



Frequently Asked Questions for Intergraph[®] 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 COADE?

A: Founded in 1984 with headquarters in Houston, Texas USA, COADE provides engineering analysis and plant design solutions for the global plant and process industry. Its analysis solutions are used globally and hold No. 1 market positions. Likewise, its design solutions hold the No. 1 market position for smaller projects.

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 if I wish to talk about the impact of this acquisition on my company?

A: Please contact your Intergraph account representative. You may also contact John Deaver at Intergraph Corporate Communications at +1 404.751.2570 or john.deaver@intergraph.com.

Q: Who are some of COADE's most notable customers?

A: Like Intergraph, COADE's customers include highly respected industry leaders such as Chevron, BP, ExxonMobil, Mustang Engineering, URS Washington Division, and others. In fact, like these companies, many of Intergraph's existing customers also use COADE's design and analysis products for their smaller projects. That is one of the main reasons that this acquisition makes so much sense as far as combining the two product portfolios into one entity.

Q: What are the COADE engineering analysis solutions?

A: The analysis product line includes: CAESAR II[®], the world's most widely used pipe stress analysis software; PV Elite[™] for pressure vessel and heat exchanger design and analysis, and TANK[™] for petrochemical storage tank design and analysis.

Q: What are the COADE plant design solutions?

A: The CADWorx Plant Design Suite is an integrated, complete software series for smaller plant design projects. The suite consists of solutions for 3D, physical plant design and modeling, schematic design, structural design, 3D equipment modeling, instrument and equipment datasheet generation, plant visualization, and as-built and spool verification.

Q: Will the COADE solutions be integrated into the SmartPlant® and SmartMarine® Enterprises?

A: Yes. This acquisition adds world-leading engineering analysis solutions to Intergraph's world-leading enterprise engineering solution portfolio. 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. Our first integration effort will be focused on the link between Smart 3D and CAESAR II, something for which clients have indicated a strong interest.

For Intergraph customers who also use COADE's analysis solutions, it will ensure continued development and support of these products, including CAESAR II.

Q: Will the COADE acquisition provide any advantages to Intergraph?

A: Yes. Intergraph believes the acquisition will enable a better integration between our large-project design solutions and the COADE analysis solutions. This will allow us to better serve our EPC customers. The acquisition also extends our ability to serve the broader owner operator interests in their engineering enterprise, across the lifecycle of their assets, from large-project CAPEX to smaller projects which are most common during the operations and maintenance phase.