

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

A: To better serve the needs of our public safety customers, Intergraph has acquired the assets of Denali Solutions, a leading provider of integrated public safety software solutions. This acquisition enables Intergraph to offer Denali's state-of-the-art *inPURSUIT* technologies, including its premier Records Management System (RMS), Field Based Reporting (FBR) system, Crime Analysis GIS, enhanced reporting tools, and interoperability frameworks. In addition to its core technologies, Denali's team of engineers, domain experts, and delivery specialists will now combine forces with the Intergraph team, offering the best talent in the industry.

Q: Why did Intergraph acquire Denali Solutions?

A: Intergraph's acquisition of Denali strengthens our strategic partnership and underscores our commitment to investing in the public safety and security marketplace and providing greater opportunities for our more than 2,500 customer agencies worldwide, as well as for Denali's broad customer base.

Q: What are the benefits of this acquisition?

A: Intergraph's acquisition of Denali advances our ability to provide public safety and security agencies with an integrated, end-to-end solutions suite encompassing computer-aided dispatch (CAD), RMS, mobile technology, reporting, and data analysis capabilities adaptable to jurisdictions anywhere in the world. This acquisition brings together the best of existing Intergraph and Denali products and new advancements into a world-class public safety suite that includes a full-function, enterprisewide management information system, tightly integrated with CAD.

Q: Who is Denali Solutions?

A. Denali is an innovative provider of public safety software solutions with a long history of deploying large-scale systems for sheriff, state, county, city, university, airport, federal, and international law enforcement agencies. Additionally, Denali's multi-agency architecture provides individual agencies autonomy and control of their data, while still enabling information-sharing.

Denali's *inPURSUIT* suite of products offers comprehensive information management, information reporting, and information sharing solutions with effective and structured implementation services, including implementation procedures and second-to-none customer support.

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 Denali owners sell to Intergraph?

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

Q: What are future product plans?

A: Intergraph will bring together the best of existing Intergraph and Denali products and new advancements into one world-class solutions suite that includes comprehensive information management, information reporting, and information sharing solutions, tightly integrated with CAD and mobile dispatch. The suite will empower agencies to control operations – from incident requests, dispatch, reporting, investigation, analysis, and court documentation – all within a single, integrated system.

Q: What is planned for I/CAD integration?

A: Integration between I/CAD and the *inPURSUIT* RMS exists today. Even tighter integration between these products is in the planning stages to enable bi-directional data transfer, allowing more intelligent decisions. Integration teams are currently defining the roadmap for information-sharing between CAD and *inPURSUIT*.

Q: Will this solution support Microsoft® SQL Server users?

A: Currently, *inPURSUIT* RMS is Oracle only. There are also future plans to support both the Microsoft SQL Server platform and the Oracle platform.

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

A: No, the acquisition will not affect development resources for Intergraph products.

Q: How will this acquisition affect Denali users?

A: Denali customers will benefit from Intergraph's established global industry leadership, investment, research, development, and support. Intergraph will provide resources and structure to support and continue evolving the *inPURSUIT* product suite. Denali's employees will continue to support current Denali users, ensuring no disruption in their support.

Q: Will Denali's solutions be phased out over time or integrated into Intergraph's solution suite?

A: Intergraph will bring together the best of existing Intergraph and Denali products and new advancements into one world-class solutions suite.

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

A: Yes, the current Denali 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 Security, Government & Infrastructure (SG&I) division and will remain in its Maryland location.

Q: Will Denali reporting solutions work with other reporting packages?

A: The Denali reporting solutions work with other reporting and analysis packages, such as i2's COPLINK® software. Additionally, Denali's *inPURSUIT* product suite offers an Ad Hoc Report Builder and a map based Crime Analysis System, further enhancing the overall reporting capabilities of Intergraph's product suite.

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

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

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

A: You should call the same support line you have been calling. In time, Denali'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 Denali Support Team will remain intact, continuing to provide its outstanding customer support services.

Q: Which sales representatives will sell Denali products?

A: Intergraph will sell the Denali product set through our sales representatives and resellers.

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

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

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

A: With the Denali acquisition, customers can leverage the open technology platform for a more robust RMS solution that will allow more flexibility and growth options in the future. Our world-class RMS can take advantage of updated and consistent user interfaces, a service-oriented architecture and modern platform, Web-based access, integration capabilities, and interoperability. In addition, enhanced configuration and workflow management tools allow adaptation for unique customer nomenclature and business rules.

Q: When can I move from I/LEADS to *inPURSUIT*?

A: This varies with each customer, based on your current workflows, state reporting requirements, database platform, interfaces, and deployed I/LEADS modules. Your Account Manager will work with you to develop the best plan for your agency.

Q: When can I buy *inPURSUIT*?

A: *inPURSUIT* is available in the U.S. today. See your Account Manager to order.

Q: What is the I/LEADS to *inPURSUIT* migration plan?

A: The newly released versions of I/LEADS 9.0 and Field Reporting 2.0 provide an immediate upgrade path for current I/LEADS customers. The I/LEADS to *inPURSUIT* migration plan is under development now. Details will be communicated when available.

Q: Which products will be available?

A: See your Account Manager for this information.

Q: Why would I move to *inPURSUIT*?

A: Microsoft® is phasing out the FoxPro technology that is the basis for the I/LEADS product. Intergraph believes that our continued development using an unsupported development language would not be in the best interest of our customers. The *inPURSUIT* suite of products is based on new technology, which offers a better platform for future growth and enhancements. The *inPURSUIT* products are being developed using state-of-the-art technology such as .net services, and utilize the strong information sharing practices of Service Oriented Architecture (SOA). In addition, the National Information Exchange Model (NIEM) is used in the development of interfaces. These modern development practices give Intergraph a stable growth path to continue to invest in and enhance our Records Management solution long into the future.

Q: What is the cost associated with moving from I/LEADS to inPURSUIT?

A: The *inPURSUIT* modules are a complete suite of products, which is broader than what we offer in I/LEADS today. If you are adding functionality to what you have today, there will be some representative cost associated with this. Migration programs may include some software discount or trade-in credit for your current investments in I/LEADS.

Q: What is the future for I/LEADS and Field Reporting for Law Enforcement?

A: I/LEADS version 9.0 and Field Reporting for Law Enforcement version 2.0 were recently released. These versions are certified with the latest I/CAD release, operating systems, virtualization platform, and database versions. Intergraph transition teams are evaluating the next-generation Field Reporting solution based on the best capabilities of both products.

Q: What is the migration roadmap?

A: Intergraph has formed transition teams such as these: CAD/RMS Integration Team, Geospatial Team, I/LEADS to *inPURSUIT* Migration Team, Field Reporting Team, and Reporting & Analytics Team. These teams will develop optimal transition plans.

Q: What happens to the Denali and inPURSUIT names?

A: The Denali company name will be transitioned to an Intergraph portfolio item. We will maintain the *inPURSUIT* name, as it is a world-class name recognized as one of the industry leaders,

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