



Frequently Asked Questions

Intergraph Acquisition of Augusta Systems

Q: What has happened between Intergraph® and Augusta Systems?

A: To better serve the needs of our Security, Government & Infrastructure (SG&I) customers, Intergraph has acquired Augusta Systems, Inc., an innovator in the intelligent convergence of cameras, sensor systems, and networks that enable detailed, real-time information from facilities, infrastructure, and remote locations. In addition to sharing its core technologies, Augusta's team of engineers and domain experts will now combine forces with the Intergraph team, offering the best talent in the industry.

Q: Why did Intergraph acquire Augusta Systems?

A: Intergraph's acquisition of Augusta broadens the reach of Intergraph's software platforms by eliminating the need for custom interface development and expanding distributed processing and control capabilities. The combined offerings provide Intergraph clients with more flexible and robust integrated solutions in support of its vision to help organizations see the world more clearly.

Q: What are the benefits of this acquisition?

A: Intergraph's acquisition of Augusta advances our ability to provide our SG&I customers with configurable technology platforms for building and managing complex monitoring, control, and automation solutions, including applications for safety and security, energy and utility management, asset tracking, building management, and other business functions. This acquisition brings together the best of existing Intergraph and Augusta products and new advancements into our world-class SG&I solutions.

Q: Who is Augusta Systems?

A. Augusta is a global leader in providing technologies to enable intelligent convergence of devices, systems, applications, and networks. Leading customers have included the U.S. Navy Naval Air Systems Command, Allegheny Energy, The Kingdom of Jordan, FirstEnergy Corp., Pennsylvania Department of Emergency Services, Northrop Grumman Corporation, and Cisco Systems, Inc.

Augusta Systems' EdgeFrontier® middleware enables integration and normalization of data, events, and control functions from diverse sources, including sensors; wireless sensor networks; radio-frequency identification (RFID) systems; video devices and systems; access control systems; metering and measurement devices; actuators; databases and file repositories; and other devices, systems, and applications. EdgeFrontier also supports remote event or policy-based processing of data and events through a policy engine.

Q: Who is Intergraph?

A. Intergraph is a world leader in public safety and security software. Intergraph's SG&I division provides geospatially powered solutions to the public safety and security, defense and intelligence, government, transportation, photogrammetry, and utilities and communications industries. Intergraph is a wholly owned subsidiary of Hexagon AB.

Q: Why did Augusta owners sell to Intergraph?

A: Intergraph is a world leader with a global footprint, supplying public safety and security, utility and communications, defense and intelligence, and government and transportation software solutions. Intergraph and Augusta have worked together successfully on projects and have a proven track record. This strong partnership, coupled with Intergraph's global reach, allows Augusta to increase growth momentum.

Q: What are future product plans?

A: Intergraph will bring together the best of existing Intergraph and Augusta products and new advancements into a set of world-class solutions suite that provides configurable technology platforms for building and managing complex monitoring, control, and automation solutions, including applications for safety and security, energy and utility management, asset tracking, building management, and other business functions.

Q: Will this acquisition affect the development of other Intergraph products?

A: Yes, in a positive way. Augusta brings additional development resources and domain expertise that will enable Intergraph to further its leadership position in the market.

Q: How will this acquisition affect Augusta customers?

A: Augusta customers will benefit from Intergraph's established global industry leadership, investment, research, development, and support infrastructure. Intergraph will provide resources and structure to support and continue evolving the EdgeFrontier product set. Augusta's employees will continue to support their current users to ensure no disruption in their support.

Q: Will Augusta's solutions be phased out over time, or will they be integrated into Intergraph's solution suite?

A: Intergraph will bring together the best of existing Intergraph and Augusta products and new advancements into the world-class solutions customers expect.

Q: Will the current Augusta team stay in place as it is today and remain in its West Virginia location?

A: Yes. The current Augusta team is a results-driven team dedicated to customer success with advanced technical ability and domain expertise. This team will operate as a business within Intergraph's SG&I division and will remain in its West Virginia location.

Q: How will Augusta projects that are currently in progress be affected?

A: Current Augusta projects will continue with the same project teams and implementation plans.

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

A: You should call the same support line you have been calling. In time, Augusta's Help Desk call answering and routing procedures will be merged with Intergraph's process to ensure customers have a single Help Desk number, regardless of the products they have purchased. The Augusta support team will remain intact, continuing to provide its outstanding customer support services.

Q: Which sales representatives will sell Augusta products?

A: Intergraph will sell the Augusta product set through our global network of sales representatives, distributors, and resellers.

Q: How soon will the Intergraph sales team sell Augusta products?

A: Immediately. The Intergraph team already has a solid understanding of many of the Augusta products, and has been successful in positioning Augusta technology with Intergraph technology.

Q: What advantages does the Augusta acquisition provide to Intergraph customers?

A: With the Augusta acquisition, customers can leverage the EdgeFrontier middleware, which enables integration and normalization of data, as well as events and control functions from diverse sources, including sensors; wireless sensor networks; RFID systems; video devices and systems; access control systems; metering and measurement devices; actuators, databases, and file repositories; and other devices, systems, and applications. EdgeFrontier also supports remote event or policy-based processing of data and events through a policy engine.

Q: When can I buy EdgeFrontier?

A: EdgeFrontier is available globally today. See your Account Manager to order.

Q: Which products will be available?

A: See your Account Manager for this information.