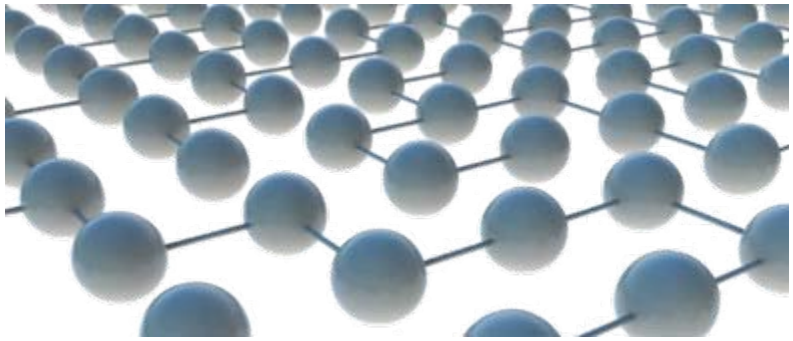
Capture	Manage	Analyze	Integrate

DATA

Common Operational Picture

Technology vision - SOA (Service Oriented Architecture)

Intergraph is using SOA



What it means?

What if reusability

What if flexibility

What if scalability

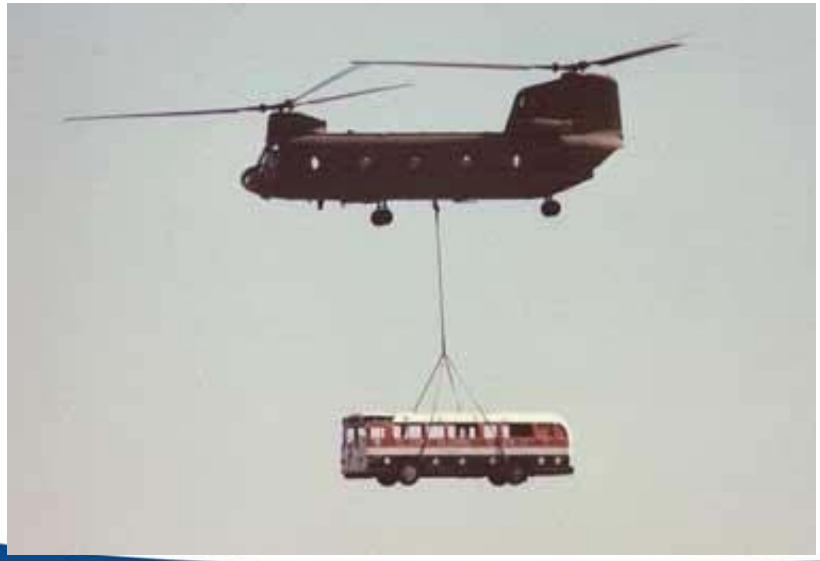
What if performance

What if ...

...interoperability

...hosting

...Service level agreement



...security

SG&I Product Matrix

- Differentiated combination of geospatially-enabled technology and integration services that address the specific needs of our core industries

GEOSPATIAL TECHNOLOGY			
Capture	**Manage**	**Analyze**	**Integrate**
GeoMedia	GeoMedia	GeoMedia	Integration Services Expertise
I/CAD	I/CAD	I/CAD	
G/Technology	G/Technology	G/Technology	
ImageStation	IntelliWhere	Video Analyst	
DMC	Terrashare	ImageScout	

CORE INDUSTRIES

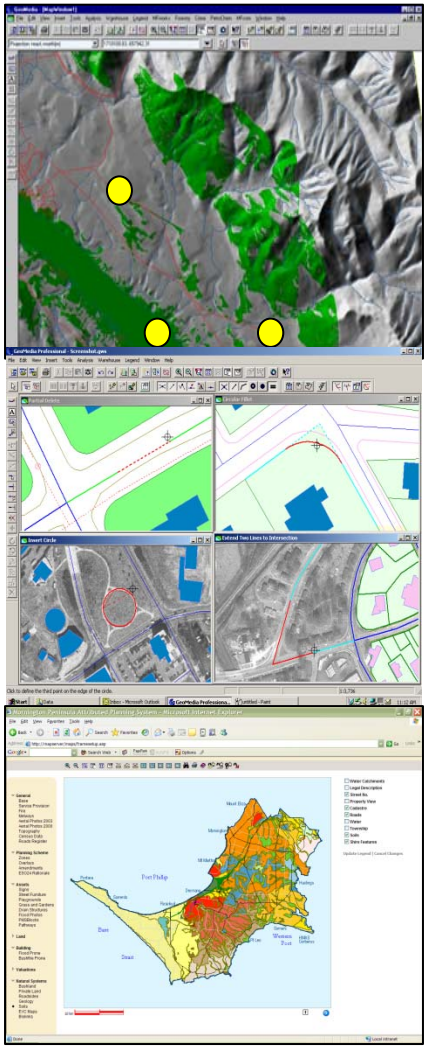
Transportation

Public Safety & Government

Utilities & Comm.

Military

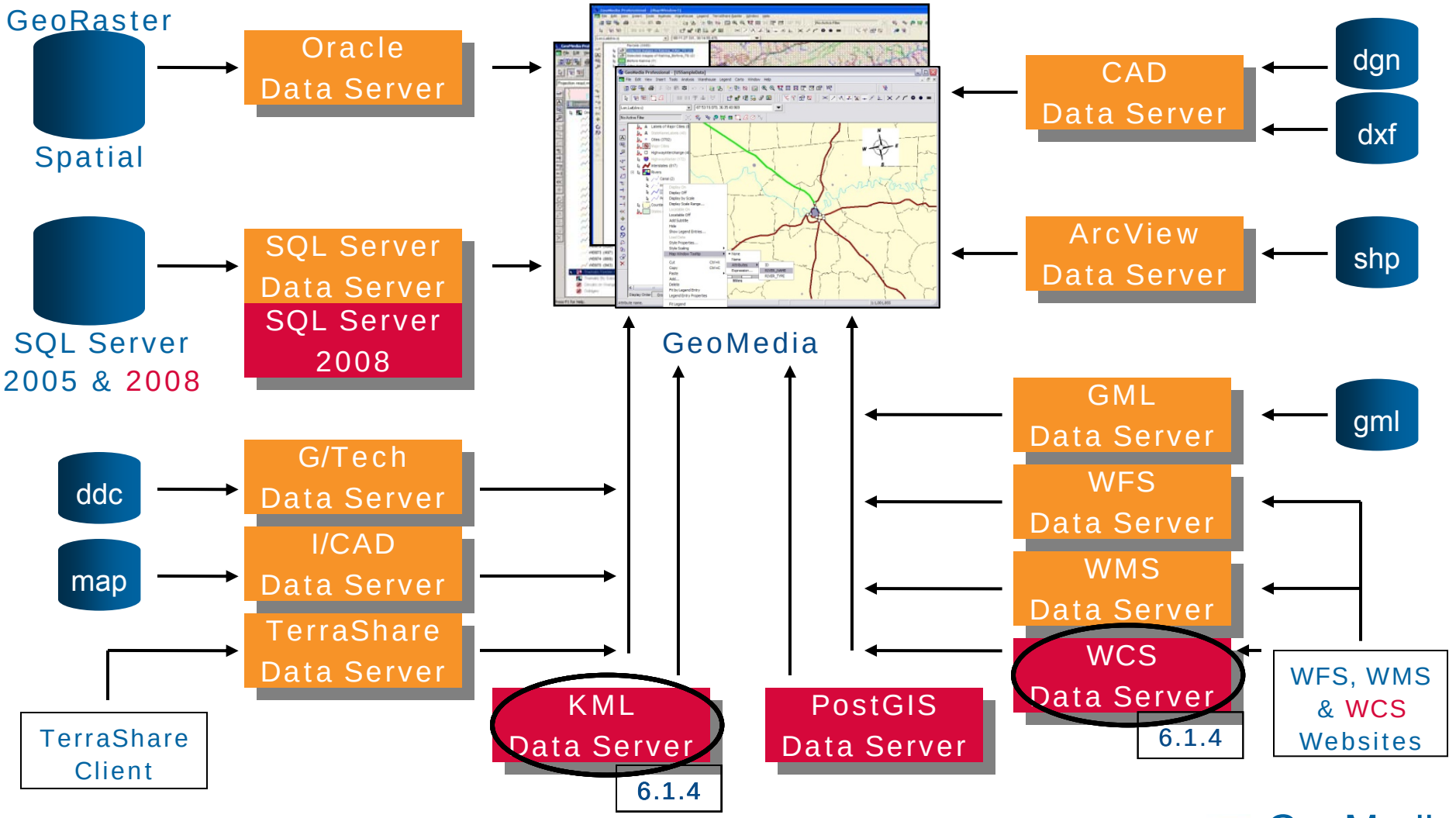
Why GeoMedia?



