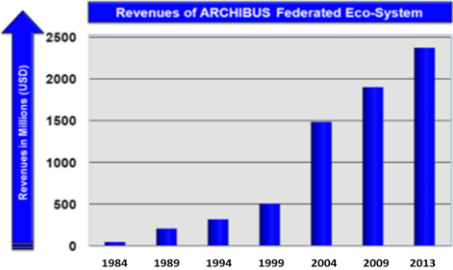

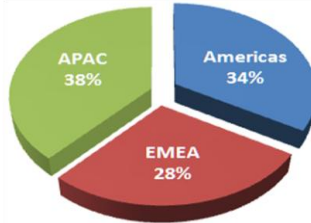


2015 ARCHIBUS Fact Sheet

- ❖ ARCHIBUS is the #1 Solution for Real Estate, Infrastructure and Facilities Management in the World
- ❖ ARCHIBUS created the World's 1st Intelligent – CAFM™, CIFM™, TIFM™, IWMS™, UIFM™, EAM™ and EIM™ Solutions
- ❖ ARCHIBUS is the #1 Smart/Intelligent Properties and Buildings Solution in the World (22+ million Sites in 190+ Countries)
- ❖ Over 40 years experience delivering successful public and private sector implementations on time and within budget
- ❖ ARCHIBUS is #1 in Savings and ROIs (In 2014, ARCHIBUS Users realized over \$175 billion (USD) in savings)
- ❖ ARCHIBUS facilitates i-EAM™, i-ERP™, i-CMMS™, IBTs™ and ICCCTs™ that have resulted in Remarkable Innovations & Success

Quick Facts	Realizing Value Driven Successes	Growth and Profitability
<p>Financial Highlights (FY 2014) ARCHIBUS Federated Eco-System</p> <ul style="list-style-type: none"> Revenue \$ 2.7 billion (USD) <p>Revenue and R&D Breakdown</p> <ul style="list-style-type: none"> ➤ Software and Products \$ 460 million (USD) ➤ Services \$ 2,286 million (USD) ➤ R&D Spending \$ 672 million (USD) 	<p>Organizations of all sizes save up to 34% using ARCHIBUS to deliver timely, relevant real estate, infrastructure and facilities management data, information, knowledge and wisdom. In today's economic environment, organizations need clarity across all aspects of their operations to accelerate innovation and realize increases in productivity, profitability and value from EIM™ & Intelligent – Enterprise Asset Management™(i-EAM™) and i-ERP™</p>	<p>Global Best-of-Class Software and Services Offerings have made ARCHIBUS the #1 Solution in the World for over 40 Years</p>  <p>ARCHIBUS is extremely successful and has no 3rd Party Debt</p>
Federated Eco-System Profile	Over 90 Best-of-Class Apps & Activities	Success & Activity Levels by Region
<p>ARCHIBUS Personnel Staffing Over 4,400 (Avg. Years of Experience – over 20)</p> <p>ARCHIBUS Business Partners Over 1,700 (Avg. Years of Experience – over 16)</p> <p>ARCHIBUS Support Services Reps Over 24,000 (Avg. Years of Experience – over 11)</p> <p>Current Release of the Software Version 21.3 (Available in over 30 languages)</p> <p>Number of ARCHIBUS Users Over 8 million (#1 in Customer Retention → Over 99% With over 18,000 Customers in over 190 Countries who manage over 22 million buildings and properties)</p> <p>Innovators and Market Leaders</p> <ul style="list-style-type: none"> 1974 – World's 1st Integrated CAD-BIM-Spec Apps 1976 – World's 1st "Smart" Building Initiatives with AIA 1980 - World's 1st Integrated CAFM™ System 1980 – World's 1st "Intelligent" Property, Building, Campus & Cities Initiatives (with MIT&Harvard) 1985 – World's 1st Artificial Intelligence Based Expert Systems™ (AIBES™) and Enterprise Information Modeling™ (EIM™) 1991 - World's 1st and only CIFM™ Enterprise 1992 - World's 1st Intelligent-IWMS™ Offering 2001 - World's 1st and only TIFM™ Solution 2002 - World's 1st and only Green RFID Enterprise™ 2007 - World's 1st Cloud-based UIFM™ Offerings 2008 - World's 1st EIM™ with BIM 4.0/5.0™ Enterprises and Cyber-Security 2012 - World's 1st Ubiquitous Mobile & Performance Metrics Frameworks for i-EAM/SLAs/RE/IM/FM & EIM with BIM Intelligent Life Cycle Management 	<p>Organizations can optimize their performance; implement processes based on world-class best practices, standards and service level agreements; and manage people, places, assets, and technology through their use of ARCHIBUS. Worldwide, ARCHIBUS offers organizations the highest possible level of support and services.</p>  <p>ARCHIBUS – The #1 Solution in the World with over 90 best-of-class integrated applications & activities which are available via "On-Premise" and/or "In-the-Cloud" Deployments</p>	<p>ARCHIBUS Federated Eco-System Software and Services Activities based on Customer Deployments in over 190 Countries</p>  <p>A survey of the firms included in Gartner's 2014 IWMS Magic Quadrant revealed that:</p> <p>ARCHIBUS Dominates the CAFM/CIFM/IWMS/TIFM/UIFM Global Markets with over 91% Market Share</p> <p>&</p> <p>The ARCHIBUS Federated Eco-System Global Support/Services Network is 3 times larger than that of all its Global Competitors Combined</p> <p>&</p> <p>ARCHIBUS is the #1 Global Advisor for "Smart Buildings & Cities Transformations™" and ICCCT™ (Intelligent Campus, City & Community Transformations™) Programs and Initiatives</p>

