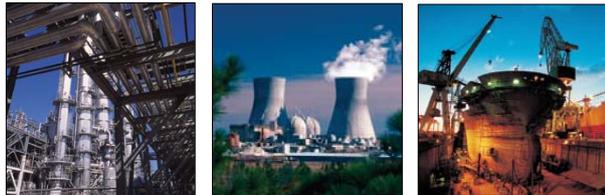


## Process, Power and Marine Division

### Intergraph Overview



## Intergraph Business Overview



Security, Government & Infrastructure	Process, Power & Marine
	
Geospatially-enabled security, military and infrastructure software & services	Industry-leading plant & ship design and information management software

**Two Divisions: SG&I and PP&M  
Over 3000 Employees,**

## Process Power & Marine Division (PP&M)



- Global leading vendor of Design and Engineering Data Management software
- Approx. 1,150 employees, ~450 software developers, ~520 services & support engineers
- Focused on solutions for Onshore, Offshore and Shipbuilding industries- both Engineering and Operations.



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## Industry Challenges and Our Focus



### Challenges

- Sustain competitiveness in economically difficult times

### Our Focus

- Increased focus Design Speed and Productivity
- Supporting True Global Project Execution
- Improve Design & Construction Capabilities
- Software that is easy to Learn and Use
- Tools to support processes that result in schedule compression
- Improve Operations and Maintenance Efficiency

***Our Mission: Providing Offshore/Shipbuilding with solutions supporting new project execution strategies for a competitive advantage***

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## PP&M: 全球战略 (Over 40 countries)

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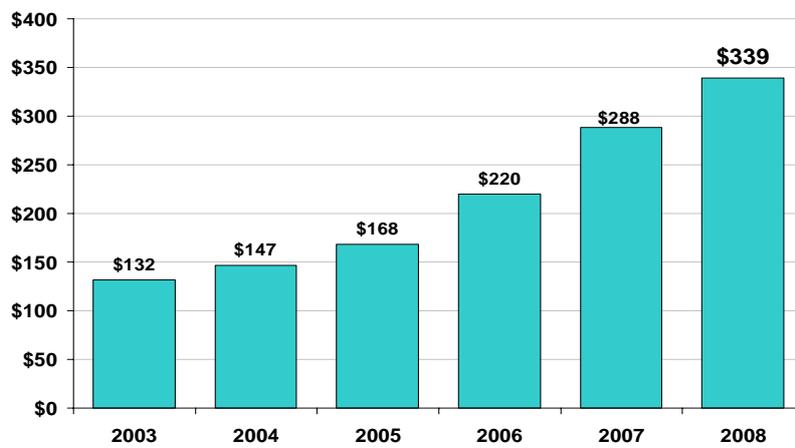


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## PP&M: 迅速的发展

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Revenue 2003 - 2008

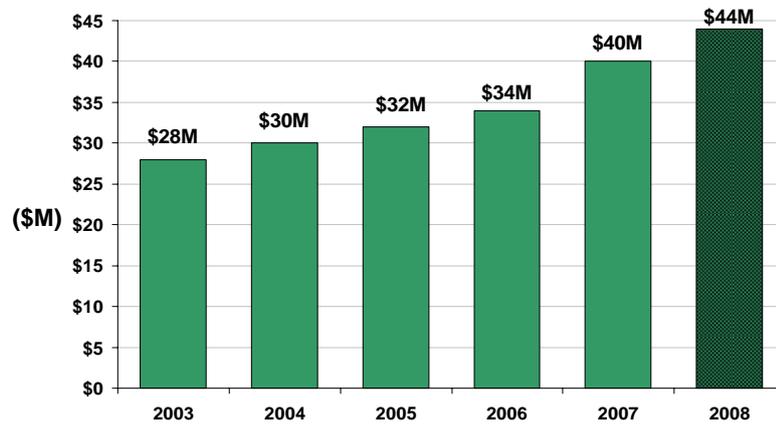


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## PP&M: 开发投资



### Investment in Software Development

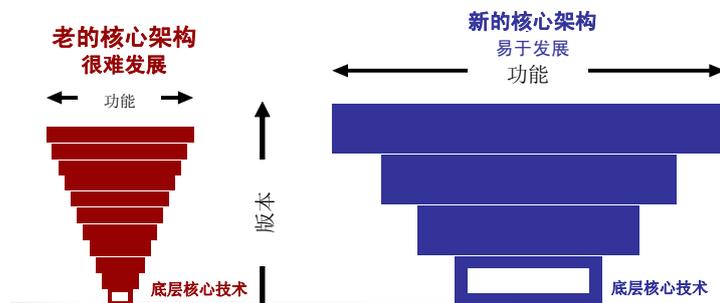


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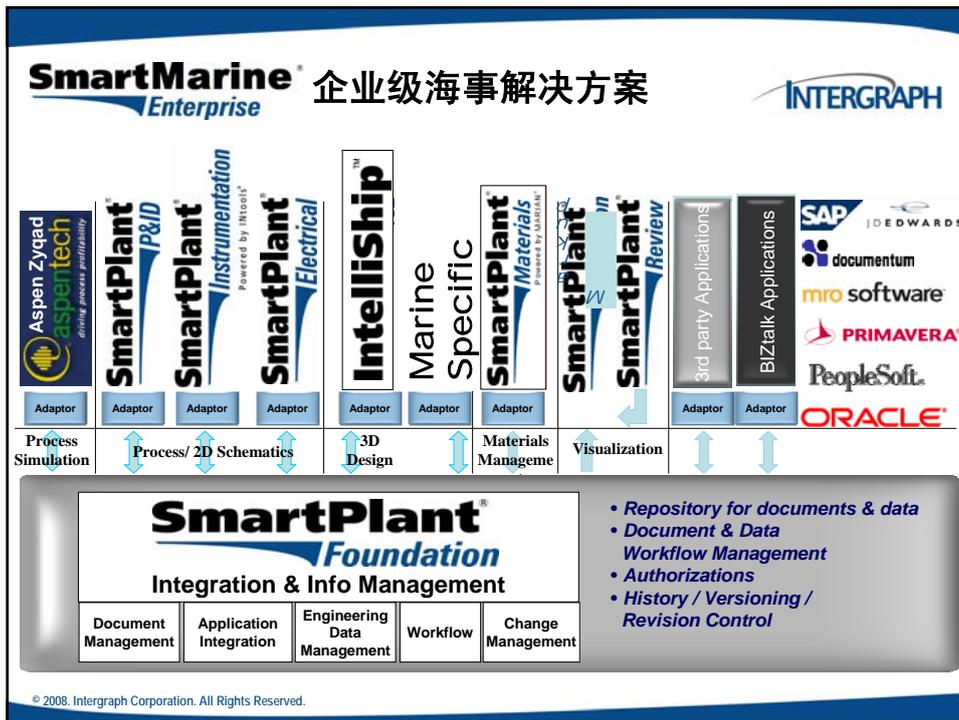
## PP&M: 投资开发



因为陈旧的、基于老的核心架构的软件，其发展是很受限制的



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## PP&M: 在中国



- Strong Business growth – 2.5X over the last two years
- Offices in Beijing and Shanghai
- ~100 staff
- Strong local consulting , services and support capabilities
  - Domain Knowledge
  - Full Solution delivery
- Training centers
- Conversion centre
- Implementation partners



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## Process, Power and Marine Division

Integrating the  
Engineering  
Enterprise...

