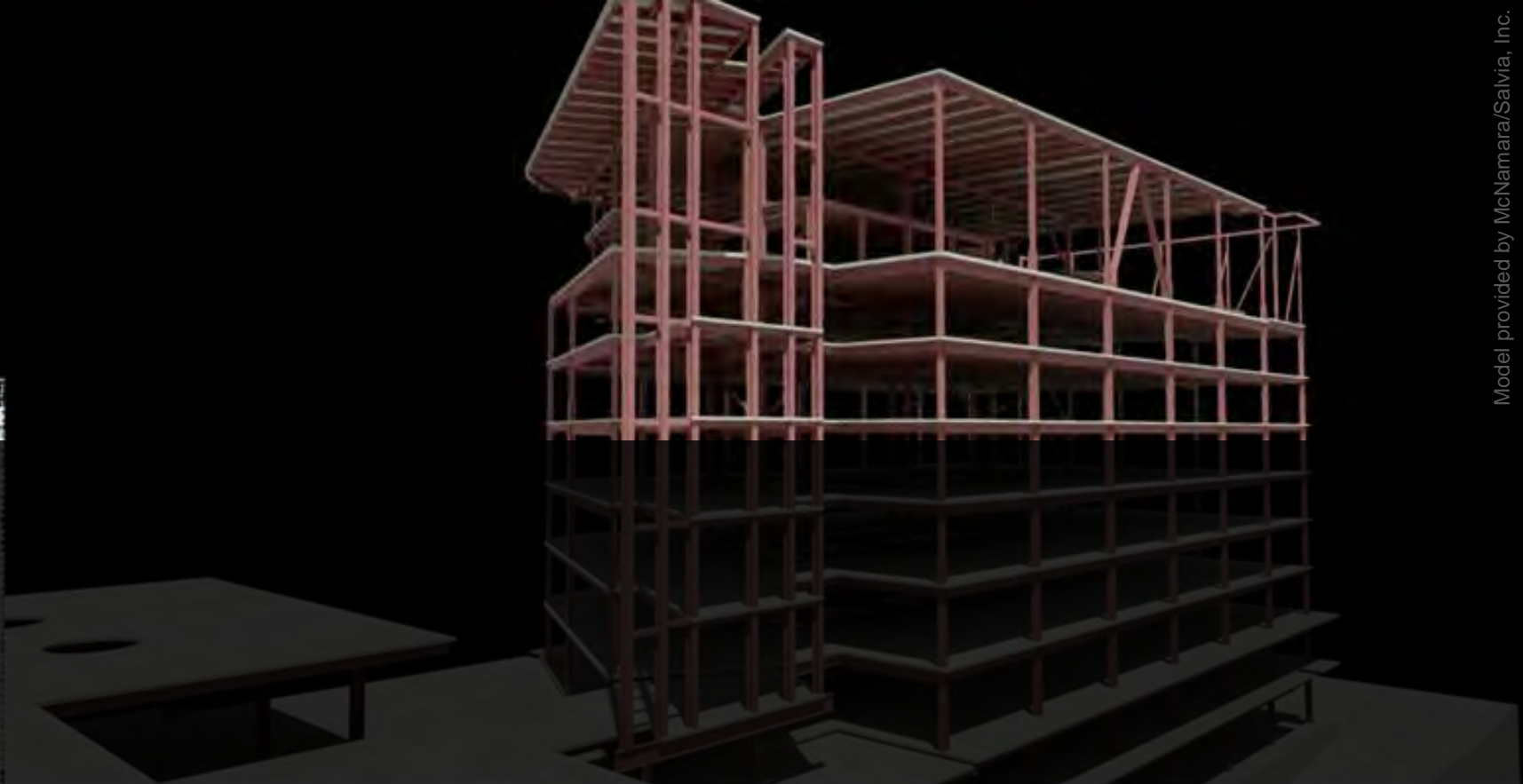




Image courtesy of Cannon Design

Expanding the AEC Footprint



Model provided by McNamara/Salvia, Inc.

Jay Bhatt
Senior Vice President, AEC



Courtesy of KlingStubbins

Home construction sinks,
building permits down

BREAKING NEWS

United States Construction
Industry in Death Spiral

The Market Oracle

Orange County's economic recovery
slowed by construction industry

OCMetro

Experts: Drilling Moratorium May
Do More Economic Damage
Than Oil Spill

VOA News.com

Stimulus grants have boosted
construction in New Hampshire,
but future isn't as rosy

Nashua Telegraph

Economists Fear Higher
Unemployment In 2011

Loss of jobs, specifically in the construction industry, means signs
of economic improvement are unlikely in the next six months

BREAKING NEWS

Economists Fear Higher Unemployment
In 2011

Loss of jobs, specifically in the construction industry, means signs of economic
improvement are unlikely in the next six months.



Brazil

India

China

Cost
Efficiency
Productivity

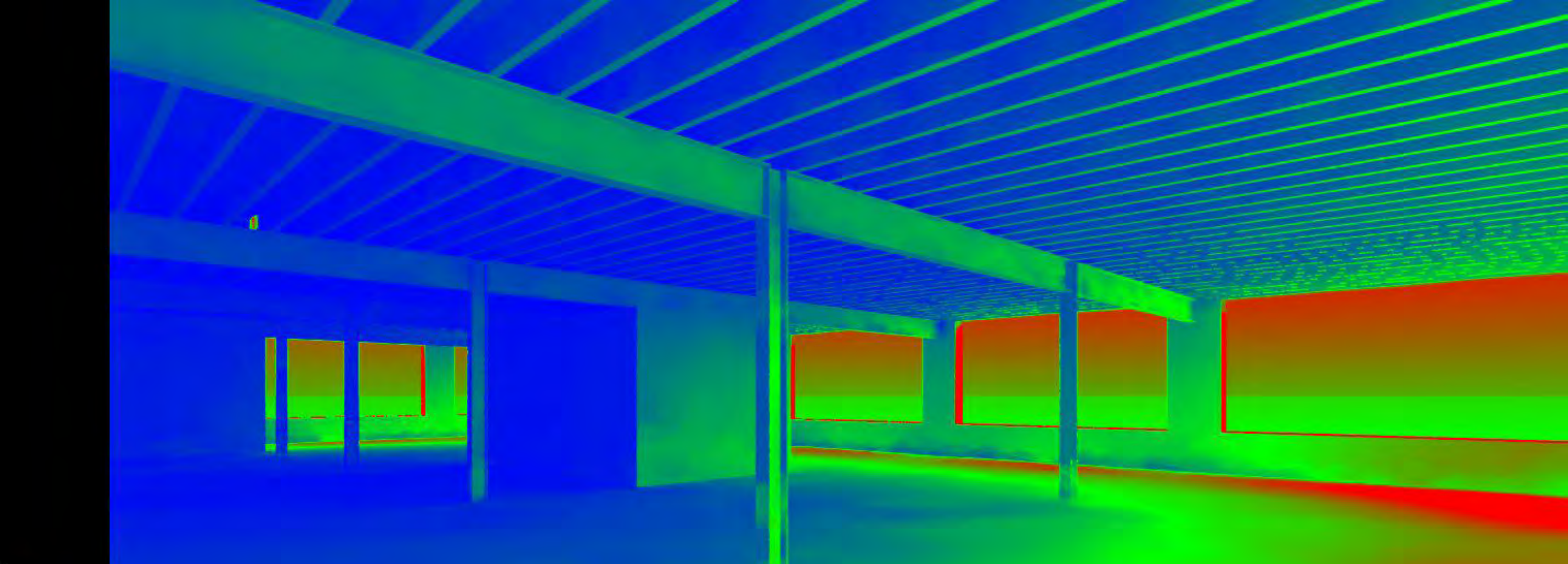


An aerial, high-angle view of a futuristic city. The scene is dominated by modern, multi-story buildings with glass and concrete facades. A prominent feature is a large, curved building on the left with a complex, grid-like facade. In the center, a wide, green-paved pedestrian walkway runs parallel to a blue river. A white train is visible on a track that crosses the walkway. To the right, another large building with a curved facade and glass windows is visible. The sky is clear, and several wind turbines are scattered across the cityscape, suggesting a focus on sustainable architecture. The overall aesthetic is clean, modern, and technologically advanced.