ARCHIBUS – The #1 Solution for Real Estate, Infrastructure and Facilities Management in the World

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Strategy that Made ARCHIBUS #1	Reasons to Rapidly Deploy ARCHIBUS	Enterprise Application Leader
<p>ARCHIBUS Intelligent Cities & Communities Transformations™ (ICCT™) and Intuitive Business Transformations™ (IBT™) Practices will be critical for success in organizations of all sizes worldwide.</p> <p>With ARCHIBUS, organizations can use a single, comprehensive, integrated Web-Based/Smart Client Solution to make informed strategic decisions that optimize return-on-investment, lower asset life cycle costs, and increase enterprise-wide productivity – <u>reducing their infrastructure and facilities-related costs by as much as 34%.</u></p>	<p>When you invest in ARCHIBUS, you become part of the world’s leading real estate, infrastructure and facilities management ARCHIBUS Federated Eco-System:</p> <ol style="list-style-type: none"> 1. ARCHIBUS is the Best of the Best 2. #1 in Support and Services in over 190 Countries 3. #1 in 10-Day Deployments and Integration with Information Silos 4. Available in over 30 languages 5. Used at over 22 million properties by over 18,000 organizations 6. Used by over 8 million real estate & facilities professionals and their customers 7. ARCHIBUS is the Profession’s Leading Inventor of world-class technologies and services 8. ARCHIBUS delivers what it promises on time and within budget 	<p>With over 99% customer retention and the largest expenditures for products and services in the industry (over \$2.7 billion), the ARCHIBUS Federated Eco-System is the #1 integrated real estate, infrastructure and facilities management automation enterprise in the World.</p> <div data-bbox="1117 533 1495 758"> </div> <p>Softwaremag.com recently ranked ARCHIBUS as the World’s largest privately owned software and services provider</p>
Future Strategies for ARCHIBUS	Leading Organizations Choose ARCHIBUS	ARCHIBUS – The World Leader
<p>ARCHIBUS is #1 because of its Innovation & Organic Growth ARCHIBUS remains dedicated to driving innovation and growth through organic development. <u>In 2014, ARCHIBUS invested over \$672 million in CAFM/IWMS/TIFM research and development.</u></p> <p>ARCHIBUS continues to expand its Federated Eco-System to support solutions development and leverage teams that readily enable intuitive business transformation and innovations. As a result, most ARCHIBUS users realize increases in productivity, profitability, innovation, best-practices and value for their organizations.</p> <p>Strategic Acquisitions & Alliances ARCHIBUS’ growth strategy involves strategic acquisitions via the creation of ARCHIBUS Solution Centers and development of strategic alliances. <u>ARCHIBUS currently has over 50 ARCHIBUS Users’ Groups worldwide.</u></p>	<p>Since 1982, organizations that deploy ARCHIBUS have varied from small & midsize organizations to multi-national giants. 480 of the Fortune 500 have benefited from ARCHIBUS, which is deployed at over 44,000 Customer Sites. As the #1 Global CAFM/IWMS/TIFM/UIFM Solution in the World, ARCHIBUS is considered to be the</p> <p style="text-align: center;">Best of the Best!</p> <div data-bbox="602 1257 1068 1528"> </div> <p style="text-align: center;">The ARCHIBUS User Community: Over 8 million users manage over 22 million buildings & properties in over 190 countries.</p> <div data-bbox="756 1656 914 1797"> <p style="text-align: center;">ARCHIBUS</p> </div> <p style="text-align: center;">www.archibus.com</p>	<p>The recognition by Gartner and others given to ARCHIBUS for global deployments reflects our successful efforts for over 40 years. With ARCHIBUS, Intelligent Buildings, Properties and Cities are only a mouse click away.</p> <p>ARCHIBUS has successfully helped thousands of customers undertake Intuitive Business Transformations™ and EIM™ to re-invent their business processes, subsequently reducing their cost of ownership and the operation of their second largest expense: real estate, infrastructure & facilities management.</p> <p>In 2014, Softwaremag.com ranked ARCHIBUS among the top 60 software and services companies in the world (A list that includes Accenture, Adobe, Apple, Autodesk, Citrix, EMC, HP, Hitachi, IBM, Microsoft, Oracle, SAP, SAIC).</p> <p>Since 1968, ARCHIBUS Users have realized over \$5 Trillion (USD) in savings for their organizations.</p>

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