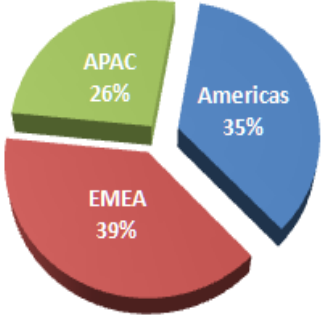

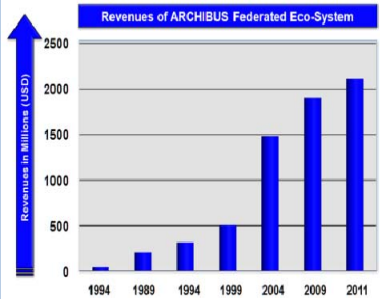


# Fact Sheet for ARCHIBUS

- ❖ ARCHIBUS is the #1 provider of Real Estate, Infrastructure and Facilities Management solutions in the world, with expenditures for ARCHIBUS-related products and services exceeding \$2 billion (US).
- ❖ ARCHIBUS delivers products and services that help organizations reduce costs up to 34% and optimize their spatial and non-spatial assets for more than 16,000 customers in over 190 countries.
- ❖ ARCHIBUS facilitates Intuitive Business Transformations™ (IBTs™) each year that help organizations: identify remarkable innovations, realize value-driven success, and obtain over \$100 billion in savings.

Quick Facts	Realizing Value Driven Successes	Revenues by Region
<p><b>Financial Highlights (FY 2011)</b>  <b>ARCHIBUS Federated Eco-System</b></p> <ul style="list-style-type: none"> <li>➤ <b>Revenue</b> \$ 2,112 million (USD)</li> </ul> <p><b>Revenue and R&amp;D Breakdown</b></p> <ul style="list-style-type: none"> <li>➤ <b>Software and Products</b> \$ 372 million (USD)</li> <li>➤ <b>Services</b> \$ 1,740 million (USD)</li> <li>➤ <b>R&amp;D Spending</b> \$ 380 million (USD)</li> </ul>	<p>Organizations of all sizes – spanning sectors such as finance, education, healthcare, government, manufacturing and many others – use ARCHIBUS to deliver timely, relevant real estate, infrastructure and facilities management information as part of their strategic business plans. In today's economic environment, organizations need clarity across all aspects of their operations to accelerate innovation and realize increases in productivity and profitability.</p> <p>Organizations can optimize their performance; implement processes based on world-class best practices, standards and service-level-agreements; and manage people, places, assets, and technology through their use of ARCHIBUS. Worldwide, ARCHIBUS offers organizations the highest possible levels of support and services.</p>	 <p>Based on Customer Deployments in over 190 Countries Worldwide</p>
Company Profile	Realizing Value Driven Successes	Growth and Profitability
<p><b>IWMS Professionals on Staff</b>  Over 3,700  <i>(Avg. Years of Experience is over 17)</i></p> <p><b>ARCHIBUS Federated Eco-System</b>  Over 1,600 Business Partners  <i>(Avg. Years of CAFM/IWMS Experience is over 14)</i></p> <p><b>Current Release of the Software</b>  Version 20.1  <i>(Available in over 30 languages)</i></p> <p><b>Number of ARCHIBUS Users</b>  Over 4 million  <i>(#1 in Customer Retention → Over 96%  With over 16,000 Customers in over 190 Countries who manage over 15 million buildings and properties)</i></p> <p><b>Innovators and Market Leaders</b></p> <ul style="list-style-type: none"> <li>1980 - World's 1<sup>st</sup> Integrated CAFM™ System</li> <li>1991 - World's 1<sup>st</sup> CIFM™ Enterprise</li> <li>1995 - World's 1<sup>st</sup> IWMS Offering</li> <li>2001 - World's 1<sup>st</sup> and only TIFM™ Solution</li> <li>2002 - World's 1<sup>st</sup> and only Green RFID Enterprise™</li> <li>2007 - World's 1<sup>st</sup> Cloud based UIFM™ Offerings for Real Estate, Infrastructure &amp; Facilities Management</li> <li>2008 - World's 1<sup>st</sup> BIM 4.0™ and EIM™ Enterprises</li> </ul>	 <p><b>ARCHIBUS - The #1 Solution in the World with over 80 best-of-class integrated applications</b></p>	<p><b>Successful Pioneers &amp; Visionaries for over 30 Years</b></p>  <p><b>ARCHIBUS is profitable and has no 3<sup>rd</sup> Party Debt</b></p> <p>A survey of the firms included in Gartner's 2011 IWMS Magic Quadrant revealed that:</p> <p><b>ARCHIBUS Dominates the CAFM/IWMS/TIFM Global Market with over a 90% Market Share &amp; The ARCHIBUS Support/Services Network is 3 times larger than that of all its Competitors Combined</b></p>