- Do you need a highly productive environment for capturing and editing geospatial data?
- Do you need to analyze geospatial data from various sources in a single integrated view?
- Does your enterprise deploy an industry standard database management system, such as Oracle, or use open interfaces for data exchange, such as OGC's WMS and WFS interfaces?
- Do you need geospatial data to effectively run your daily operations and make critical business decisions?

GeoMedia 6.1

Access to more data sources and open, standard formats



Security, Government & Infrastructure

- Public Safety & Govt
- **Transportation**
- Federal Solutions
- Utilities & Comm
- Military & Intelligence

Intergraph Transportation

Business Overview:

- Provide transportation solutions to customers worldwide
  - Public transportation entities
  - Road Departments
  - Airports and Seaports
  - Railroads
  - Motor Vehicles (buses, taxis, trucking)
- Expanded tool set includes the entire Intergraph product offering

We build expertise to cover all things transportation -- public or private

We are serious about transportation!

Transportation Targeted Solutions

Transportation Management

Traffic Incident Management

Transportation Security

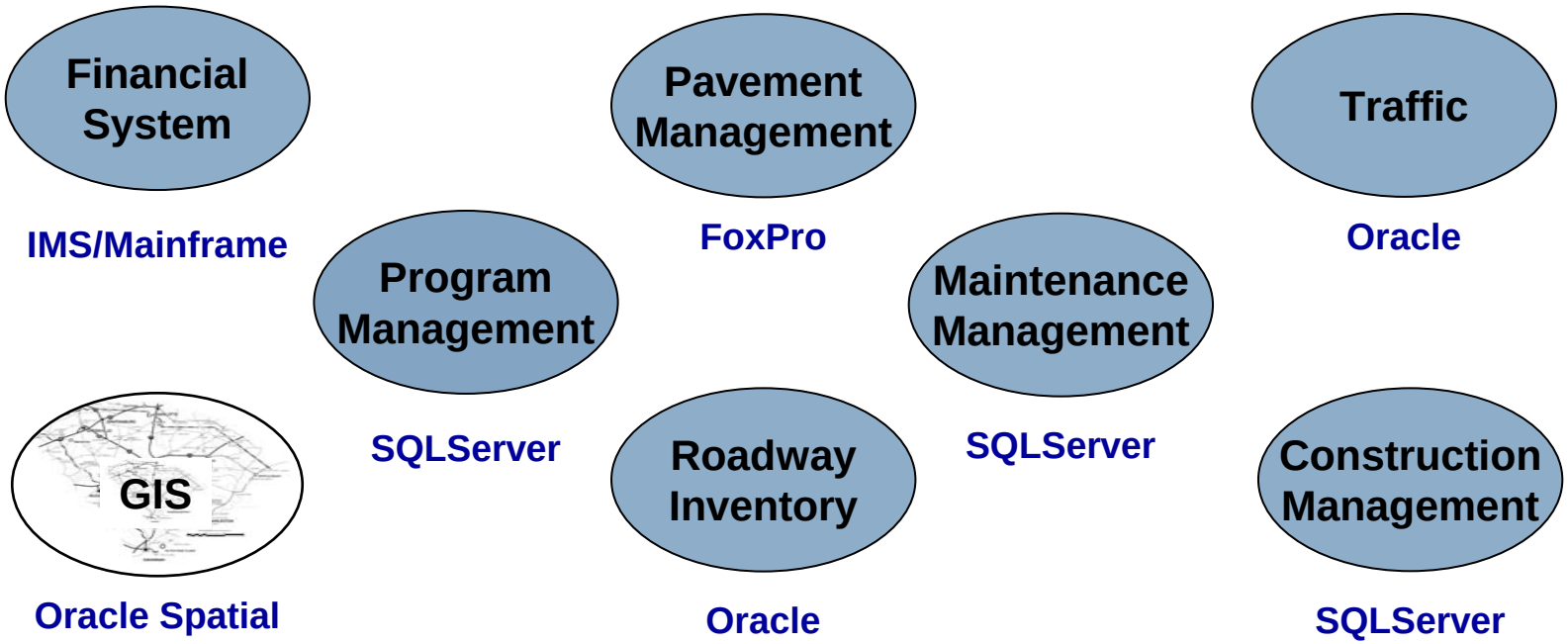
Targeted Solution:

- ► Transportation Management

Key Technologies

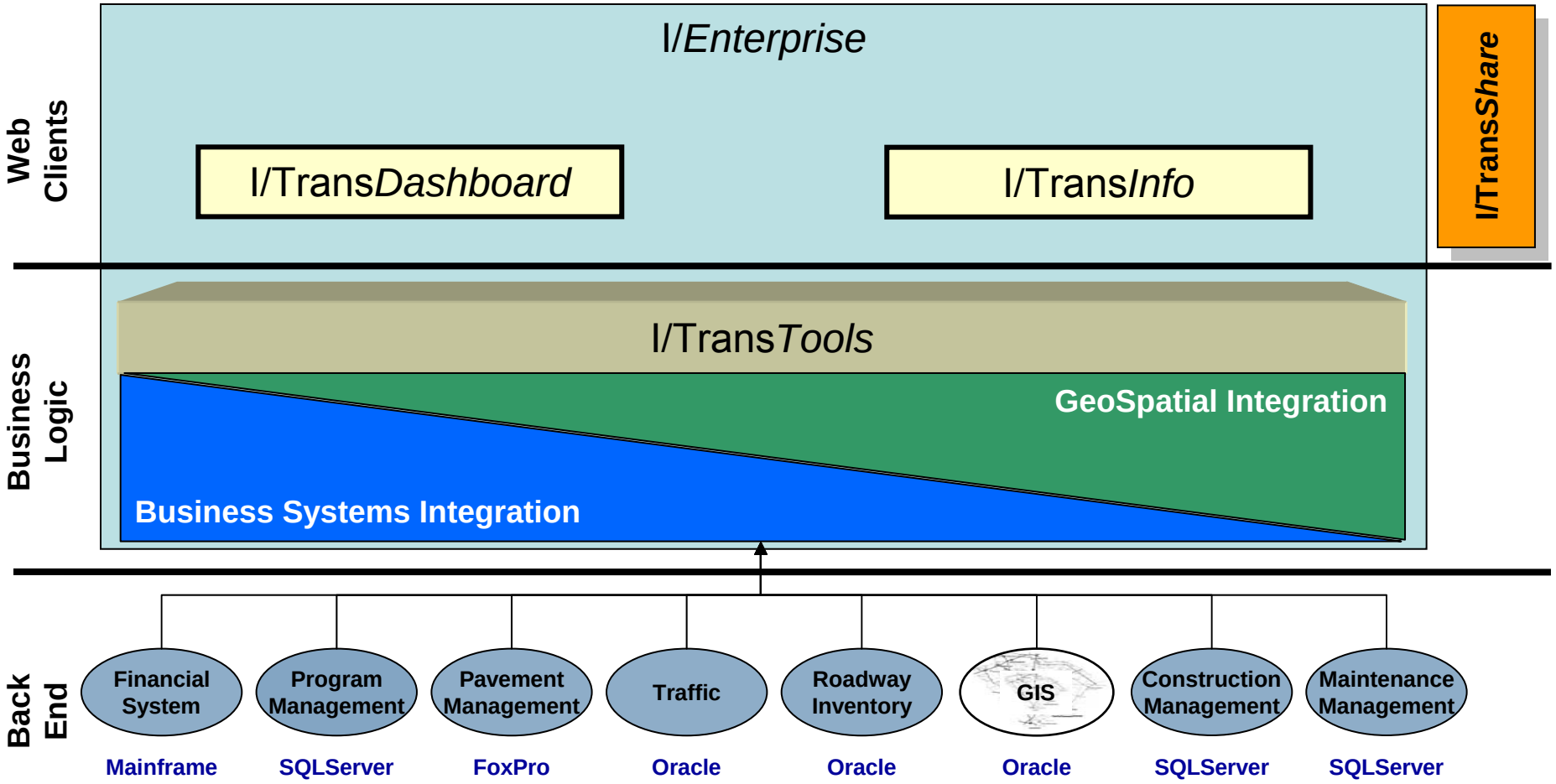
INTERGRAPH

“Before” Situation

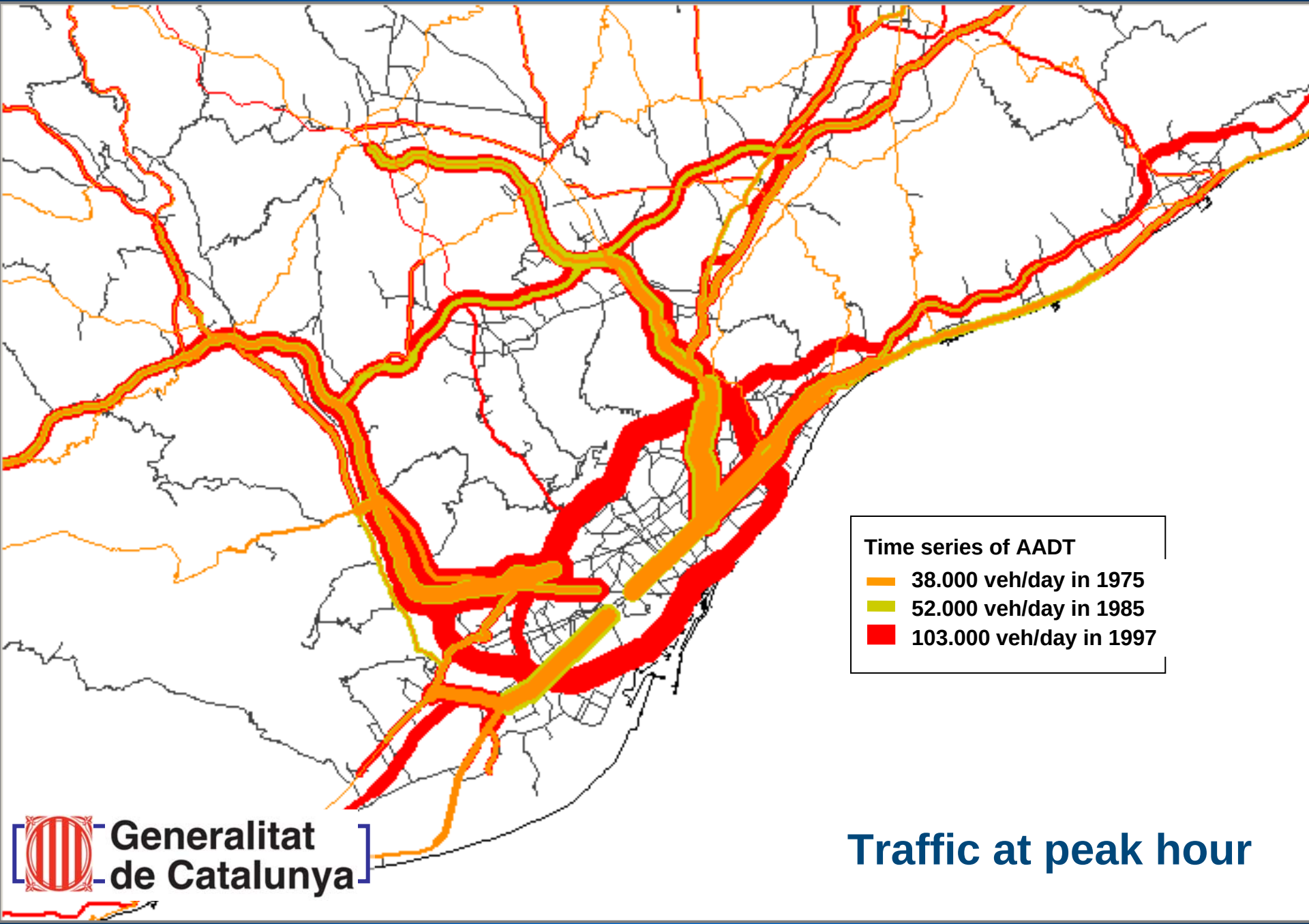


- Requires gathering and collating up to date information from several different data sources.
- The integration required to answer many business questions goes beyond the capabilities of GIS software alone.
- Not all applications are GIS enabled and those that are may not share a common LRS.

