

EcoSys

Frequently Asked Questions

Intergraph® Process, Power & Marine announced on September 10, 2015, an agreement to acquire EcoSys Management LLC, a provider of best-in-class enterprise project controls software.

The strategic acquisition of EcoSys will broaden Intergraph PP&M's leadership position as a Project Enterprise solution provider by adding project controls to its existing enterprise portfolio. EcoSys' flagship software solution, EcoSys EPC (Enterprise Planning & Controls), has been widely adopted by the project controls industry, both in PPM (Process, Power & Marine) and AEC (Architectural, Engineering & Construction) markets.

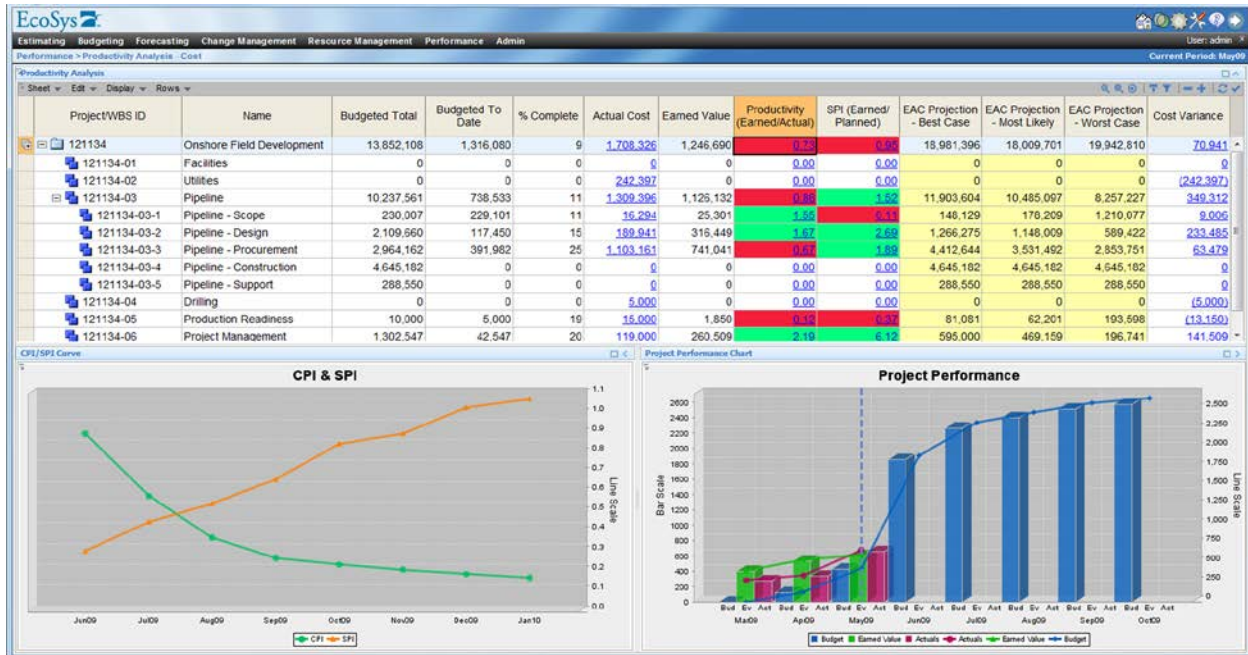
About Intergraph®

Intergraph Process, Power & Marine (PP&M) is the leading global provider of engineering software for the design, construction, and operation of plants, ships, and offshore facilities. Intergraph PP&M is one of two divisions of Intergraph Corporation. Intergraph is part of Hexagon. Learn more at www.intergraph.com.

Hexagon is a leading global provider of information technologies that drive productivity and quality across geospatial and industrial enterprise applications. Hexagon (Nasdaq Stockholm: HEXA B) has more than 15,000 employees in 46 countries and net sales of approximately 2.6bn EUR. Learn more at www.hexagon.com.

About EcoSys

EcoSys EPC (Enterprise Planning & Controls) is a web-based platform that provides the deepest capabilities to support the complete spectrum of solutions within the Project Controls discipline in an enterprise context – from project portfolio management and capital program management, through budgeting and forecasting, contract management and performance reporting. EcoSys EPC bridges the gap that has traditionally existed between project planning and execution.