Building Information Modeling

T.O.C.C.I

We all work for the project



Lux

950

850

750

650

550

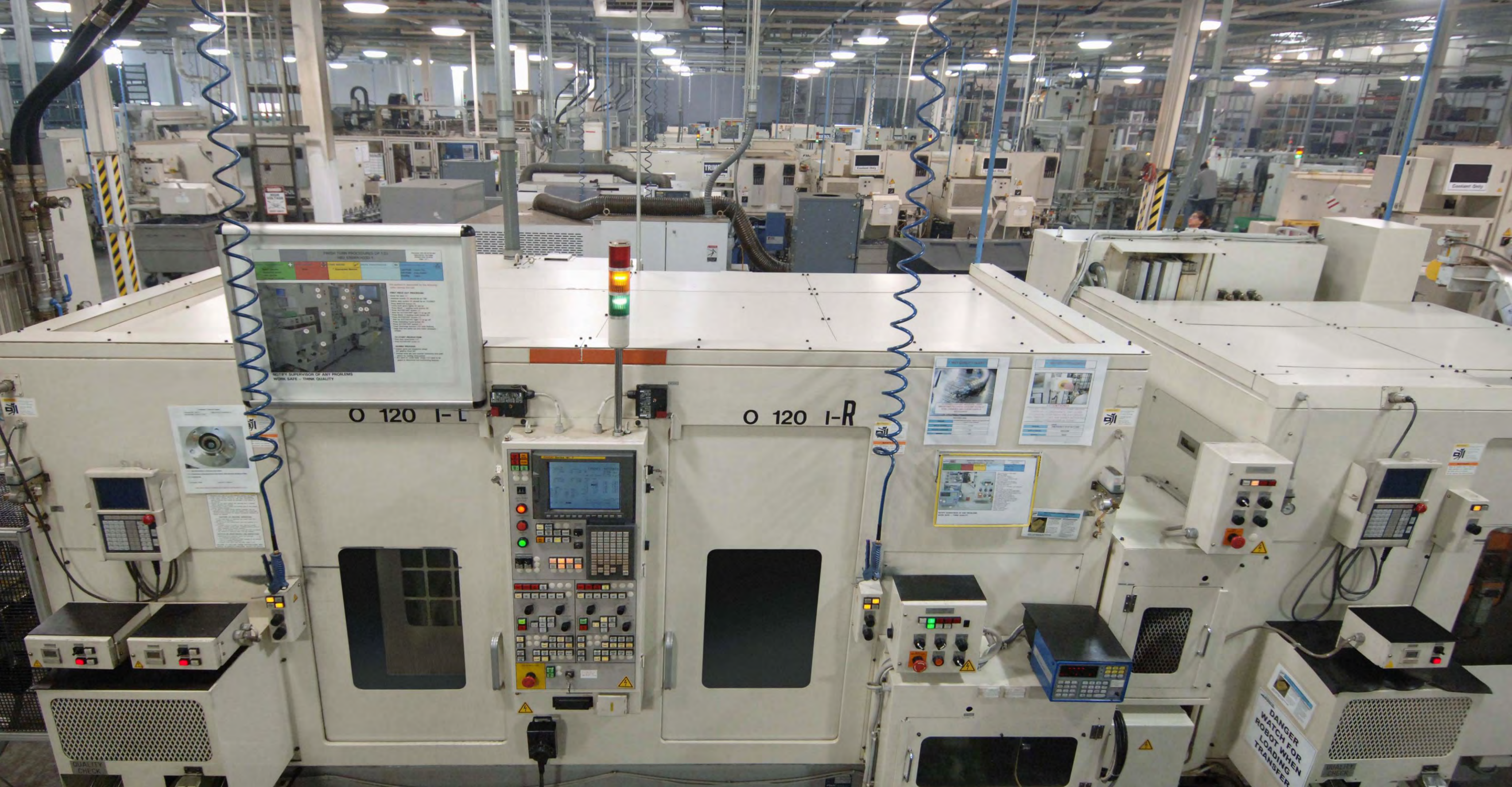
450

350

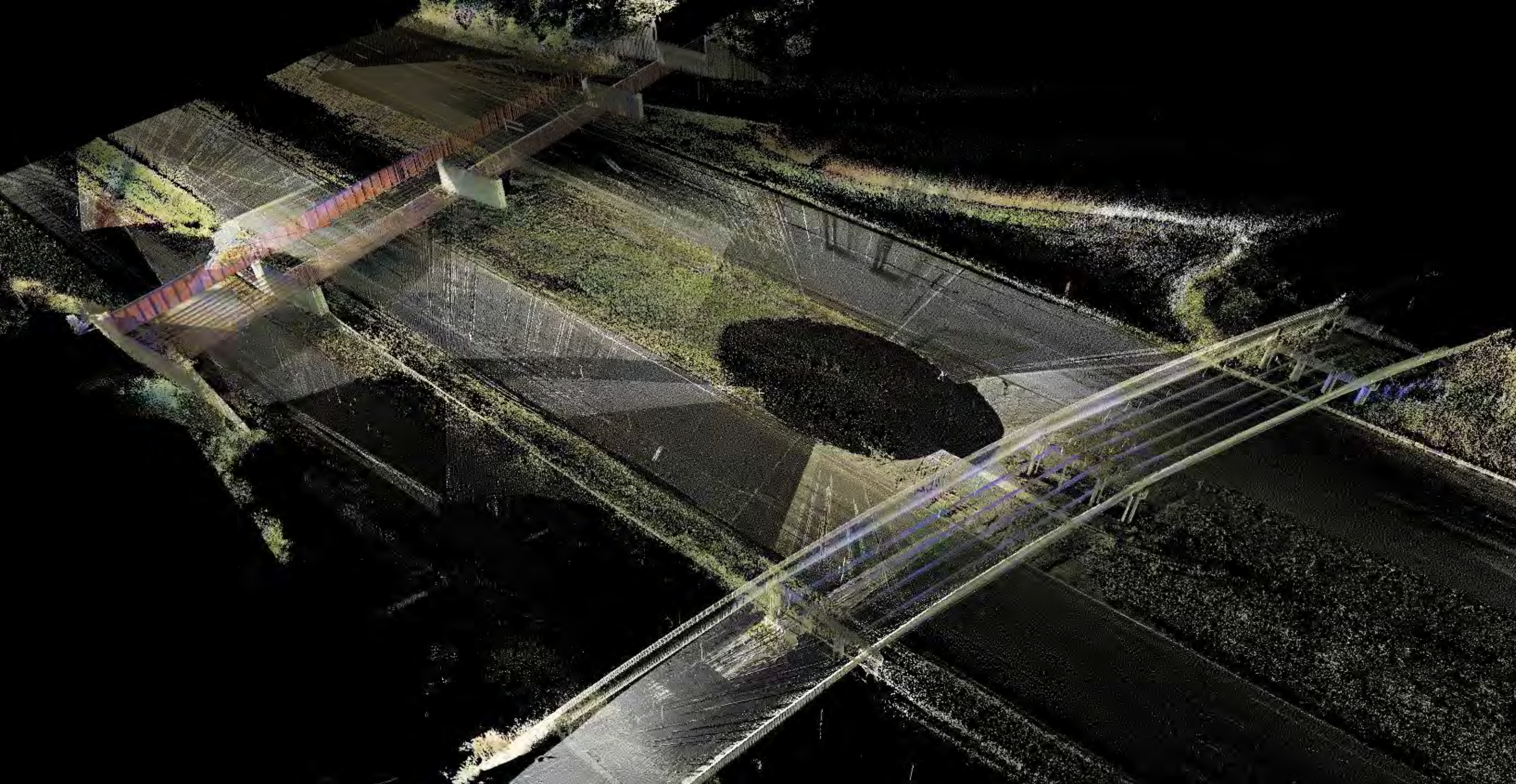