Strategy that Made ARCHIBUS #1	Reasons to Rapidly Deploy ARCHIBUS	Enterprise Application Leader
<p>By 2016, there will be 3 billion Internet users globally. The Internet economy will be over \$4 trillion in the G-20 economies alone.</p> <p>ARCHIBUS Intuitive Business Transformations™ Practices will be critical for success in organizations of all sizes worldwide.</p> <p>With ARCHIBUS, organizations can use a single, comprehensive, integrated web-based/smart client solution to make informed strategic decisions that optimize return-on-investment, lower asset life-cycle costs, and increase enterprise-wide productivity – reducing their infrastructure and facilities related costs by as much as 34%.</p>	<p>When you invest in ARCHIBUS, you become part of the world’s leading real estate, infrastructure and facilities management federated ecosystem:</p> <ol style="list-style-type: none"> <li>1. #1 in Support and Services in over 190 Countries</li> <li>2. #1 in 90-Day Deployments and Integration with Information Silos</li> <li>3. Available in over 30 languages</li> <li>4. Used at over 15 million sites by over 16,000 organizations</li> <li>5. Used by over 4 million real estate &amp; facilities professionals and their customers</li> <li>6. ARCHIBUS is the Profession’s Leading Inventor of world-class industry standards, benchmarks, best practices, balanced scorecards &amp; 90-Day Rapid CAFM/IWMS/TIFM Deployments</li> <li>7. ARCHIBUS delivers what it promises on time and in budget</li> </ol>	<p>With over 96% customer retention and the largest sales in the industry (over \$2 billion), ARCHIBUS is the #1 integrated real estate, infrastructure and facilities management automation software and services company in the World.</p> <div data-bbox="1101 457 1469 703"> </div> <p><a href="http://Softwaremag.com">Softwaremag.com</a> recently ranked ARCHIBUS as the 2<sup>nd</sup> largest provider of Enterprise Application/Data Integration software, after SAP.</p>
Future Strategies for ARCHIBUS	Leading Organizations Choose ARCHIBUS	ARCHIBUS - The World Leader
<p><b>ARCHIBUS is #1 because of its: Innovation &amp; Organic Growth</b> ARCHIBUS remains dedicated to driving innovation and growth through organic development. In 2011, ARCHIBUS invested over \$380 million in CAFM/IWMS/TIFM research and development.</p> <p>ARCHIBUS continues to expand its federated ecosystem to support solutions development and to leverage teams which readily enable intuitive business transformation and innovations. As a result, most ARCHIBUS users realize increases in productivity, profitability, innovation, best-practices and value for their organizations.</p> <p><b>Strategic Acquisitions &amp; Alliances</b> ARCHIBUS’ growth strategy involves strategic acquisitions via the creation of ARCHIBUS Solution Centers and development of strategic alliances. ARCHIBUS currently has over 50 ARCHIBUS Users’ Groups worldwide.</p>	<p>Since 1982, the organizations that deploy ARCHIBUS vary from small and midsize organizations to multi-national giants. The 16,000+ ARCHIBUS customers include over 480 of the Fortune 500 Companies. As the #1 Global CAFM/IWMS/TIFM Solution in the World, ARCHIBUS is considered to be the</p> <p><b>Best of the Best!</b></p> <div data-bbox="597 1234 1068 1533"> </div> <p><b>The ARCHIBUS User Community:</b> Over 4 million users manage over 5 million buildings in over 190 countries.</p> <div data-bbox="776 1663 889 1764"> </div> <p><a href="http://www.archibus.com">www.archibus.com</a> © 2012 ARCHIBUS, Inc. All Rights Reserved. 18 Tremont Street – Boston, MA 02108 –USA</p>	<p>The recognition, by Gartner and others given to ARCHIBUS for global deployments reflects our successful efforts, for over 30 years. With ARCHIBUS Intelligent Buildings, Properties and Cities are only a mouse click away.</p> <p>ARCHIBUS has successfully helped thousands of clients undertake Intuitive Business Transformations and the re-invention of their enterprise business processes, subsequently reducing their cost of ownership and the operation of their second largest expense – real estate and facilities management.</p> <p><a href="http://Softwaremag.com">Softwaremag.com</a> ranked ARCHIBUS among the top 50 software and services companies in the world. (A list that includes IBM, Microsoft, HP, Oracle, EMC, Accenture, SAP, SAIC, Hitachi, CA, Adobe, Apple, and Autodesk.)</p> <p><b>Since 1982, ARCHIBUS Users have realized over \$3 Trillion (USD) in savings for their organizations.</b></p>