



AED-SICAD and ArcFM™ UT

**The AED-SICAD product family for utilities
based on ArcGIS® technology**

German Software Engineering by AED-SICAD

- **One of the leading GIS application development companies in Europe**
- **We focus on 3 primary market segments**
 - ✦ Utilities
 - ✦ Cadastre
 - ✦ Local Governments
- **Geographical**
 - ✦ Europe, Middle East, Rest of World
- **We develop on the leading GIS platform - ESRI's ArcGIS Technology**
- **Our offering**
 - ✦ COTS Software:
 - State-of-the-art and ready-to-use GIS applications
 - ✦ Professional Services: Specification, installation, customizing, data migration, training

■ Our company

- ◆ German Company (Offices Sites in Bonn, Munich and Berlin)
- ◆ More then 200 employees in AED-SICAD AG
- ◆ Employees with more than 20 years of experience
- ◆ 3 daughter companies

■ More than 10.000 licenses and >2000 customers all over the world

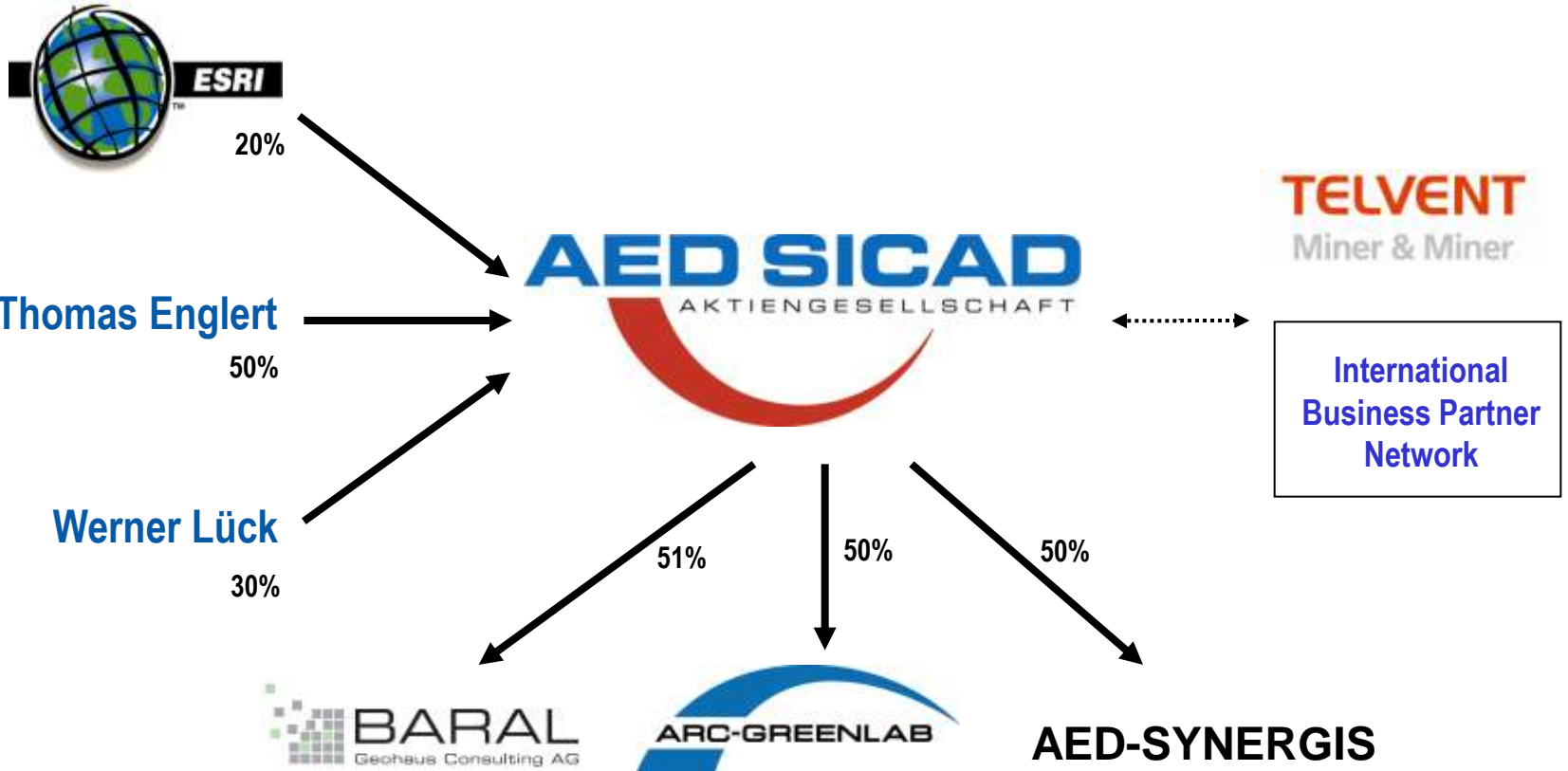
- ◆ > 40 000 GByte of data are managed by AED-SICAD software