250

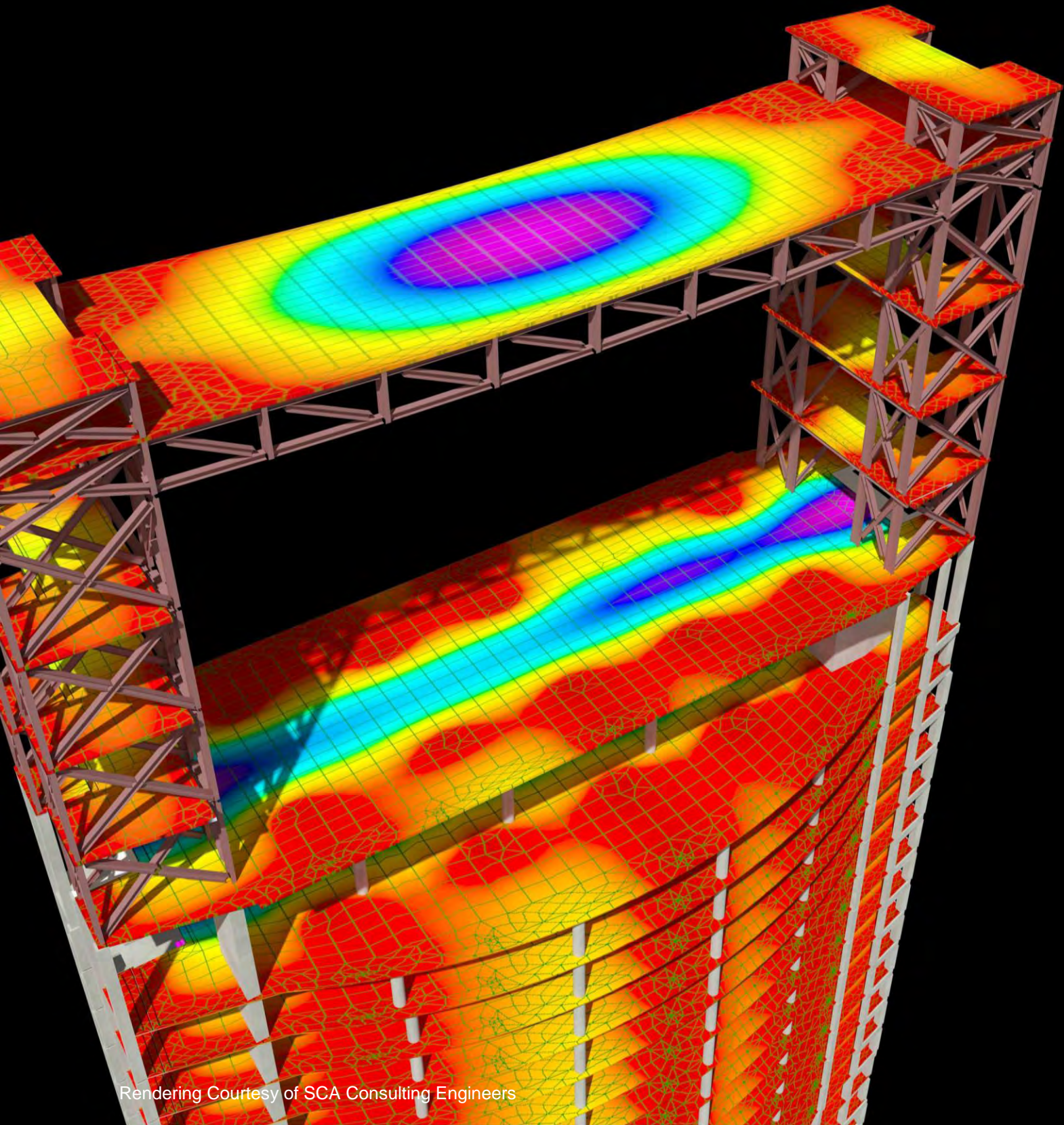
150

50

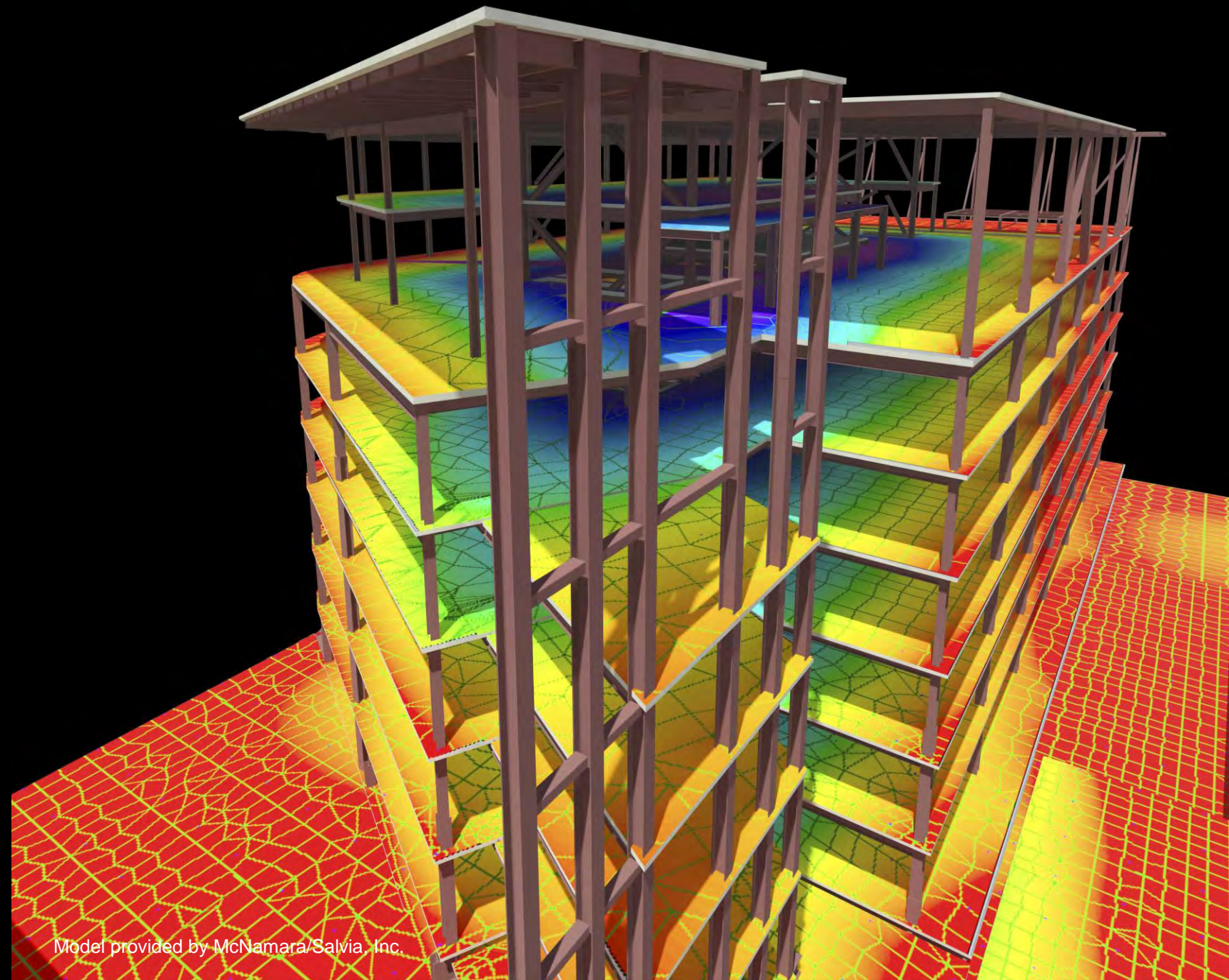








Rendering Courtesy of SCA Consulting Engineers



Model provided by McNamara/Salvia, Inc.