Q. What is Project Controls software?

Project Controls software is used to plan, control and execute projects across the full project life cycle. It automates the disciplines of project estimating, budgeting and forecasting, contract management, change control, progress/productivity measurement and Earned Value Management (EVM) with the objective of improving project performance and reliability.

Q. Is EcoSys EPC easy to use?

Very easy. It's a cloud-based system that can also be provided on-premise. It is user-friendly and robust, with comprehensive reporting and analytics functionality. The system presents users with an intuitive, Excel-like interface that feels familiar, making them highly productive from the moment they begin using it.

Q. When will EcoSys be integrated into Intergraph?

EcoSys will operate after regulatory approval as a separate business unit with its current senior management team, whose founding executives have a combined 120 years of experience in project controls software. Over time, the company, its employees and its flagship product will be integrated into sales, development and support, leveraging Intergraph PP&M's global customer contacts and channel infrastructure.

Q. Will EcoSys products continue to be updated and maintained?

Absolutely. Product updates and maintenance will continue unchanged. Over time, the company and its product will be integrated into Intergraph and its Smart™ solutions portfolio, creating additional value for customers through better integration and continued product advancements.

Q. What does the name EcoSys mean?

The EcoSys name refers to **Enterprise Controls Systems**. It also refers to successfully navigating the EcoSystem of people, processes and technology that impact an organization.

Q. Where is EcoSys located and how many people does it employ?

EcoSys' headquarters are located in Broomfield, Colo., a suburb of Denver. It also maintains offices in New York City and Houston and sales and support locations in London and Sydney, Australia. The company has approximately 100 employees, primarily in the U.S.

Q. How has EcoSys performed financially?

EcoSys in April 2015 announced that it has generated 165 percent software license revenue growth in CY2014 and an 81 percent increase in revenue growth. EcoSys was recently ranked No. 1794 on the annual Inc. 5000 List, an exclusive ranking of the United States' fastest-growing private companies. EcoSys' revenue spiked 222 percent during the three-year span evaluated by *Inc.* magazine.

Q. In which industries is EcoSys software currently used?

EcoSys has developed an understanding of the common issues facing specific industries and works in conjunction with customers and leading experts to incorporate industry-specific best practices into EcoSys EPC. EcoSys serves customers in these industries: aerospace & defense; education & research; engineering & construction; financial services; government contractors; mining; oil, gas & chemicals; public sector / government; transportation; and utilities. EcoSys has implemented enterprise planning and cost control solutions for more than 250 leading organizations around the world.

Q. How does EcoSys EPC fit into the Intergraph Process, Power & Marine product portfolio?

Intergraph PP&M enterprise software encompasses project scope via 3D models and 2D drawings, manages delivery of needed materials per schedule, and plans/deploys crews for construction. In all these phases costs (engineering, material and labor costs) are incurred that need to be collected and analyzed in order to create a complete view of project status. The addition of EcoSys EPC to the PP&M product portfolio unlocks significant opportunity, enabling customers with full visibility into project status during all phases, and expands PP&M's leadership position as a project enterprise solution provider.

The addition of EcoSys EPC's project schedule integration (4D) and cost management (5D) capabilities with PP&M's 3D design and construction solutions also will advance Intergraph's capabilities in Building Information Modeling (BIM) for the AEC market.

Q. What other synergies exist between EcoSys and Intergraph Process, Power & Marine?

In addition to expanding PP&M's leadership position as a project enterprise solution provider, EcoSys and Intergraph PP&M both count major global EPCs and owner operators as valued customers. These include: Bechtel, CH2M, ConocoPhillips, Dow, Enbridge, JGC, SNC Lavalin, Technip and WorleyParsons, to name a few. EcoSys' target entry point into accounts is the VP of Projects or the VP of Project Controls. These are the same people who drive projects in which Intergraph design tools are used or specified.

Q. What sets EcoSys EPC apart from competitive solutions?

EcoSys EPC was designed specifically to drive full life cycle project controls. Following years of implementing existing project management systems and drawing from the experience of designing and developing the Primavera project management suite (now Oracle Primavera P6), EcoSys introduced EPC in 2006 in direct response to customer needs for a better project cost management and controls system. As a result, EcoSys EPC is well-suited to today's enterprise environment, designed with the user experience in mind and delivering key differentiators for full life cycle project controls in a single system. This differs from a solution from a company like Ares whose Prism system tends to target individual cost engineers and is not architected to be an enterprise system.