■ Financial situation

- ◆ Debt-free
- ◆ High liquidity
- ◆ Profitable



ArcFM™ UT Product Overview



→ Shareholder

.....→ Strategic Partner

■ Structure of Revenues:

■ Market Segments

- Roughly 50 % Utilities
- Roughly 50 % Local Governments and Cadastre

■ Geographical:

- Primarily Europe (about 85%)
- Middle East (about 8%)
- Rest of World (about 7%)

■ Our Sales structure

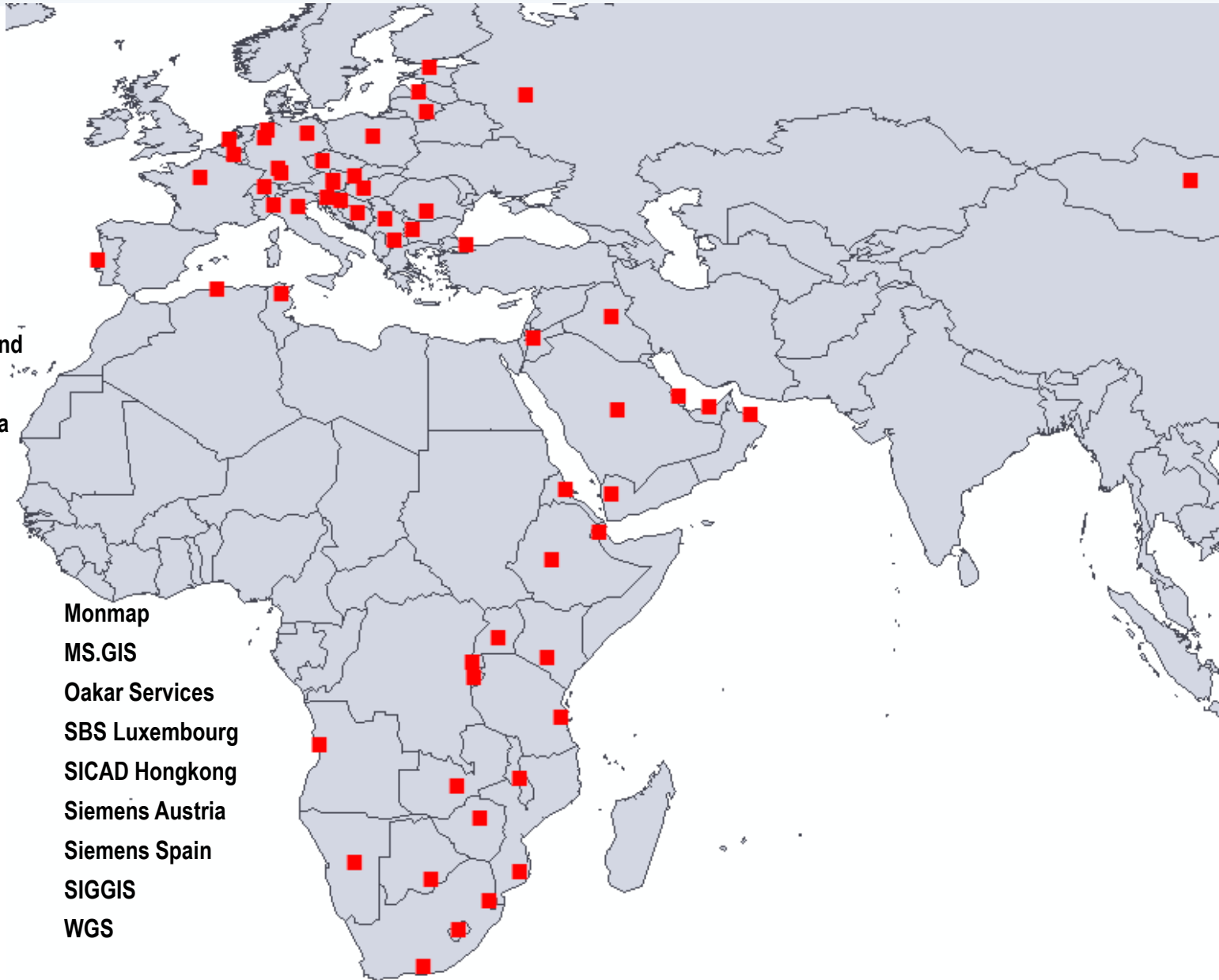
- ✦ Germany: Direct & indirect Sales
- ✦ Local Government through daughter companies
- ✦ International: In general only through VARs
 - Mostly ESRI international distributors
 - Local market leaders
 - Large system integrators