More Products for Single Disciplines

New Products for Underserved Disciplines

Expanded Capabilities

New Delivery Methods



Opportunity

3x



Enterprise

500+ Seats
100s of accounts

Small and Medium Business

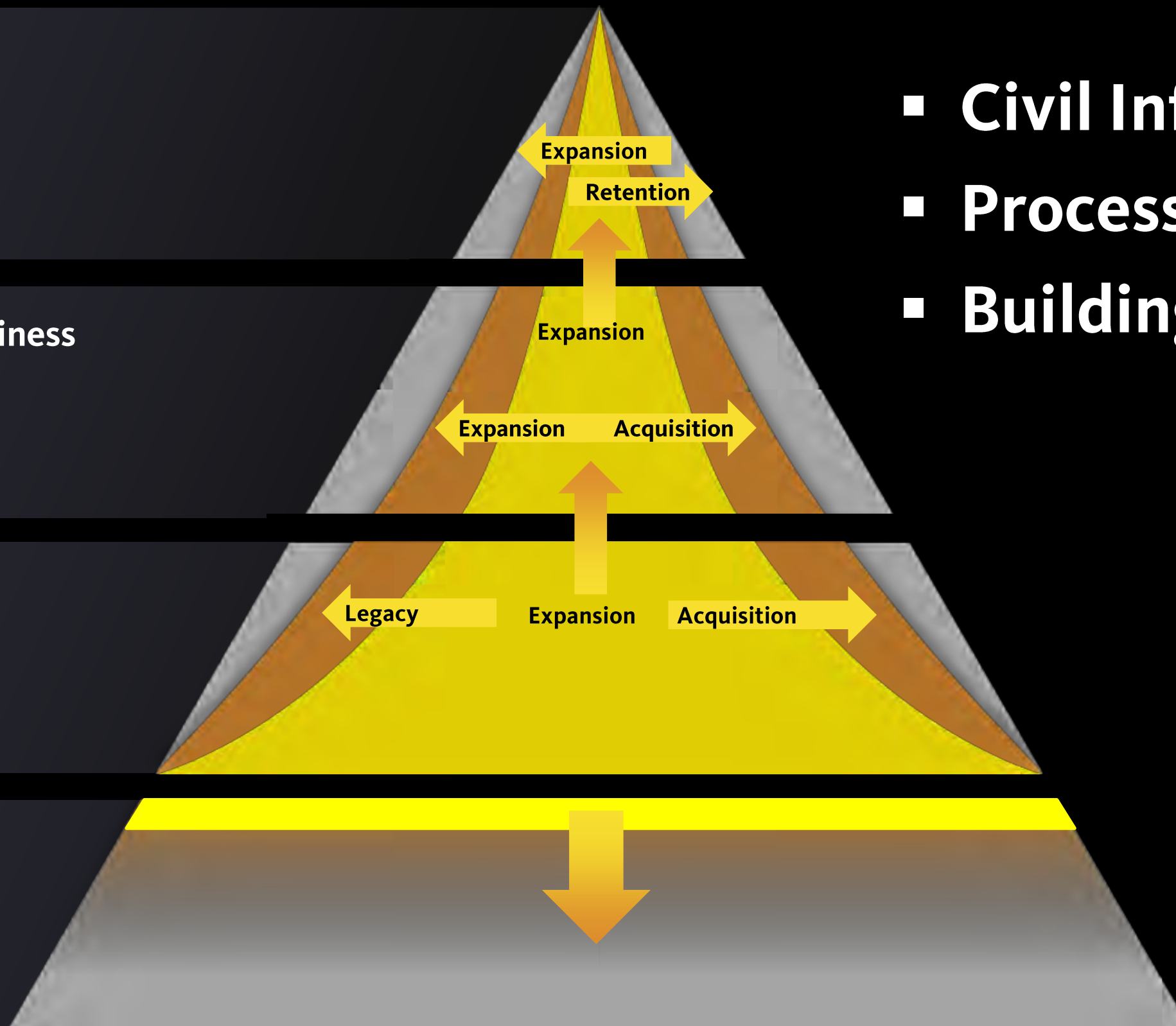
5-500 Seats
10,000s of accounts

Professionals

1-5 Seats
100,000s of accounts

Consumers

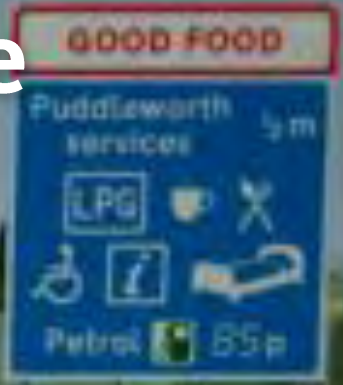
2,500,000



- **Civil Infrastructure**
- **Process & Power**
- **Building Construction**

Driving up the Value Chain & Taking Competitive Share

7X



Oranjewoud NV

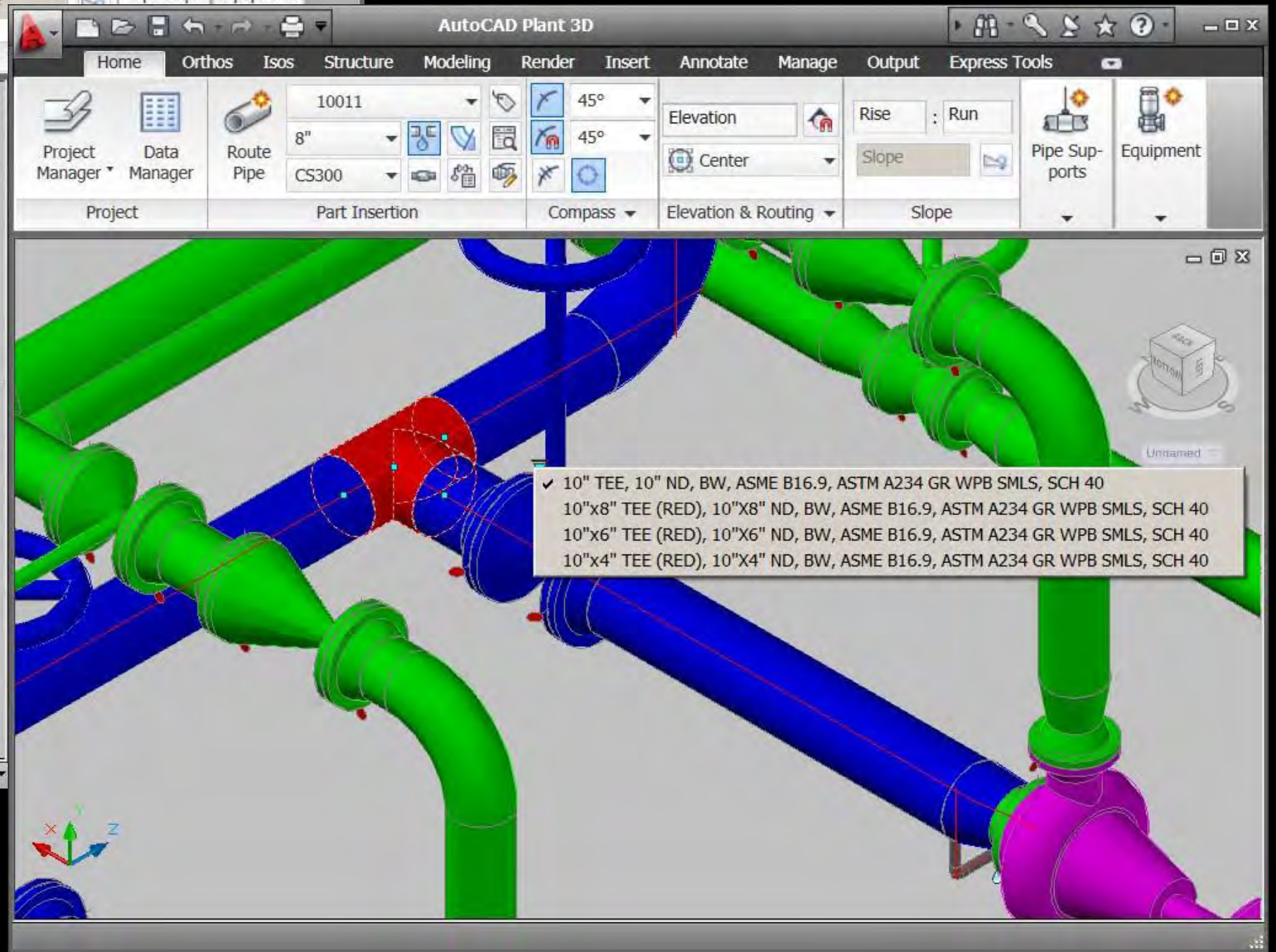
