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**QUEST FOR AN
INTEGRATED 3D MODEL**

**LIDAR TRENDS
EXPANDING SOURCES
CHANGING FORMATS**

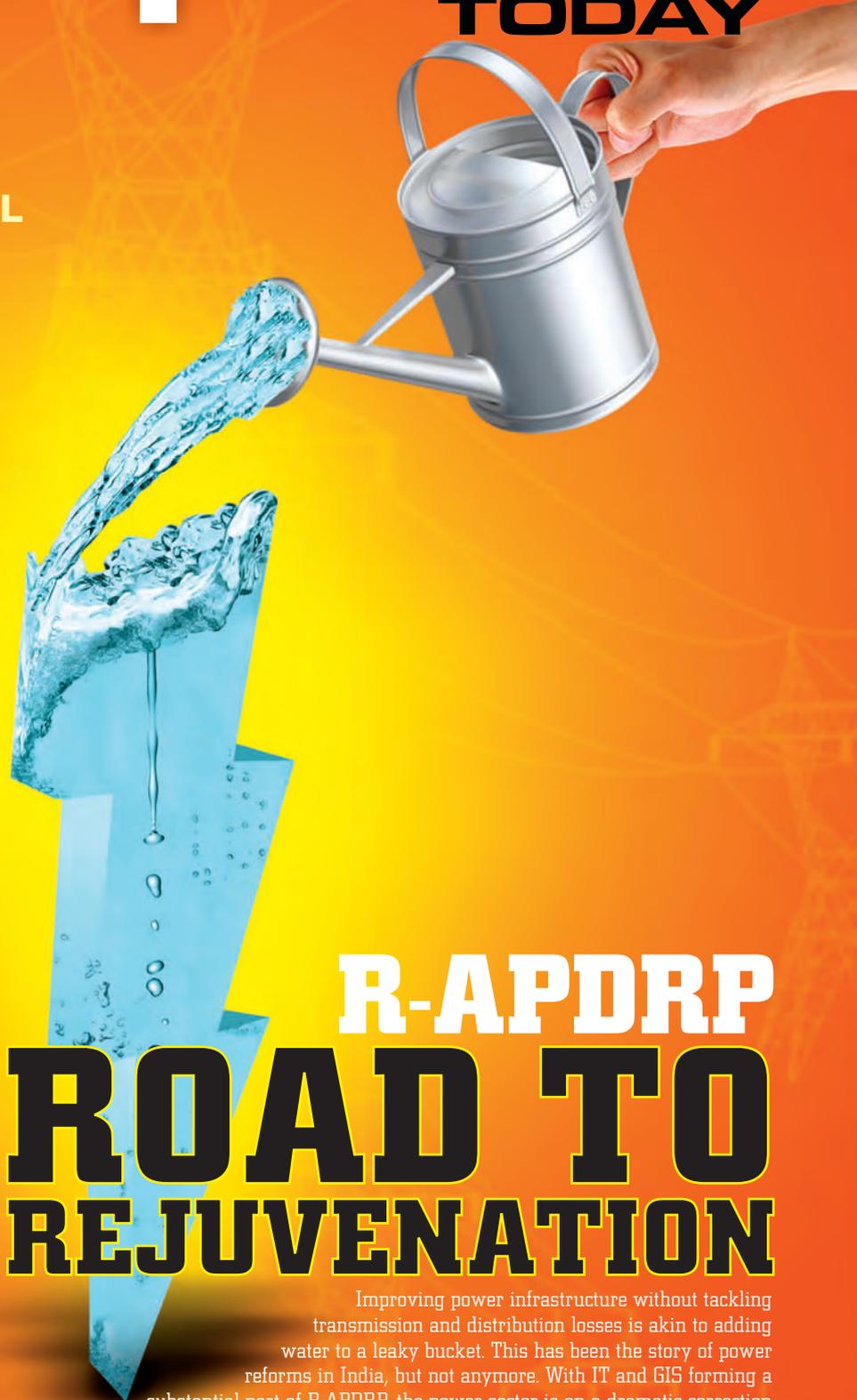
INTERVIEW

JOHN GRAHAM

**PRESIDENT, SECURITY, GOVERNMENT &
INFRASTRUCTURE (SG&I),
INTERGRAPH**

**LBS:
THE WAIT IS OVER**

**REVIEW:
BHUVAN
A BEGINNING**



R-APDRP ROAD TO REJUVENATION

Improving power infrastructure without tackling transmission and distribution losses is akin to adding water to a leaky bucket. This has been the story of power reforms in India, but not anymore. With IT and GIS forming a substantial part of R-APDRP, the power sector is on a dramatic correction course and India is poised to power its way to make the sector commercially viable

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President, Security,
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“The infrastructure market is starting to hit a point where it can potentially accelerate, and we will see investments going to infrastructure that have previously gone to the IT or manufacturing sectors.”