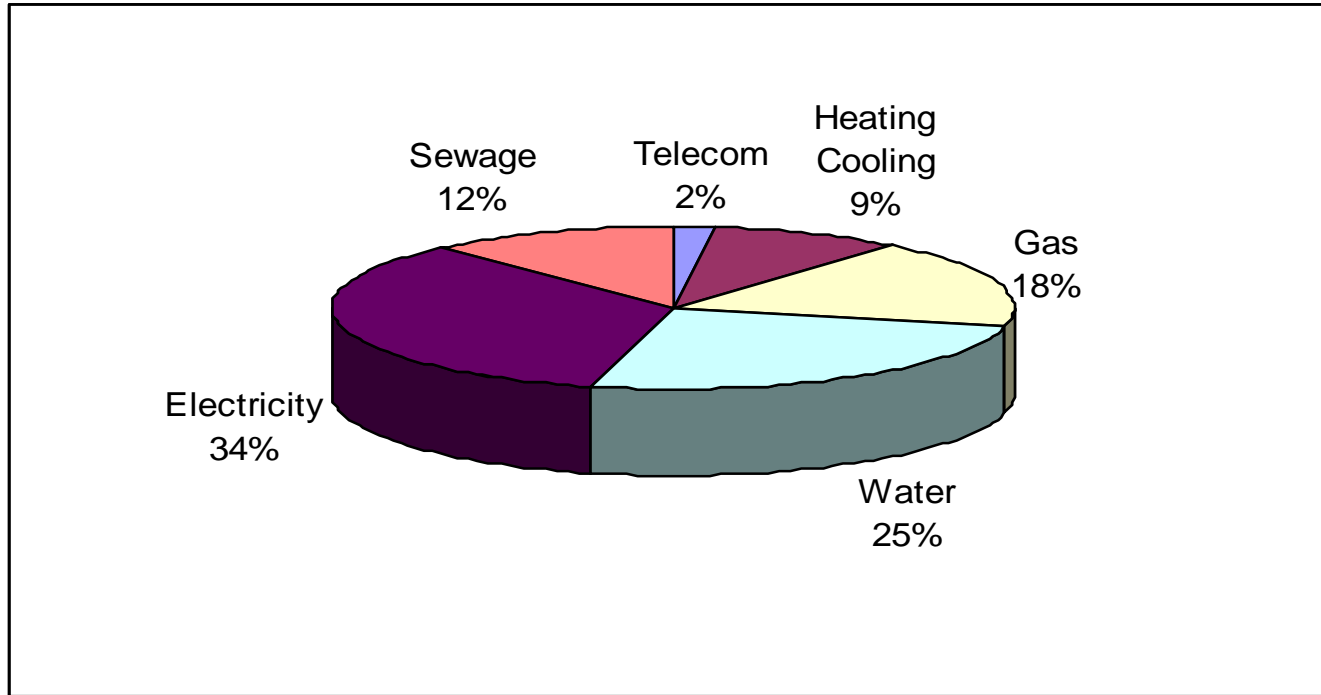
The Company: Business Partners Worldwide