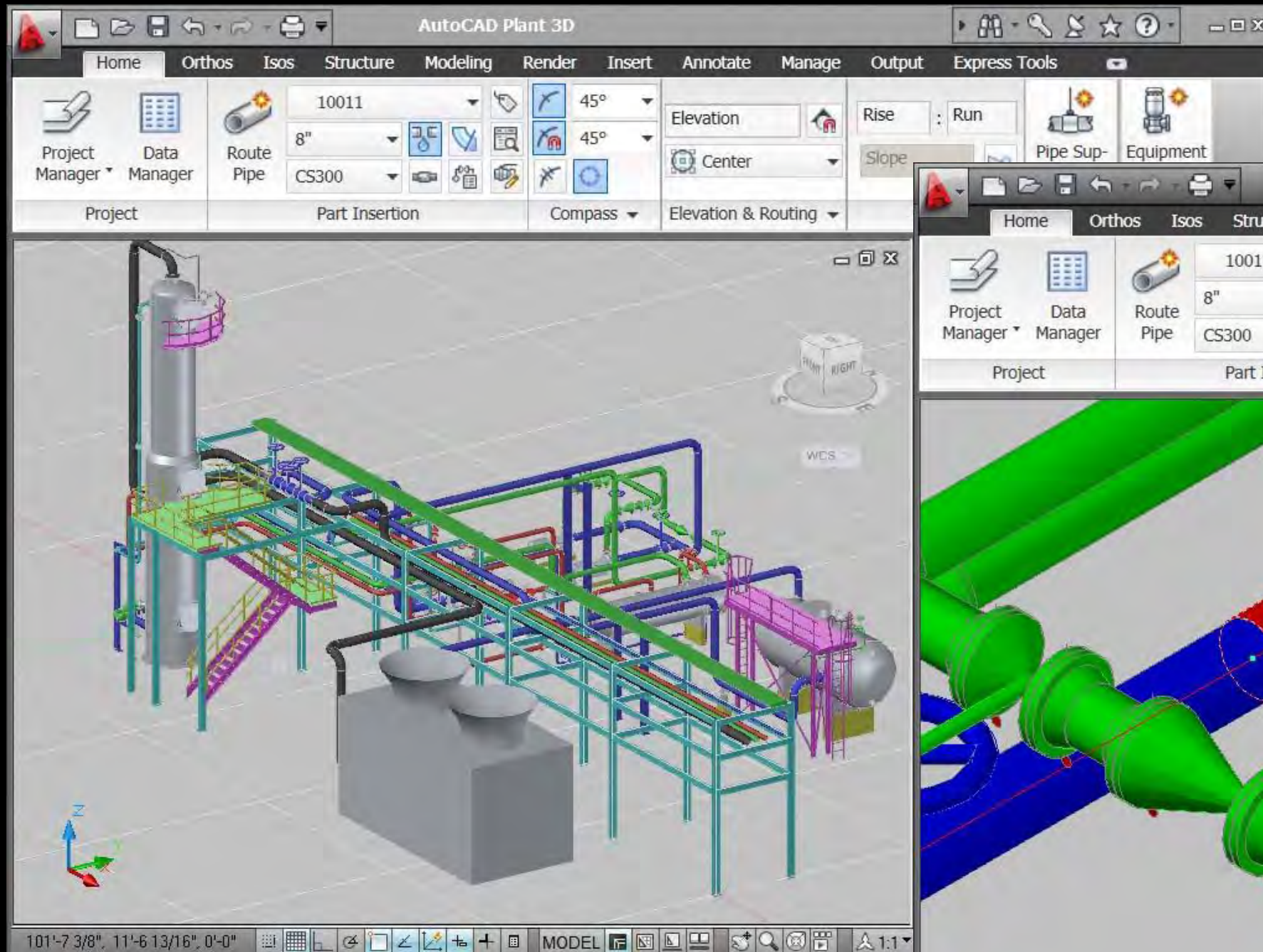
Half the time taken to produce P&ID's
Minimized overall design delivery time
Improved accuracy



A 3D architectural rendering of an industrial plant, possibly a refinery or chemical processing facility. The scene is dominated by a complex network of pipes and structural steel. In the foreground, a large red pipe runs diagonally across the frame, supported by a blue steel structure. Above it, yellow pipes and a yellow walkway are visible. To the right, a large, grey, cylindrical vessel or tower is partially shown. The background shows more industrial structures under a clear blue sky.

