



Frequently Asked Questions for COADE[®] Customers

Intergraph[®] Acquisition of COADE

Q: What has happened between Intergraph[®] and COADE[®]?

A: Intergraph, the world's leading provider of enterprise engineering software, has acquired COADE Inc. It will become part of the Intergraph Process, Power & Marine (PP&M) division. Terms of the acquisition were not disclosed.

Q: Why did Intergraph acquire COADE?

A: The acquisition will expand Intergraph's SmartPlant[®] and SmartMarine[®] Enterprise engineering solution suites by bringing together the world leaders in plant design and pipe stress analysis. It also will further expand Intergraph's design, construction, and data management solutions with COADE's analysis offerings – creating a powerful offering that will provide users with unmatched capabilities. Lastly, the acquisition of the Houston-based software provider also extends Intergraph's market presence and ability to serve smaller projects with COADE's CADWorx[®] solution.

Q: Who is Intergraph?

A: Founded in 1969 with local support in 60 countries, Intergraph and its Process, Power & Marine division is the world's leading provider of enterprise engineering software for the design, construction, and operation of plants, ships and offshore facilities. Our customers rely on Intergraph software to create, manage, and use critical engineering data to increase productivity and provide for safe and clean operations. As the industry's market leader, we provide the future of engineering – today.

The ARC Advisory Group, a leading industry analyst firm, ranked Intergraph the No. 1 overall engineering design 3D software and process engineering tools (PET) provider worldwide, according to its *PET Worldwide Outlook Market Analysis and Forecast through 2013*.

Q: Why did COADE owners sell to Intergraph?

A: COADE was owned by a private equity company that chose to divest its interest. All parties involved wanted to ensure that COADE, its solutions, and its customers were transitioned to a stable, proven company with deep technology expertise in the process, power, and marine markets. Intergraph fits that profile perfectly.

Q: How can I contact Intergraph or COADE if I wish to talk about the impact of this acquisition on my company?

A: Please contact John Deaver at Intergraph Corporate Communications at +1 404.751.2570 or john.deaver@intergraph.com.

Q: How will this acquisition affect me as a COADE user?

A: Initially, you will see little change. Over time, you will see that COADE solutions will be increasingly integrated with Intergraph's SmartPlant and SmartMarine Enterprise solutions.

Q: Will the COADE software I have today be maintained and enhanced?

A: Yes. The COADE engineering analysis solutions will be valued members of the Intergraph solution portfolio. As with our previous acquisitions, we will continue to invest in and enhance these solutions. We will continue to develop and support the CADWorx[®] suite. We have retained every single COADE

employee, except one redundant financial position, in order that you will continue to see world leading development and support you've come to expect from COADE.

Q: Will the COADE solutions be phased out over time?

A: No. Intergraph acquired COADE and its solutions to add value to our solution portfolio, not to phase them out.

Q: Will the COADE solutions be integrated into Intergraph's SmartPlant and SmartMarine Enterprises?

A: Yes. This acquisition adds world-leading engineering analysis solutions to Intergraph's world-leading enterprise engineering solution portfolio. COADE customers will benefit from Intergraph's rich history of successfully integrating acquired companies and technologies.

For engineering, procurement, and construction (EPC) companies, deeper integration of design and stress analysis solutions will allow for a more seamless flow of engineering information among the tools. For owner operators, they will gain by having a single technology provider who can more adequately address all of their engineering enterprise needs, throughout the lifecycle of their assets.

Q: Will the current COADE team stay in place as it is today and remain in its Houston location?

A: Yes.

Q: If I need support, should I call the COADE office or Intergraph?

A: You should call the same support line you have been calling, whether at your dealer or COADE direct. Over time, Intergraph will significantly enhance the global support of COADE customers through Intergraph's worldwide resources and infrastructure. That is one of the significant added value propositions to COADE customers of the Intergraph's acquisition.

Q: How will I submit enhancement requests for COADE solutions?

A: You should continue to work with the same product leadership you have been.

Q: Will COADE solutions be sold by Intergraph's sales channel or by the current COADE sales channel?

A: For the first 6 months, you will see no changes. As we work further with existing COADE dealers and clients to integrate the COADE analysis solutions with Intergraph's SmartPlant and SmartMarine Enterprise solutions, we will jointly evaluate ways to further optimize sales costs and support quality for all clients. We will communicate any pending changes well in advance, so that you can optimize your business decisions.

Q: Who will support customer activities such as product demonstrations to my company?

A: COADE staff, COADE dealers, and Intergraph staff will conduct demonstrations. Contact your local sales representative to arrange for a software demonstration.