ArcFM™ UT Product Overview

- ACR Progetti
- AlphaGIS
- ArcGeo
- Arteeles
- Atlas GIS
- Data+
- ESRI France
- ESRI Nederland
- ESRI Polska
- ESRI Romania
- ESRI Belux
- e-utile
- GIS4C
- GISData
- GISSuccess
- GISTEC
- Graphtech
- Infograph
- K&A
- L&Mark
- Livona
- Mapex
- MIS

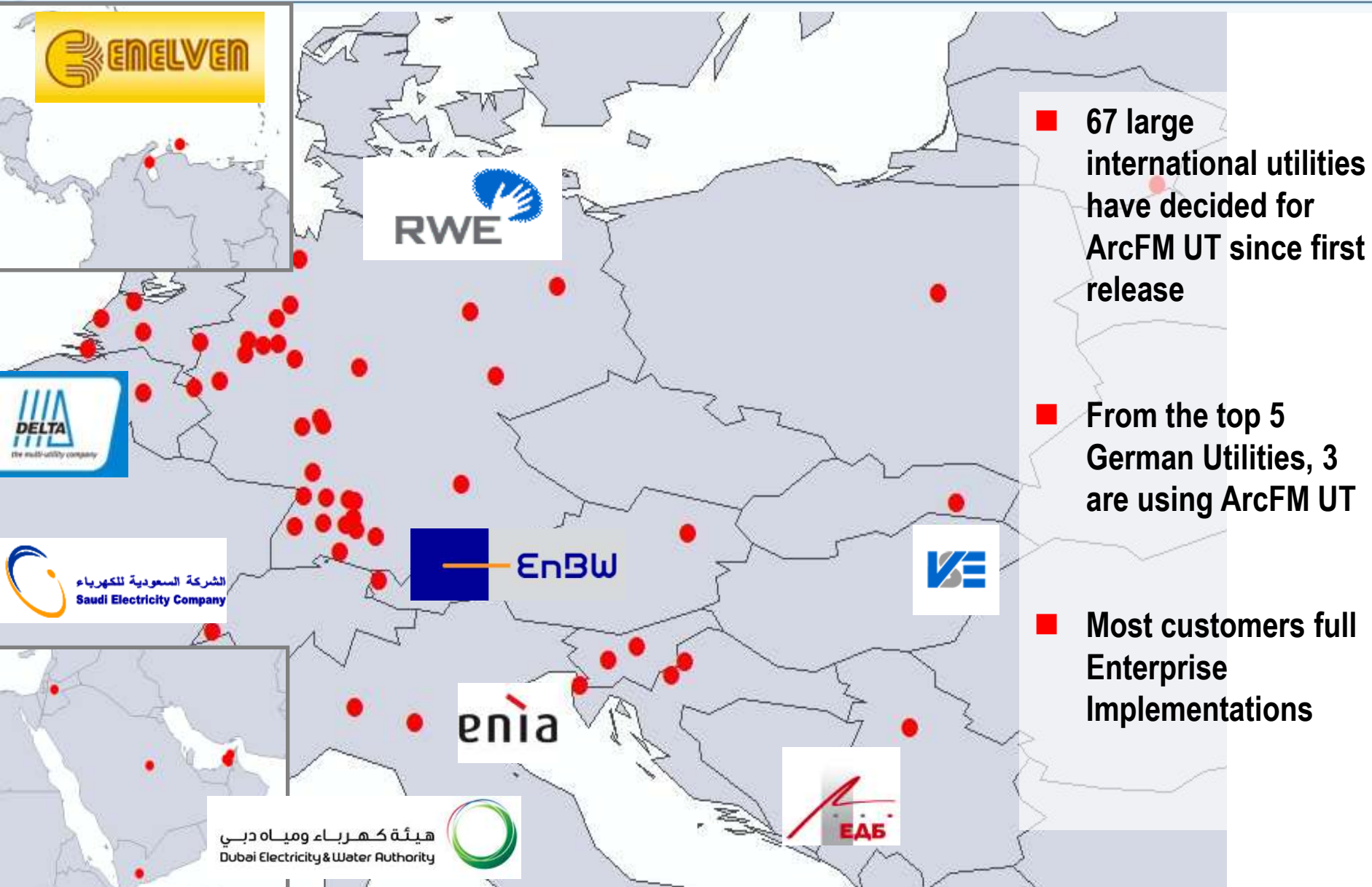
- Monmap
- MS.GIS
- Oakar Services
- SBS Luxembourg
- SICAD Hongkong
- Siemens Austria
- Siemens Spain
- SIGGIS
- WGS