Driving up the Value Chain & Taking Competitive Share

1 Million AutoCAD Users



Tenix Alliance



A large-scale construction site under a clear blue sky with scattered white clouds. The foreground and middle ground are dominated by a multi-story concrete structure under construction, featuring extensive scaffolding and yellow safety railings. Several tall tower cranes are visible, including a prominent red one in the center and a yellow one on the right. The overall scene conveys a sense of active and growing construction.

Growing in Construction

30%

Source: McGraw Hill

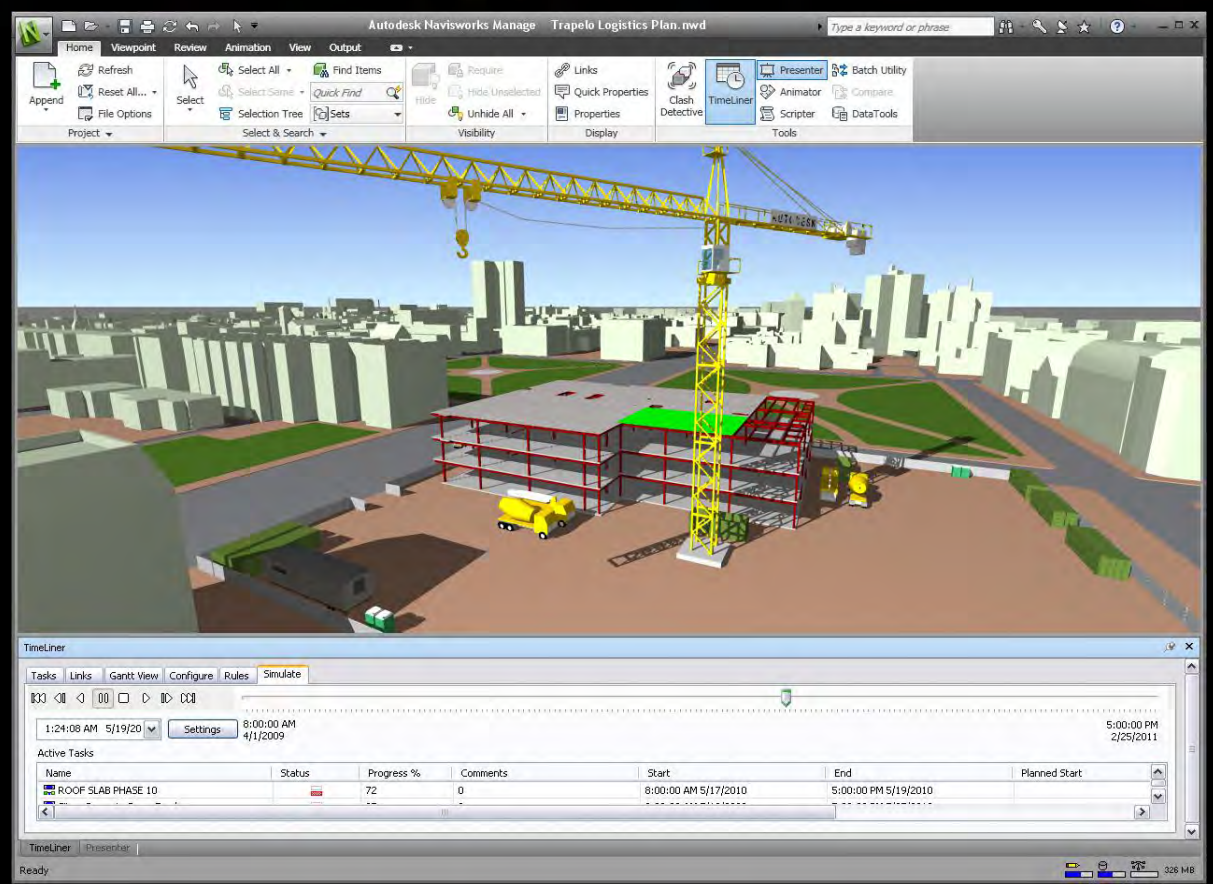
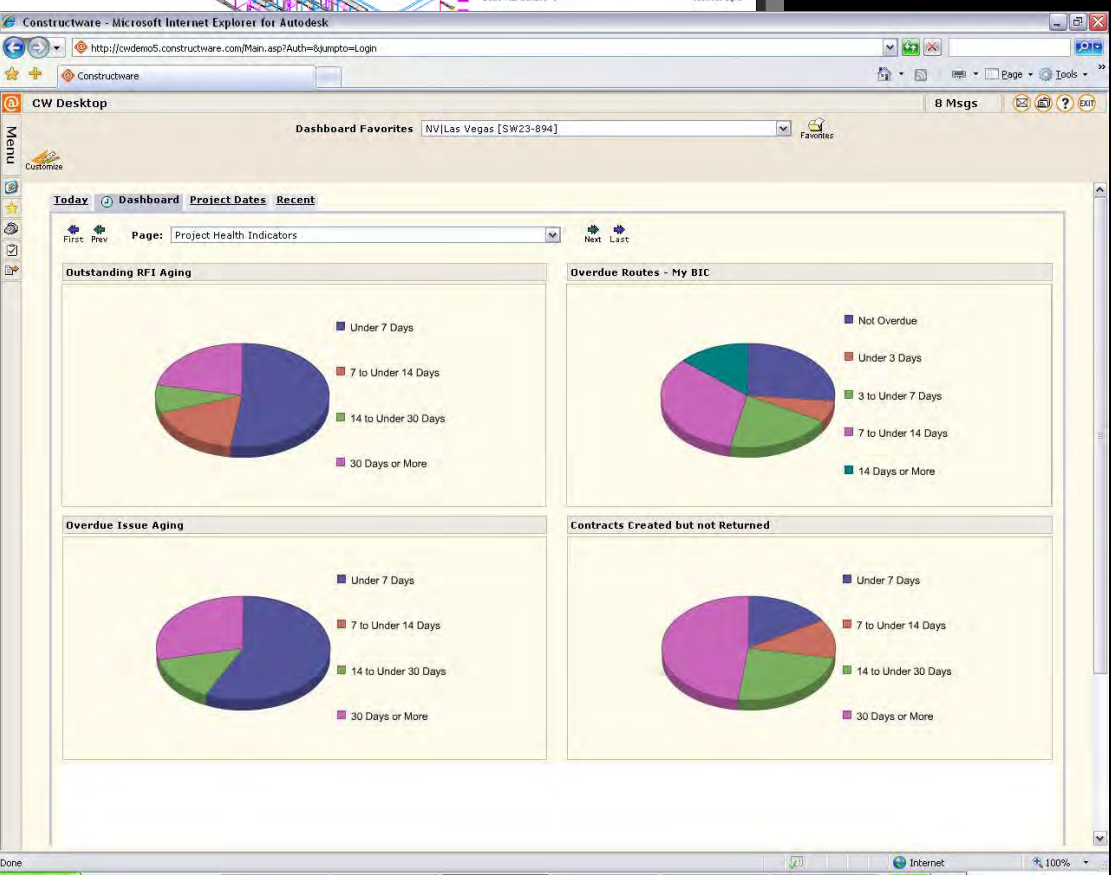
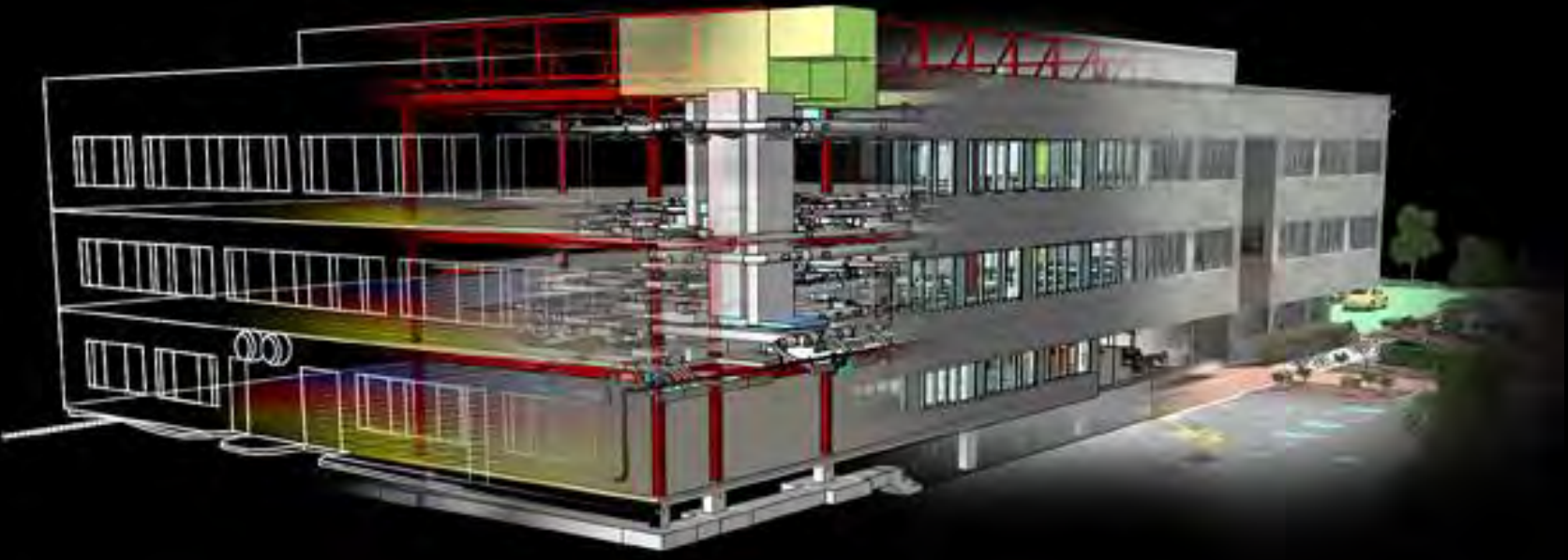
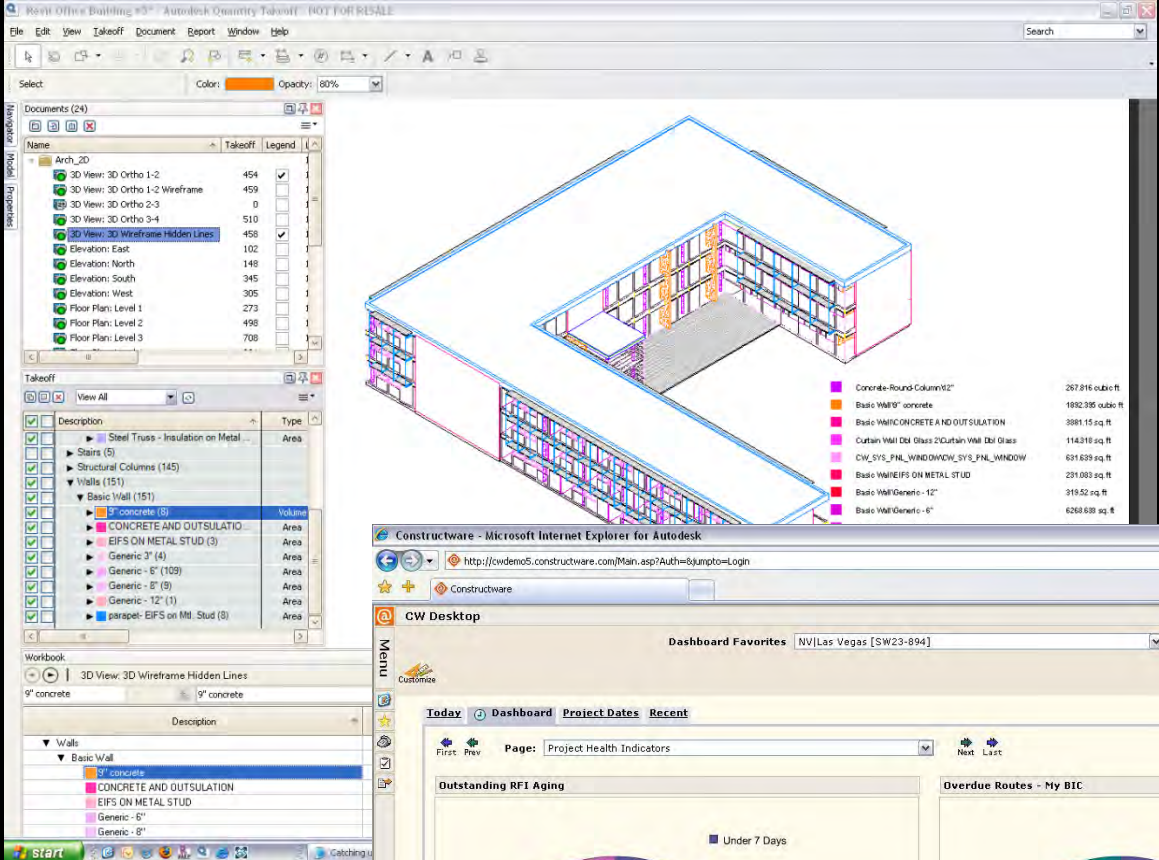


Growing in Construction

25-100%

Source: McGraw Hill

Construction Portfolio



European Construction Customer Council (EC₃)