“After” I/Enterprise

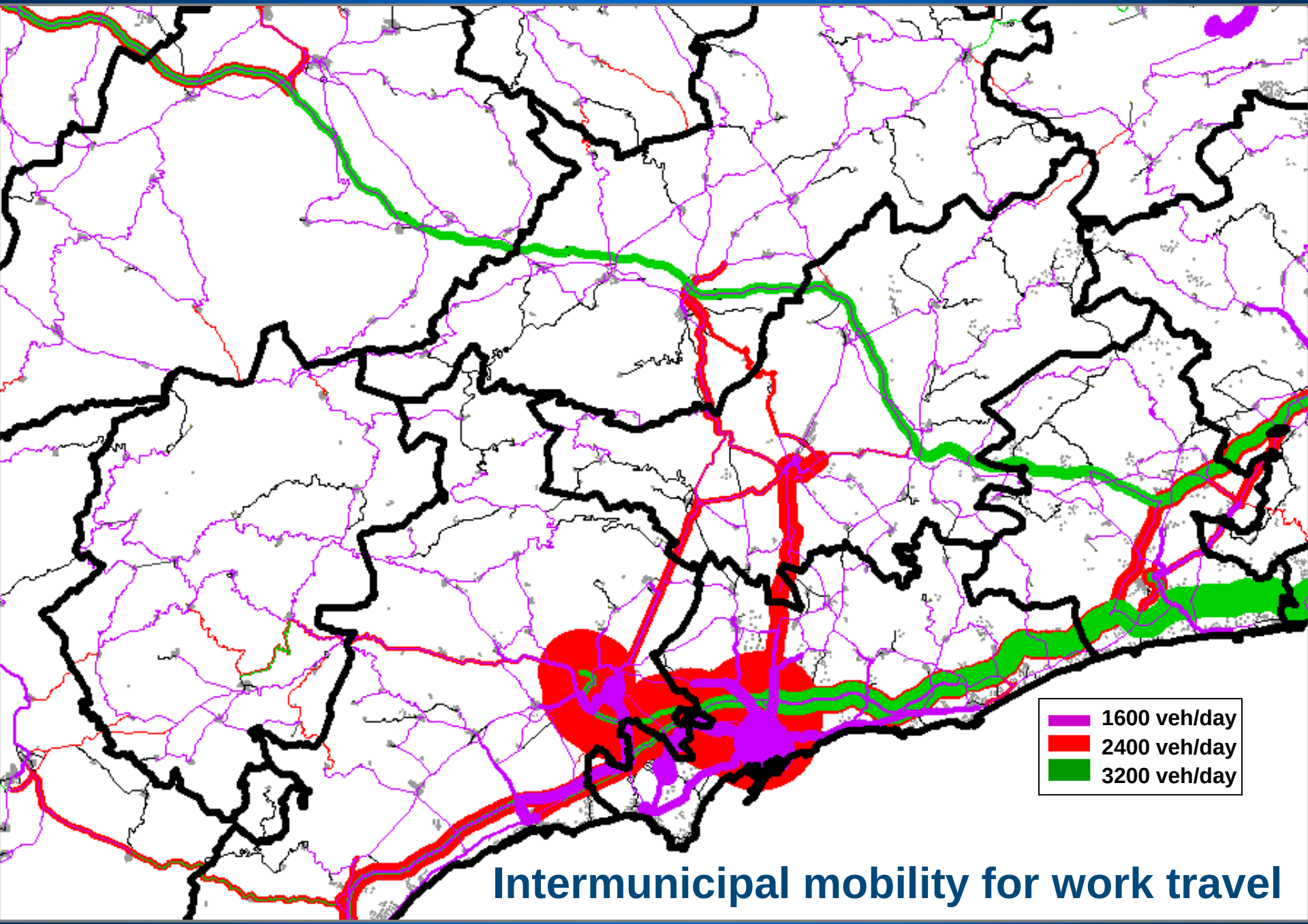


Early Adopters - Catalonia DGC



Generalitat de Catalunya

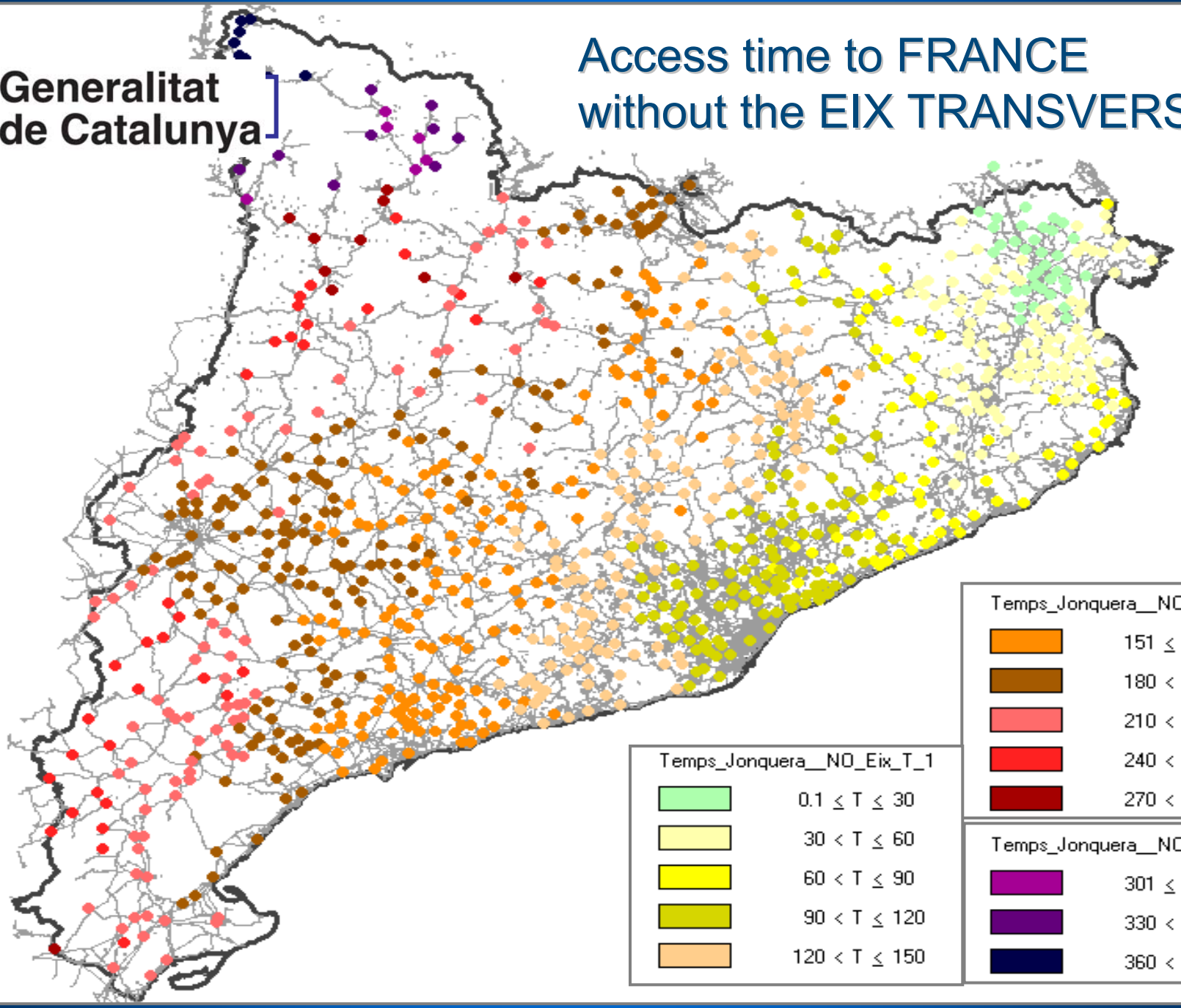
Traffic at peak hour



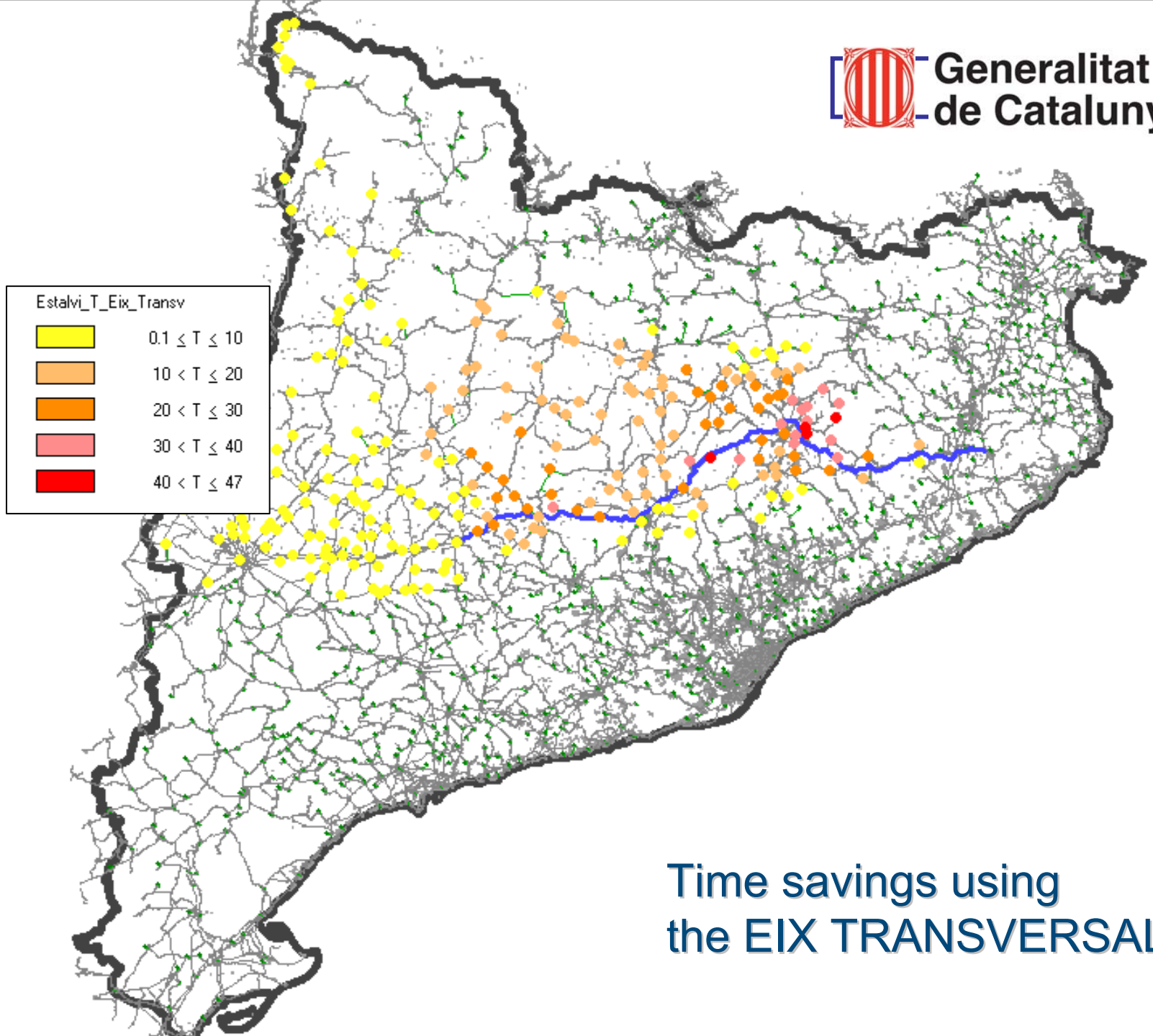
Intermunicipal mobility for work travel

Generalitat de Catalunya