- More than 1400 licenses sold worldwide
- More than 130 customers use UT products
- Largest databases: More than 90 GB of network data
- Largest installation: more than 2400 concurrent updating users, more than 1500 Intranet users

Successes 2008 / 2011: Overview ArcFM UT Customers



- 67 large international utilities have decided for ArcFM UT since first release
- From the top 5 German Utilities, 3 are using ArcFM UT
- Most customers full Enterprise Implementations

■ **VEG : Small but dynamic Gas Utility**

- ✦ Located near Western border of Austria
- ✦ 28 700 service points
- ✦ Gas network 2000 km

■ **Data Situation**

- ✦ Migration from Intergraph
- ✦ Joint use of basemap with local electricity company and local authorities

■ **Software**

- ✦ ArcFM UT Desktop for data maintenance (6)
- ✦ ArcFM UT Web for information dissemination
- ✦ ArcFM UT Mobile for preventive / corrective maintenance and outages
- ✦ ArcFM UT Integrator NCS with network calculation module „Optiplan“

■ **Future plans**

- ✦ 24 / 7 „Click before you dig“ solution



- EnBW is the #3 electricity supplier in Germany
- 45% subsidiary of EdF
- Some Figures
 - ✦ 3 Million network customers
 - ✦ Turnover 2009: 15.5 Billion EUR
 - ✦ Network length: Electricity 100 000 km
- Offices in State of Baden-Württemberg:



ArcFM™ UT Product Overview



- Headquarters of EnBW Regional AG
- Regional centre
- District centre
- Location of majority holding
- Regional centre/Majority holding
- District centre/Majority holding





