

NESTIX

Frequently Asked Questions

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Overview

Intergraph Process, Power & Marine (PP&M), part of Hexagon, announced on June 13, 2016, an agreement to acquire NESTIX Oy, a leading provider of data-centric software solutions for managing and optimizing steel fabrication. The acquiring entity of NESTIX Oy is Hexagon Intergraph AB.

Intergraph PP&M has successfully resold the NESTIX SHIP product to global fabrication customers since April 2014. The strategic acquisition solidifies the integration of NESTIX in the popular Intergraph Smart™ Yard solution and provides Intergraph Process, Power & Marine with a long-term complete solution for all fabrication processes related to pipes as well as steel production management, including fabrication, welding, work preparation and material optimization through part nesting functions.

NESTIX's skilled and experienced staff with in-depth fabrication knowledge will join Hexagon as part of the acquisition.

About Intergraph® Process, Power & Marine

Soon to be known as Hexagon Process, Power & Marine, Intergraph Process, Power & Marine is the leading global provider of engineering software for the design, construction and operation of plants, ships and offshore facilities.

Process, Power & Marine is part of Hexagon (Nasdaq Stockholm: HEXA B; hexagon.com), a leading global provider of information technologies that drive quality and productivity improvements across geospatial and industrial enterprise applications.

Q: Who uses Intergraph software?

A: Nine out of 10 of the world's major engineering firms and corporate owner operators use Intergraph products. They know our products are accepted as industry standards for design and engineering, so they are assured of proven solutions that are used and accepted worldwide by their peers. For more information, please visit ppm.intergraph.com.

About NESTIX®

NESTIX has developed software applications for part and assembly production in prefabrication shops from its founding in 1982. NESTIX is based in Oulu, Finland, and was the first supplier on the market and remains a leading supplier of prefabrication shop data systems in Europe. NESTIX has developed its solutions in cooperation with its partner clients, ensuring that decisions made during the software development process are in line with the reality of prefabrication. NESTIX is always willing to learn more from its customers in order to develop the software further and correspond with the rapid changes in the global market. For more information, please visit www.nestix.fi.

Q. Who uses NESTIX software?

A: NESTIX is comprised of more than 500 clients in 40 countries, and more than 8,000 professionals use NESTIX software daily. Its customers include major steel service centers, shipyards, offshore yards, pipe fabricators, mechanical engineering companies and the steel construction industry. Tens of millions of parts are made annually using NESTIX software.

Product Overview and Strategy

Q: How will the NESTIX solutions integrate with the Intergraph Process, Power & Marine product portfolio?

A: The NESTIX products will be combined with the existing Intergraph Smart Yard suite and will be renamed Intergraph Smart™ Production powered by NESTIX. The main components include:

Intergraph PP&M product name	NESTIX product name
Intergraph Smart™ Production powered by NESTIX	SHIP (block and piping production control)
Intergraph Smart™ Production Cutting	CUTTING (nesting and NC programming)
Intergraph Smart™ Production MES	MES (manufacturing execution solution)
Intergraph Smart™ Production SSC	SSC (Steel Service Center)

Q: Is it possible to receive a demonstration of NESTIX / Intergraph Smart Production solutions?

A: Yes. Visit www.nestix.fi/en/contacts/contactus, fill out the short form and check the “FREE DEMO” box, then submit. Or contact anyone from the Intergraph Marine Industry overlay team, who can assist you.

Q: Are there any case studies available to learn more about NESTIX solutions?

A: Case studies featuring Ruukki, STX France and Oy Flinkenberg Ab are available online at www.nestix.fi/en/references.

Customers and Partners

Q: What are the main benefits of NESTIX’s products to Intergraph PP&M customers?

A: With the addition of NESTIX to the existing Intergraph piping manufacturing solutions as key components of the Intergraph Smart Yard suite, PP&M clients now have access to a complete suite for pipe and steel production management. The acquisition of NESTIX will provide Intergraph PP&M customers, such as fabricators, a solution to manage manufacturing of steel structural parts such as plates, beams, etc.

Q: What are the changes for NESTIX customers as a result of the Intergraph acquisition?

A: NESTIX products targeted at the process design, fabrication and construction markets will now be sold through Intergraph Process, Power & Marine sales channels.

Steel Service Center production control (SSC) will continue to be sold through the existing NESTIX sales force and channel as well as Intergraph PP&M sales channel. NESTIX customers should continue to use existing NESTIX contacts for support, professional services, training and sales to address immediate and ongoing needs. Intergraph PP&M will communicate all changes in advance through these channels.

Q: Will NESTIX products continue to be sold through partners?

A: Yes, however, this is limited to the NESTIX Cutting and NESTIX MES.

Business Continuity

Q: Will NESTIX products continue to be updated and maintained?

A: Yes. Normal product updates and maintenance will continue. Over time, NESTIX products will be integrated into the Fabrications Solutions portfolio, creating additional value for customers through better integration and continued product advancements.

Q: Will Intergraph PP&M continue to support NESTIX Steel Service Centers?

A: Yes. Steel Service Centers provide the AEC / building and industrial markets steel building “kits” that are a key component of the steel value chain. The NESTIX-driven production control software is vitally important as part of fabrication and welding assembly.

Q: Who should I contact about NESTIX technical support issues – Intergraph PP&M or NESTIX?

A: Current NESTIX customers should continue to use existing NESTIX contacts for support, professional services, training and sales to address immediate and ongoing needs. Intergraph PP&M will communicate all changes in advance through these channels.

Existing Intergraph customers using Smart Production powered by NESTIX should use the existing Intergraph processes to receive support.

The Marine Industry overlay team initially will help coordinate the needs for professional services, training and sales to address immediate and ongoing needs.

Q: How do I learn more about NESTIX?

A: To learn more, visit the NESTIX Oy website at www.nestix.fi/en, and follow NESTIX on [LinkedIn](#). You can also visit ppm.intergraph.com to learn how leading fabrication companies and yards are using NESTIX and Intergraph Smart Production to increase efficiencies in steel fabrication.

Online Resources

Q: I would like more information. Can I schedule an online web demo?

Yes. Please contact us via the [web form](#) to arrange an online web demonstration.

Q: How can I connect with Intergraph PP&M via social networking?

A: Stay updated on the latest news from Intergraph PP&M through your favorite social networking sites:

Technical User Forums	http://ppm.intergraph.com/technical-user-forums
LinkedIn	www.linkedin.com/company/intergraph
GetSmart! Blog	ppm.intergraph.com/blog
Facebook	www.facebook.com/intergraph
Twitter	twitter.com/Intergraph
YouTube	www.youtube.com/user/intergraphcorp

Q: How can I keep up-to-date on Intergraph PP&M news and events?

A: Sign up for our news and updates at forms.intergraph.com/PPM-OnlineNewsSubscriptionMgtCtr.

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