Access time to FRANCE without the EIX TRANSVERSAL



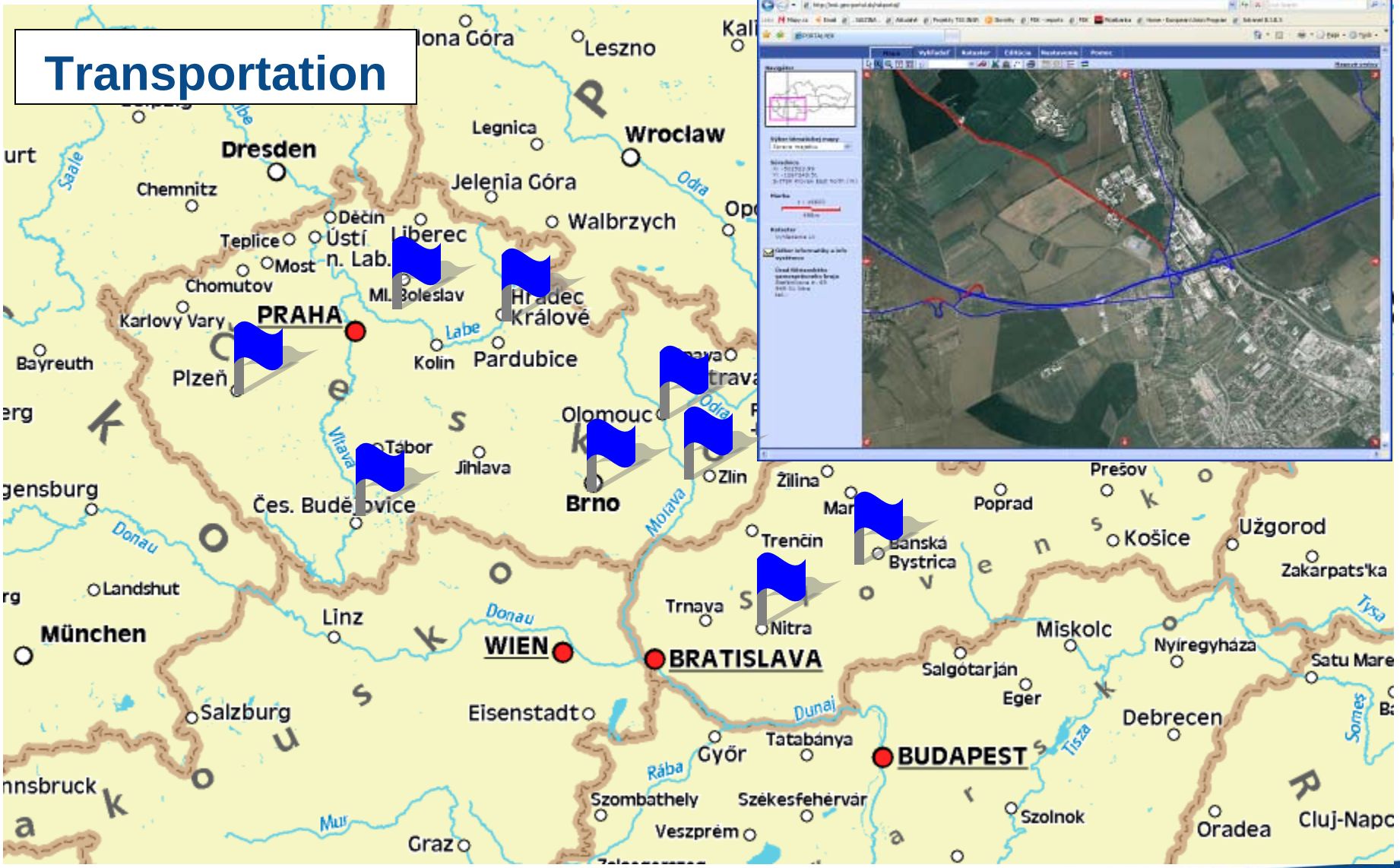
Generalitat de Catalunya



Time savings using the EIX TRANSVERSAL

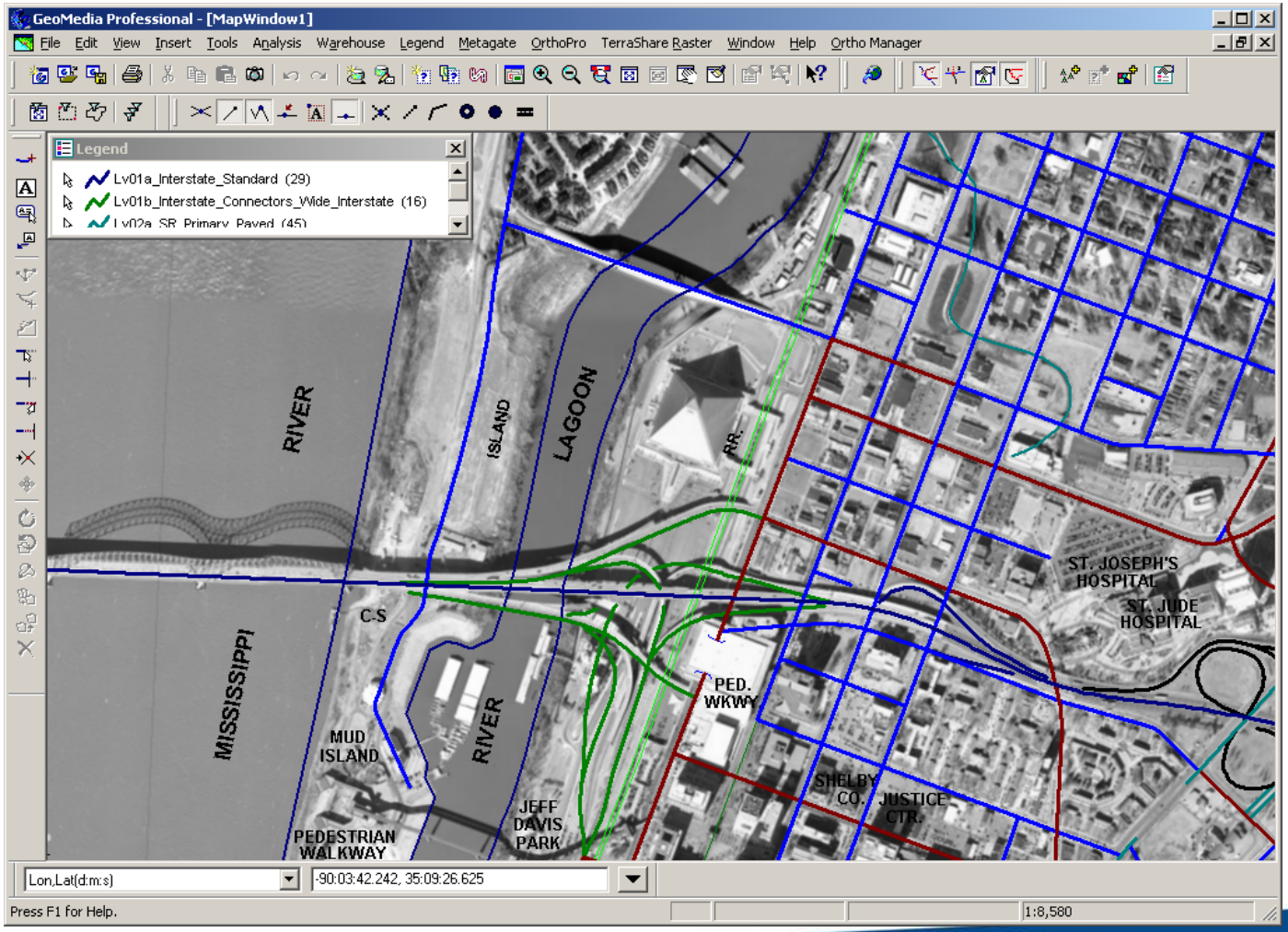
References in the Czech Republic

Transportation



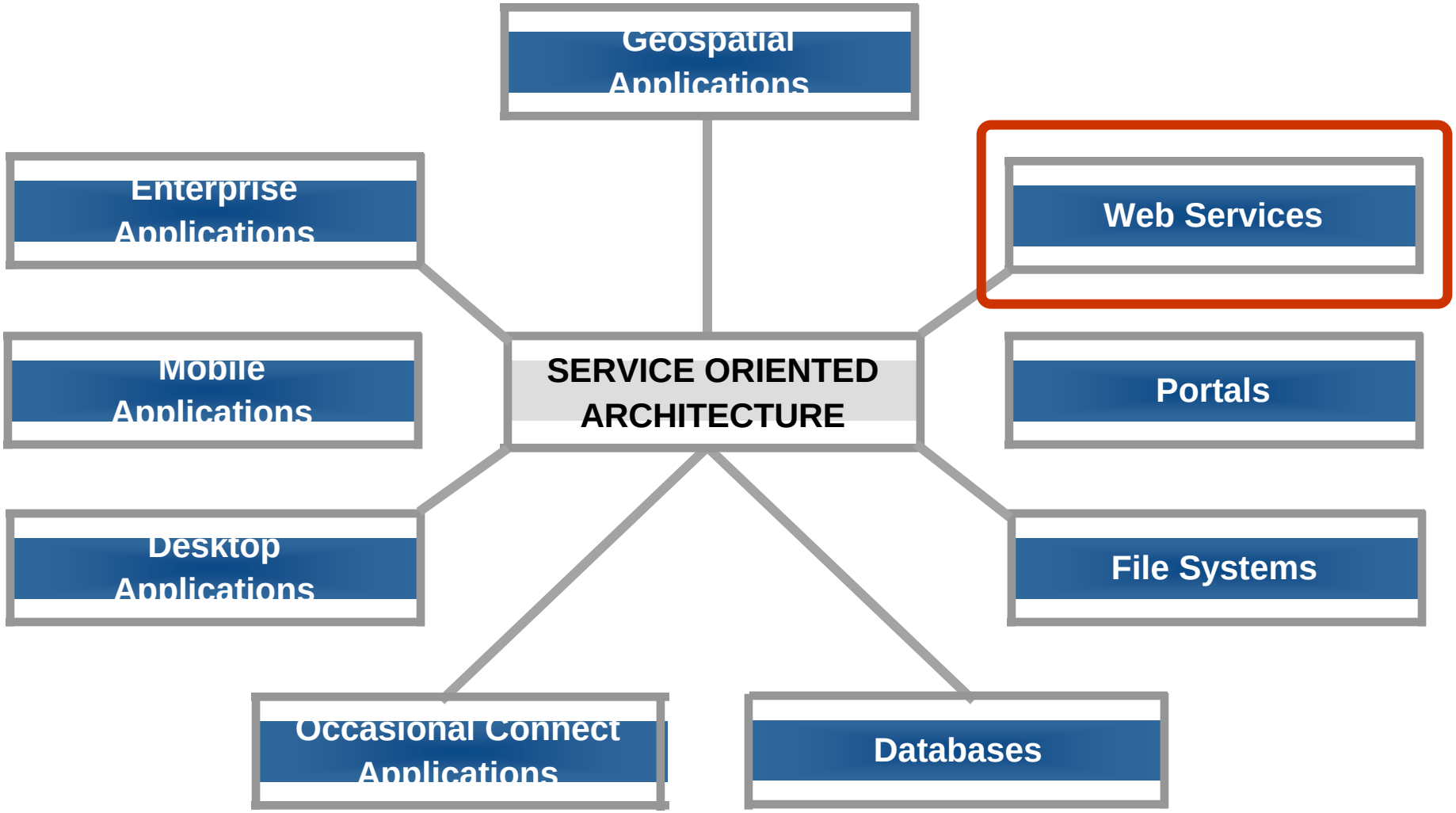