■ **Project Start in August 2005 - In production since May 2006**

■ **Project Phase 1**

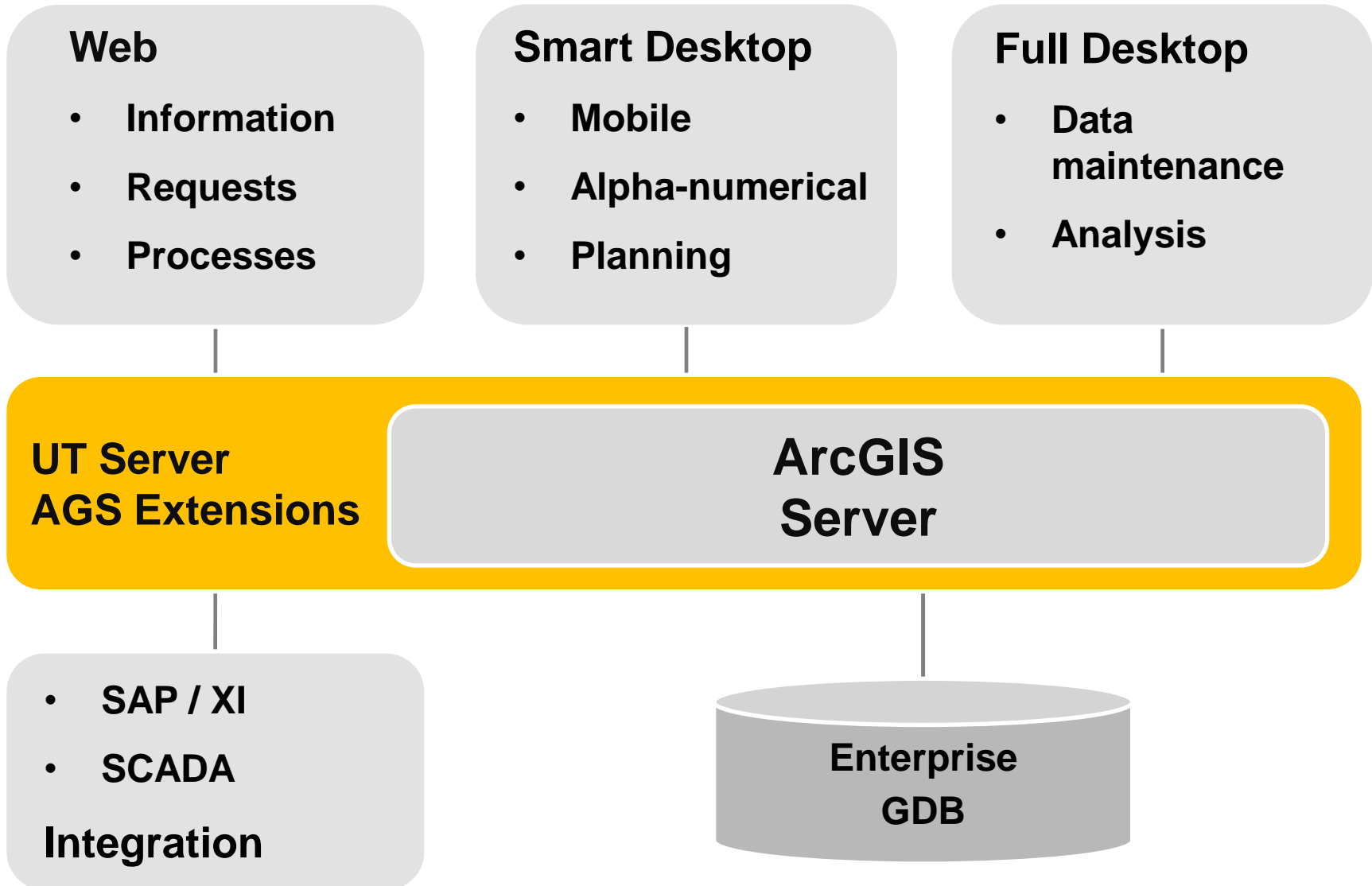
- ✦ ArcFM UT with straight-forward data model
- ✦ Off-shore data capturing with 5 companies
- ✓ Completed