Q Investment in infrastructure and utilities in India is looking up. What are Intergraph's business plans?

Businesses and governments in more than 60 countries rely on Intergraph's industry-specific software to visualise complex data and make more informed decisions. The utilities market is a key area of business for Intergraph. For the past 40 years, we have been a technology innovator in the power sector. The utilities solutions that we have built using GIS have grown into a robust business for our company and we see growth for these solutions across Europe, Asia and the US. In fact, 60 per cent of our total sales are generated outside the United States. One of the main utilities initiatives in the US is to develop intelligent grids. Intergraph helps utilities build intelligent or 'smart' grids by providing a common operating picture for managing a wide range of day-to-day operations including outage management, mobile workforce management,

distribution management and SCADA. We know that the Indian government has recently created some initiatives to develop infrastructure and utilities services in the country, and Intergraph is keen to participate in these projects.

We see it as a great opportunity to leverage the work that we have done in other places and the tools that we have developed working with partners to address the needs of utilities. So, I consider this a great opportunity as India continues to invest in infrastructure. Moreover, we have a solutions development unit in Hyderabad that has been helping us to build our utilities solutions for the past 22 years, which I feel is an added advantage that we have over others in the Indian market.

Q In view of recent terrorist attacks in India, security has become a key issue. What is your stand on security in your business plans?

Security is a key component of our business today and will continue to

be a very important component as we grow. One in 12 people in the world is protected by an Intergraph public safety solution. In fact, our computer-aided dispatch system proved its mettle during the Mumbai attacks by successfully handling huge volumes of emergency calls. Intergraph's SG&I division, which includes defence and intelligence, public safety and security has a 40-year heritage in providing deep domain expertise and cutting-edge solutions to prevent and respond to incidents. Geospatial technology plays a key role in ensuring the safety and security of infrastructure assets. It helps us in the continuous monitoring and assessment of various situations, which I feel is essential for managing security. We have experience in managing security at airports in the US and monitoring the border areas of several countries. Given the increasing security concerns in countries like India, our expertise and experience in this field will play a significant role in helping to address issues of the future.



John Graham

President, Security, Government & Infrastructure (SG&I), Intergraph

Q What do you think is the impact of recession on geospatial sector?

Recession has helped provide an impetus for bringing geospatial technology more into focus, as solutions built around this technology are helping businesses across different industry verticals streamline their operations, reduce costs, enhance efficiency and boost revenues. Business solutions based on geospatial technology are a boon for organisations trying to be lean and mean during economic turmoil. Further, geospatial technology is providing smart solutions to address issues of national security that have occupied center stage amidst terror incidents in India and across the world.

Q In your two-decade long presence in India, you worked with Rolta. Any new tie-ups in the offing?

We have been working with our partner Rolta and we will continue to work with them, and we are also in the process of looking for

other partners with whom we can work with across India. We will continue to expand our presence in India moving forward. To Intergraph, India is not just about arriving today, it's where we have been and where we want to go even further into the market. Even in the current world economic environment, India still has positive growth, whereas many countries across the globe do not. Intergraph is very fortunate that during this economic downturn we continue to grow because of the importance of our products to public safety and utilities. Our market is growing across Europe and Asia largely because the safety and security of citizens is fundamental to countries and states. Additionally, the infrastructure market is starting to hit a point where it can potentially accelerate, and we will see investments going to infrastructure that have previously gone to the IT or manufacturing sectors. I feel it is the right time to really put our solutions to work in solving various issues around the world.

Q What are your future plans for India?

We will continue to invest in enhancing skills and talent in India where we have 10 per cent of our global workforce. We are also working with new partners in the market who have skills and solutions around GIS to ensure we have a strong footprint in the market in the days ahead. For the past 20 years our technology has been used in India, largely through our partnership with Rolta. I see there is a good opportunity for a strong and broader network of colleagues and partners in the market, so our investment and energy right now is around expanding the people we work with in the region. Additionally, we had the opportunity here to meet with some customers and officials and investigate their perspectives about the market. What's important is to determine which of our solutions are a fit for this country's needs. Moving forward, our executive team will continue to invest time and energy to research this market.

Q How was the last year for Intergraph?

Intergraph had a record year in the past 12 months. Even during these challenging times, we have been performing quite well in terms of revenues and profitability. We are confident that our business will be robust globally. In the past five years we have invested US\$ 200 million in R&D, and we will continue to invest in talent and our people in India and other areas around the world. Over the past five years, Intergraph has turned a strong corner and has really expanded, and we expect to continue to grow over the coming years. ■