TerraShare – Image Management

- Providing quick, easy access to vast amounts of image data



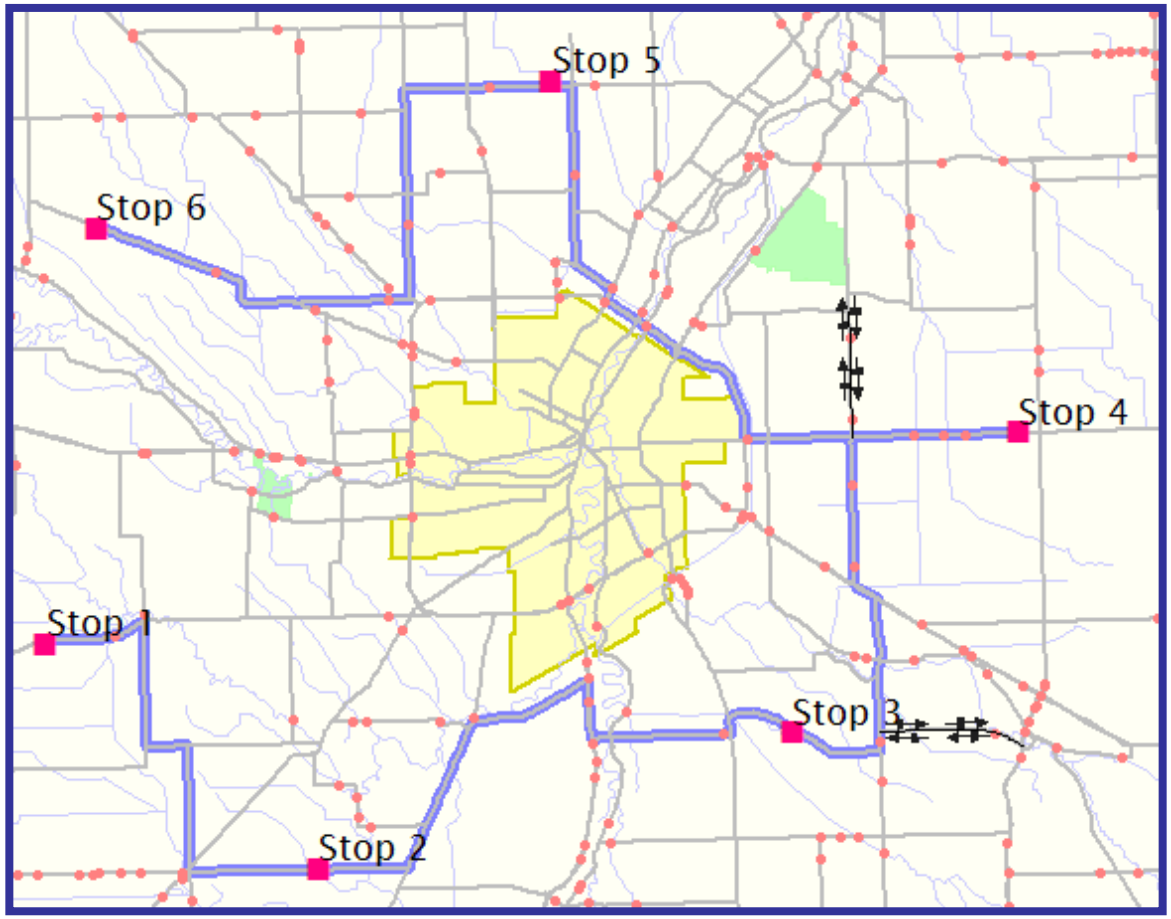
Service Oriented Architecture

Enabling Our Seamless GeoSpatial Computing Vision



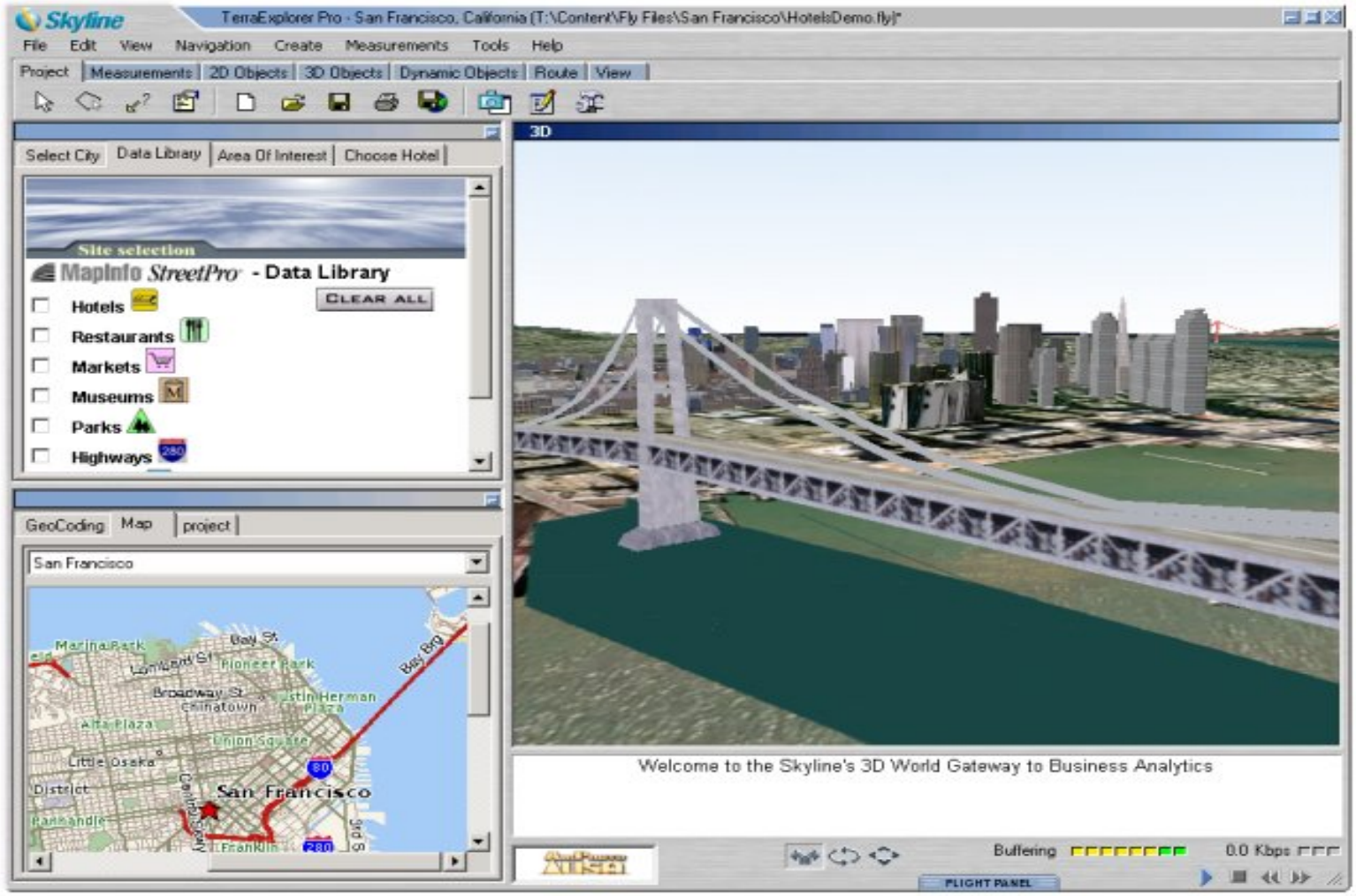
Routing Web Service

- Performance with large data sets
