



## Autodesk and Pitney Bowes Software Enter Strategic Alliance Agreement

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Strategic Relationship Enables the Parties to Provide Most Comprehensive End-to-End Infrastructure Solutions Available Combining Power of GIS, Analytics, BIM and Asset Management

SAN RAFAEL, Calif.--(BUSINESS WIRE)--Jan. 10, 2012-- [Autodesk, Inc.](#) (NASDAQ:ADSK), a world leader in [3D design](#), engineering and entertainment software, and Pitney Bowes Software, Inc., a global leader in customer data, location intelligence, analytics and communication software and services, today announced they have entered into a strategic alliance agreement. The new agreement will serve as a framework for both companies to provide resources, services and solutions to help infrastructure owners and architecture, engineering and construction (AEC) organizations make more informed decisions and drive greater efficiencies across the plan, design, build, manage lifecycle of infrastructure.

The relationship will enable the parties to provide infrastructure professionals in transportation, government, utilities, and other key industries with the broadest range of coordinated solutions available today to help fully realize the value of project information--from planning and asset management to design and on through to operations and management. Under the terms of the strategic alliance agreement, Pitney Bowes Software and Autodesk will join forces to better address the needs of a global customer base. In addition, through coordinating the integration of existing applications, both companies will work together to deliver solutions which address some of the more immediate business issues within a number of identified vertical markets.

"We see tremendous synergies between the offerings of Autodesk and Pitney Bowes Software," said Paul McRoberts, vice president, infrastructure product line group, Architecture, Engineering and Construction Solutions, Autodesk. "Users of our BIM for Infrastructure Solutions, including the [Autodesk Infrastructure Design Suite](#), can gain tremendous benefits from the deep insights that the [MapInfo](#) product family can provide, particularly during the planning and asset management phases of infrastructure projects. With our combined deep industry expertise and solutions for GIS, analytics, BIM, and asset management, we will be well positioned to offer a much more comprehensive end-to-end solution to the market than other providers."

"Shared global reach and industry sectors reflect the strong affinity between Autodesk and Pitney Bowes Software. Our complementary capabilities will enhance the value of our solutions and create enormous efficiencies for our customers," said James Buckley, Senior Vice President & General Manager, Customer Data & Location Intelligence, Pitney Bowes Software. "AEC experts will be able to take advantage of unique solutions which will shorten the modeling and construction phases within projects and will help organizations to determine optimum location and environmental impact of design scenarios and optimize asset maintenance management so that infrastructure monies can be maximized across the entire asset lifecycle."

"A tremendous amount of valuable data is locked up in traditional GIS systems. Unlocking that value has the potential for delivering increased operational efficiencies for infrastructure projects," said Jeff Vining, Research VP at Gartner. "This is particularly important for agencies and local government departments around the world looking to implement smart government initiatives. Combining the power of location intelligence with BIM modeling will help agencies and local governments improve decision making across the plan, design, build, manage lifecycle."

This strategic alliance agreement also provides both organizations with a unique opportunity to develop specific, industry related, solutions in the future using the industry knowledge, products and services of both companies.

### About Autodesk BIM Solutions

[Building Information Modeling](#) (BIM) is an intelligent model-based process that provides insight for creating and managing building and infrastructure projects faster, more economically, and with less environmental impact. [Autodesk BIM](#) solutions for building and infrastructure lifecycles are based on intelligent models created with [Autodesk Revit](#) and [AutoCAD Civil 3D](#) software. Helping to expand the benefits of BIM is a powerful set of complementary solutions for visualizing and simulating projects virtually, documentation and professional drafting, and data management and collaboration. The [Autodesk Building Design](#) and [Autodesk Infrastructure Design](#) Suites offer a comprehensive set of tools to support BIM workflows in a single, cost-effective package.

### About Pitney Bowes Software

Pitney Bowes Software (PBS) was formerly Pitney Bowes Business Insight (PBI).

Pitney Bowes Software provides multichannel solutions that optimize data to create relevant dialogue between organizations and their customers. These solutions enable lifetime customer relationships by integrating data management, location intelligence, sophisticated predictive analytics, rules-based decision making and cross-channel customer interaction management to increase the value of every customer communication while also delivering operational efficiencies.

Pitney Bowes Software is a wholly-owned subsidiary of Pitney Bowes Inc. (NYSE:PBI), a customer communications management technology leader. For more information, please visit [www.pbinsight.com](http://www.pbinsight.com)

### About Autodesk

Autodesk, Inc., is a leader in [3D design](#), engineering and entertainment software. Customers across the manufacturing, architecture, building, construction, and media and entertainment industries -- including the last 16 Academy Award winners for Best Visual Effects -- use Autodesk software to design, visualize and simulate their ideas. Since its introduction of AutoCAD software in 1982, Autodesk continues to develop the broadest portfolio of state-of-the-art software for global markets. For additional information about Autodesk, visit [www.autodesk.com](http://www.autodesk.com).

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