- Balfour Beatty

- Ballast Nedam

- Bouygues

- BAM

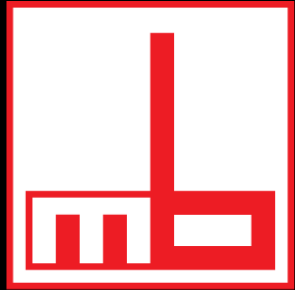
- Hochtief

- Laing O'Rourke

- Max Bögl

- Strabag / Züblin

MAX BOGL



MAX BÖGL

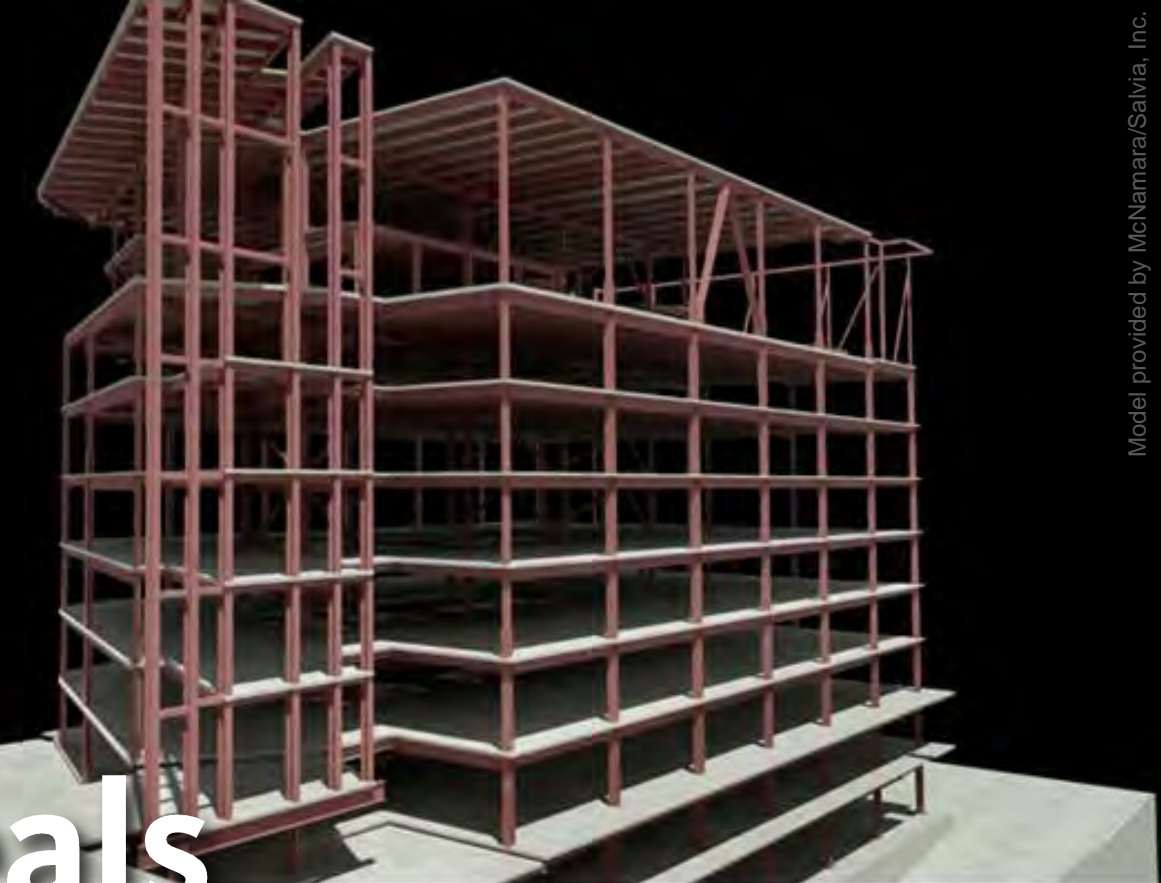
Largest privately owned construction company in Germany.

Adopted a comprehensive use of building information modeling (BIM) to optimize its design-build and construction processes.



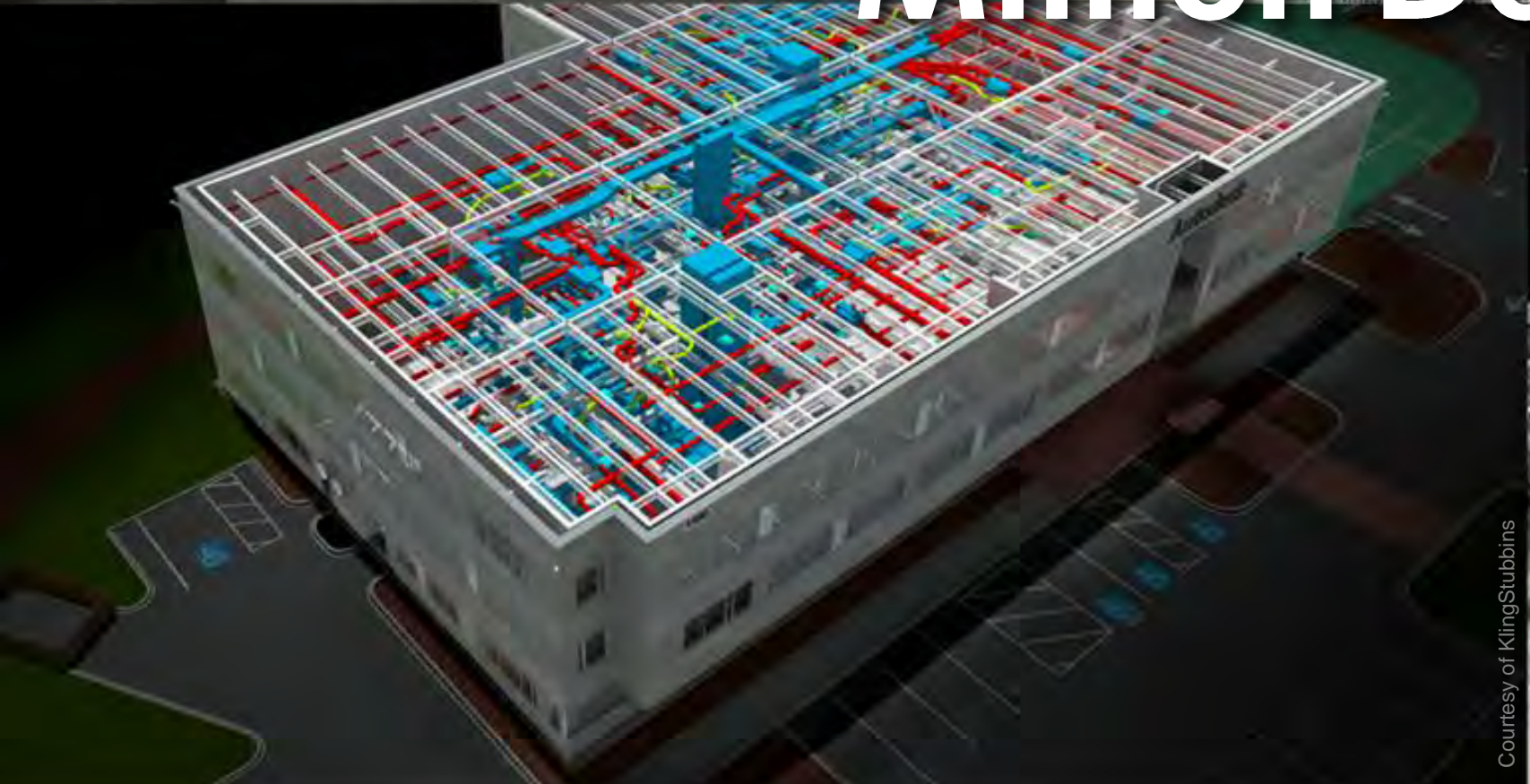


Image courtesy of Cannon Design



Model provided by McNamara/Salvia, Inc.

Million Dollar Deals



Courtesy of KlingStubbins



Construction

Process & Plant

Building Information Modeling

Civil Infrastructure

Cost

Efficiency

Productivity

Autodesk®

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