- Compatible with GeoMedia Transportation

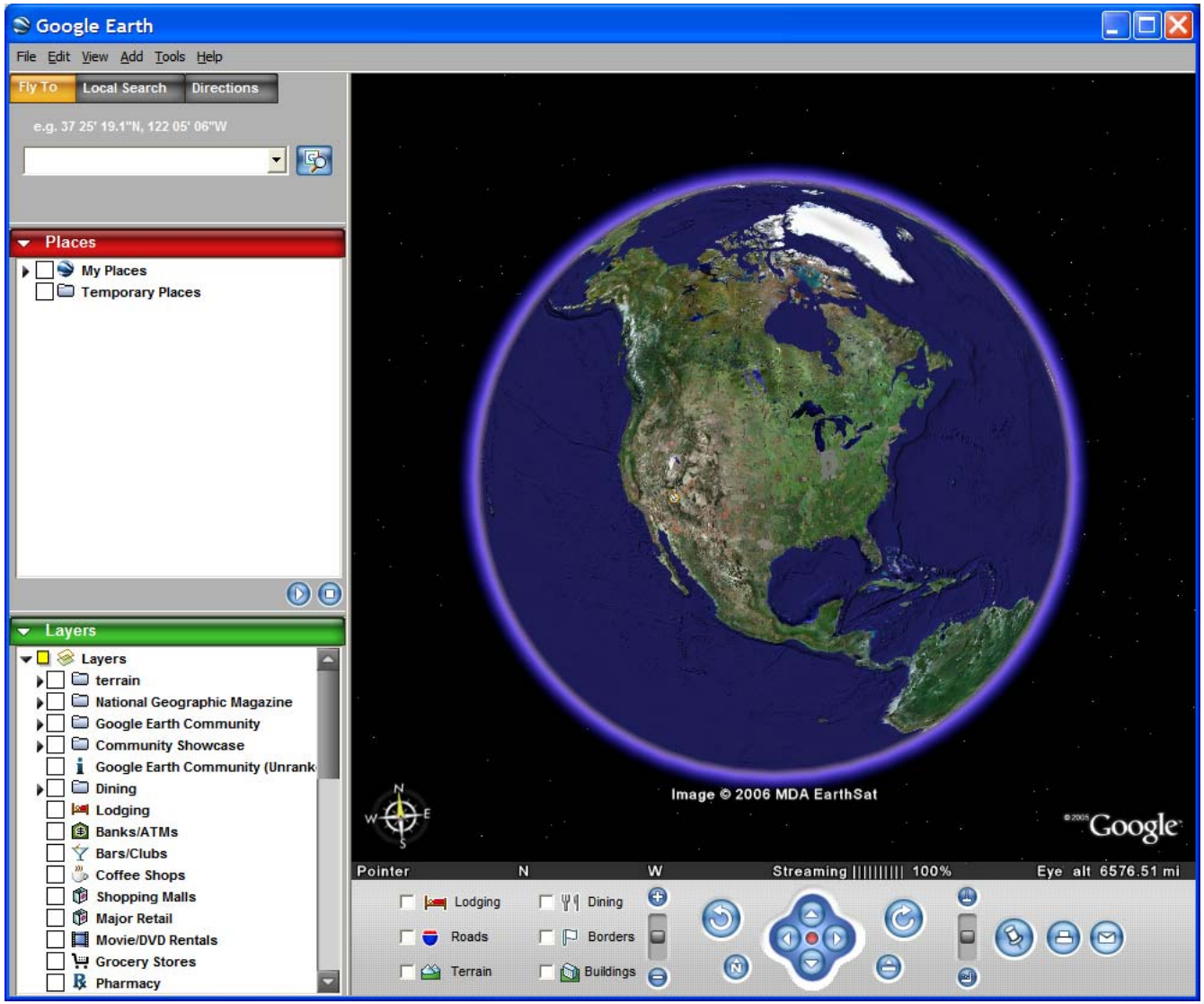


3-D Capabilities with GeoMedia – news 2009

- Realistic location-specific simulations of geospatial dta



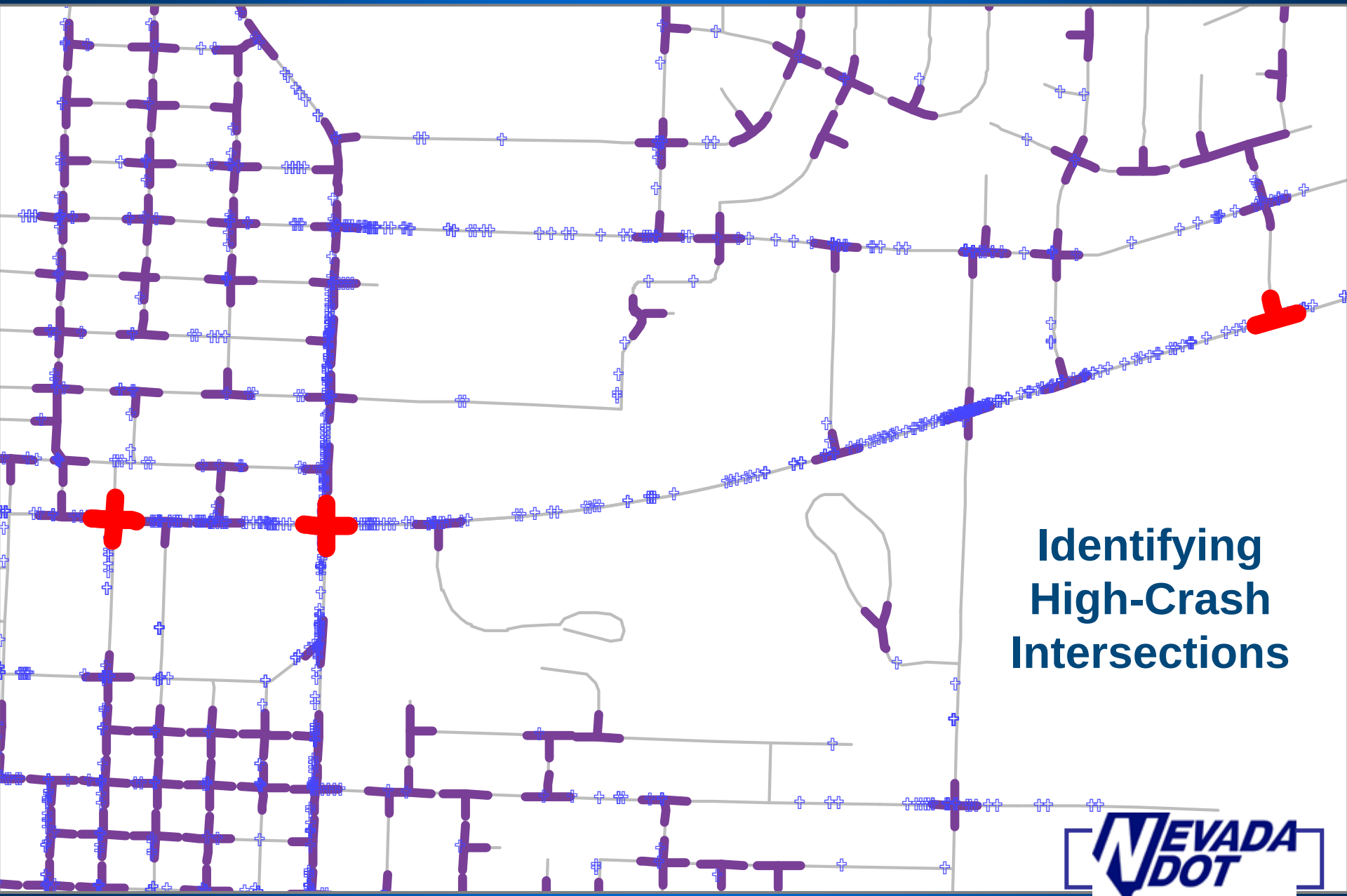
Leveraging Geospatial Browsers (e.g. Google Earth)