Q. Who are EcoSys' competitors?

EcoSys stands as the market leader in the \$1.8 billion project controls software market against adjacent solutions including Oracle Primavera Unifier, Deltek Cobra and ARES Prism.

Q. With what systems does EcoSys EPC integrate?

Most EcoSys customers unlock value by leveraging existing sources of data already used by their organizations. EcoSys EPC is a best-in-class integration and consolidation platform for bringing together schedule, cost, and other vital project data to form a "single version of the truth" for greater speed, accuracy, and efficiency in reporting and across all aspects of project controls.

EcoSys EPC excels at bringing previously siloed data together for visibility into project performance. Whether looking to bridge schedules, budgets, expenditures, commitments, timesheets, invoices, or other data, we have integrated with a multitude of systems. Below are some typical examples:

- Enterprise Resource Planning (ERP) and General Ledger (GL) systems: SAP, Oracle E-Business, PeopleSoft, JD Edwards, and many more
- Scheduling Systems: Oracle Primavera P6, Microsoft Project, Safran
- Timesheet and Human Resource Systems
- Contract Management Systems
- Document Management Systems
- Estimating Systems
- Microsoft Excel

EcoSys EPC has achieved Oracle Validated Integration with Primavera P6, providing bi-directional, real-time sharing of data. The EcoSys/P6 integration was developed by former lead developers of Primavera and is the most sophisticated and comprehensive P6 integration currently available. Whether integrating schedules, resource plans, progress/percent complete, or synchronizing enterprise coding structures between EcoSys EPC and P6, the P6 integration removes the need for any manual updates and provides project controls the ability to fully leverage established scheduling practices. Similarly, the EcoSys EPC "ERP Adapter," created by former SAP developers, has been certified for integration with SAP Applications. This flexible integration with SAP supports bi-directional, real-time exchange of expenditures, commitments, invoices, budgets, timesheets and more.

Q. What is the timing for the Intergraph acquisition of EcoSys?

The agreement for Intergraph Process, Power & Marine (PP&M) to acquire EcoSys was officially announced on Thursday, September 10, 2015. Following customary regulatory approvals, the acquisition is expected to close on or about early October 2015.

Q. What is the impact of the Intergraph acquisition on EcoSys customers?

EcoSys will continue to operate as usual, with existing management and staffing in place including professional services, support, sales and software development. Over time, customers can expect to see EcoSys leverage Intergraph processes and infrastructure where beneficial.

Q. Does the Intergraph acquisition of EcoSys change the company focus?

No. EcoSys remains committed to providing the very best software for enterprise project controls. EcoSys EPC will continue along its existing product roadmap and regularly introduce enhancements and new features. Customer collaboration remains a central tenet of EcoSys' product development as it always has.

Q. Will EcoSys continue to support industries outside of Power, Process & Marine?

Yes. EcoSys EPC is a vital tool for organizations seeking to improve capital project delivery and performance across industries. While power, process and marine are a strong part of the existing EcoSys customer portfolio, other industries currently served such as aerospace & defense, transportation, government and many others are an important part of its company growth and will remain priorities.

Q. Who should I contact about EcoSys EPC technical support issues – Intergraph Process, Power & Marine or EcoSys?

Continue to contact EcoSys for immediate support.

Q. Is more information available online?

Yes. Download the product brochure for EcoSys EPC, the next-generation planning and cost controls solution, at <http://info.ecosys.net/literature--epc-brochure/>.

Q. Is it possible to schedule an online demonstration of EcoSys EPC?

Yes. Visit http://info.ecosys.net/request_a_demo and fill out the "Request a Live Demo" form and an EcoSys representative will be in touch to schedule a demonstration.

Q. How can I learn more about EcoSys and its project controls solutions?

Visit the EcoSys website at www.ecosys.net or follow EcoSys on [LinkedIn](#) and on Twitter at @EcoSysEPC.

Q. Does EcoSys give out evaluation copies of its software?

No. EcoSys EPC is an enterprise system that operates from central servers. Evaluation software is not available, but guided demonstrations of the software are available.

Q. How do I contact EcoSys?

To contact EcoSys, fill out the short online form at <http://info.ecosys.net/contact-ecosys>.