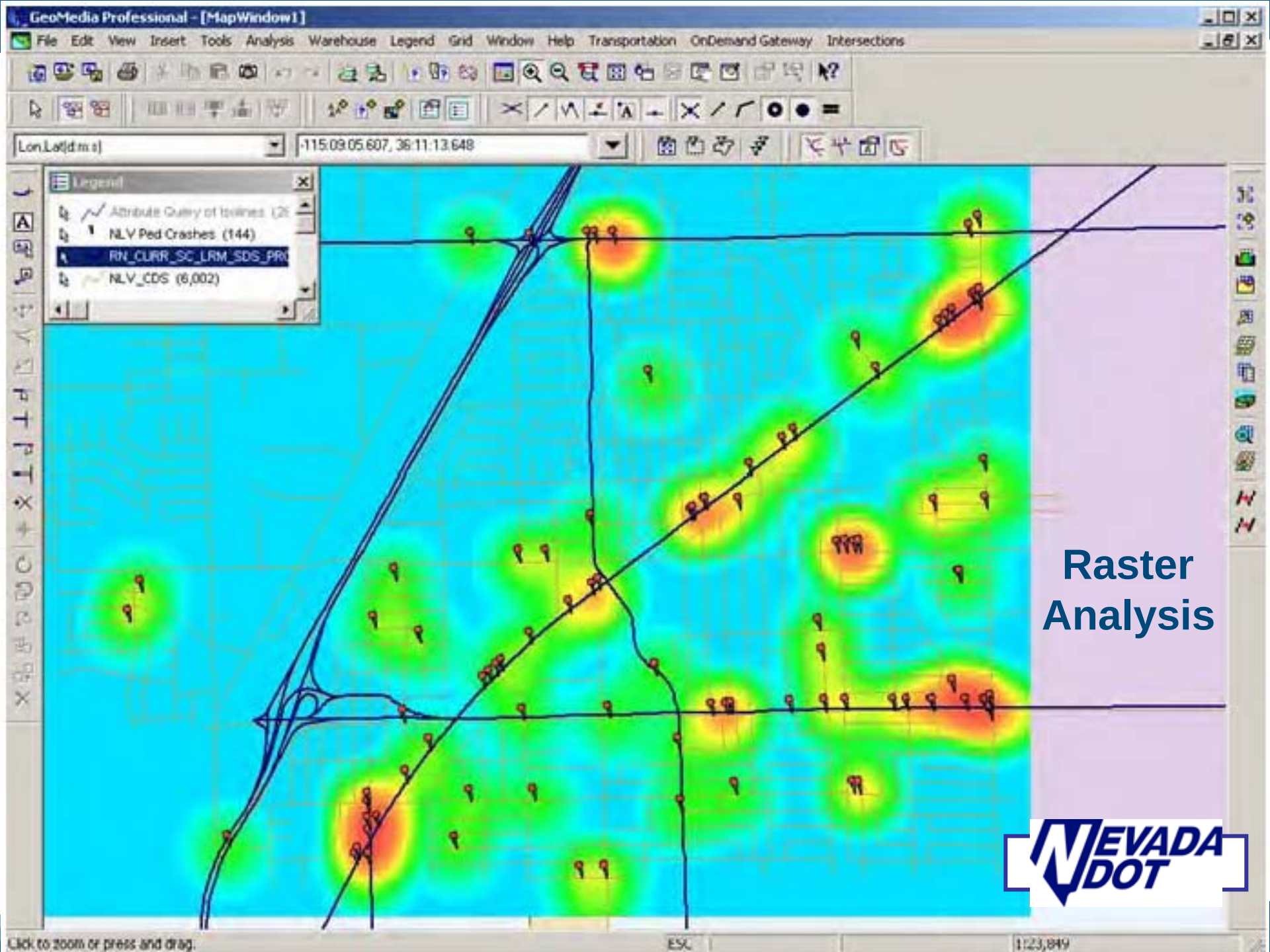


Targeted Solution:

- Traffic Incident and Security Management

INTERGRAPH


Identifying
High-Crash
Intersections
NEVADA DOT


GeoMedia Professional - [MapWindow1]
File Edit View Insert Tools Analysis Warehouse Legend Grid Window Help Transportation OnDemand Gateway Intersections
Lon,Lat[d:m:s]
-115:09:05.607, 36:11:13.648
Legend
NLV Ped Crashes (144)
NLV_CDS (6,002)
Raster Analysis
NEVADA DOT
Click to zoom or press and drag.

Traffic and Emergency Management

- Each call center maintains its data in isolation of the other call center

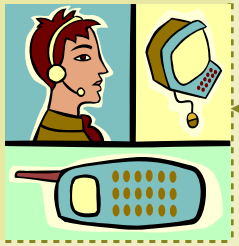
Emergency Call Center (e.g. 911)

- Response to emergencies/incidents
- Routing of incidents not performed on most accurate road data

Traffic Operations Center

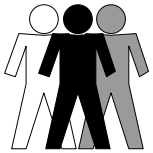
- Traffic Counts
- Traffic Volume
- Road/Bridge Construction

Manual calls required to inform each center of activities – traffic accidents, road closures, routing information, etc.



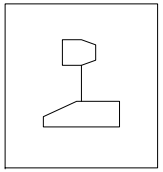
Interoperability

Mapping Data

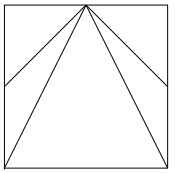


Personnel & Unit Data

Telephone, radio, voice recorder controls

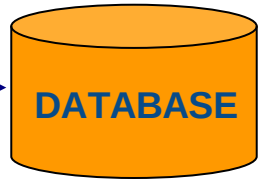


Radio System Data

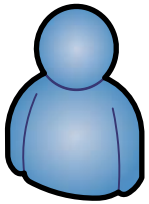


Sensor Data

Telephone Data



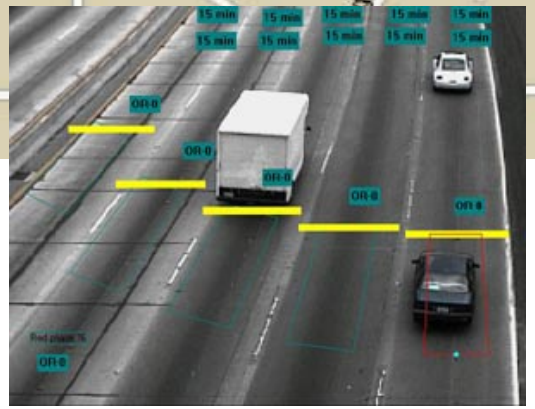
Audio



OPERATOR

KB/MOUSE

Real-time traffic sensors



Today, with Econolite's Traffic Data Collection and Management Service (DCMS) you can turn your intersection, mid-block, or freeway detection systems into automated, virtual count stations that gather and distribute traffic data in real-time - continuously, without interruption.

Summary

- Intergraph Transportation creates solutions that bring together all that a large technology pool can offer
  - Traffic Incident Management
  - Transportation Management
  - Transportation Security (covered in the Security presentation)

We are serious about Transportation!

New York Metr… Transportation Authority

Kansas DOT

San Francisco International Airport

Tennessee DOT