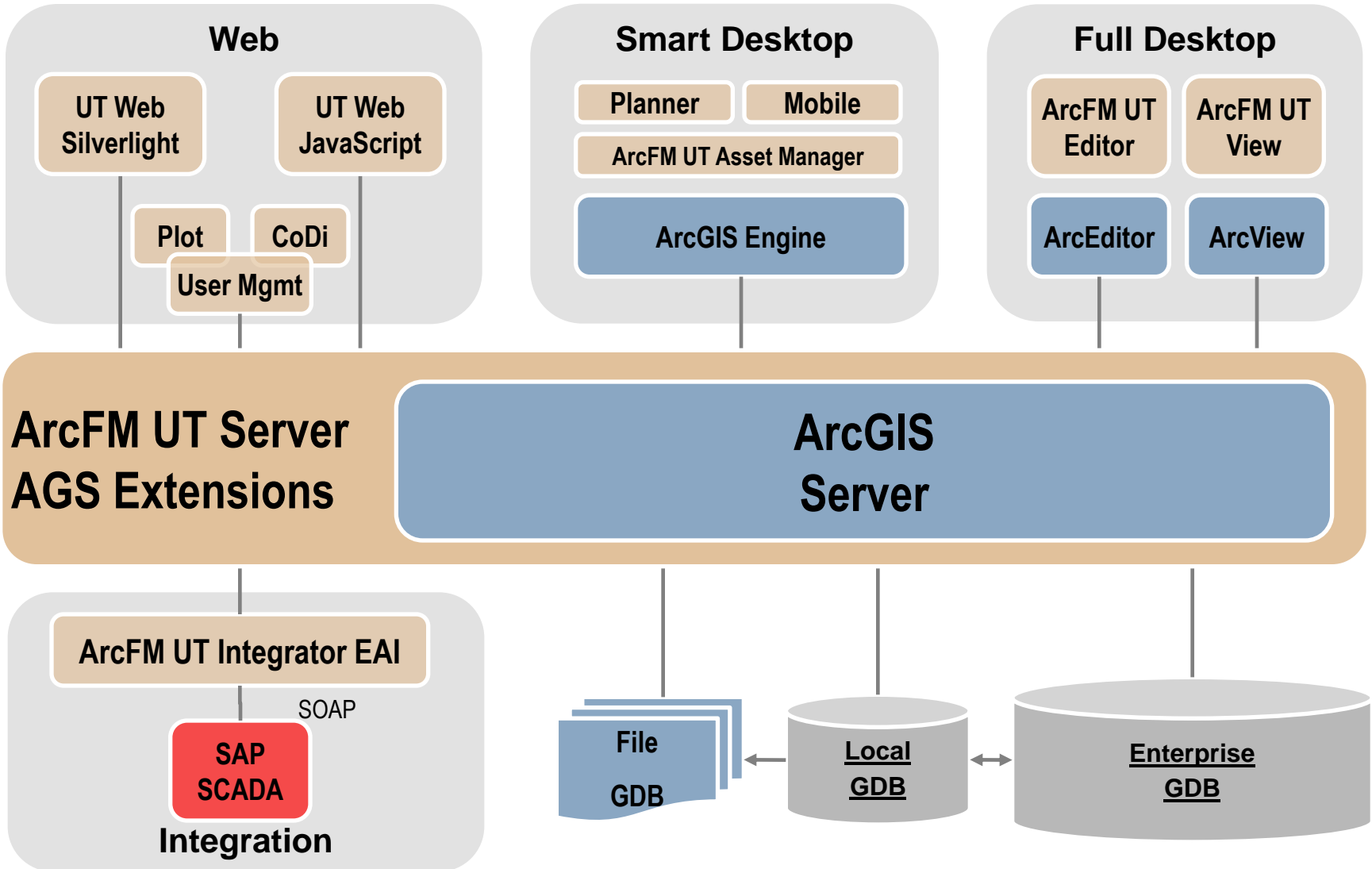
■ **Project Phase 2**

- ✦ ArcFM UT with enhanced data model and functionality
- ✦ Continued data capturing (off-shore)
- ✦ Heavy data migration (GIS, CAD, Alpha-numeric)
- ✦ Data maintenance within EnBW (230 Editors, Citrix farm)
- ✦ UT Web intranet map and data service
- ✓ Completed

■ **Project Phase 3**

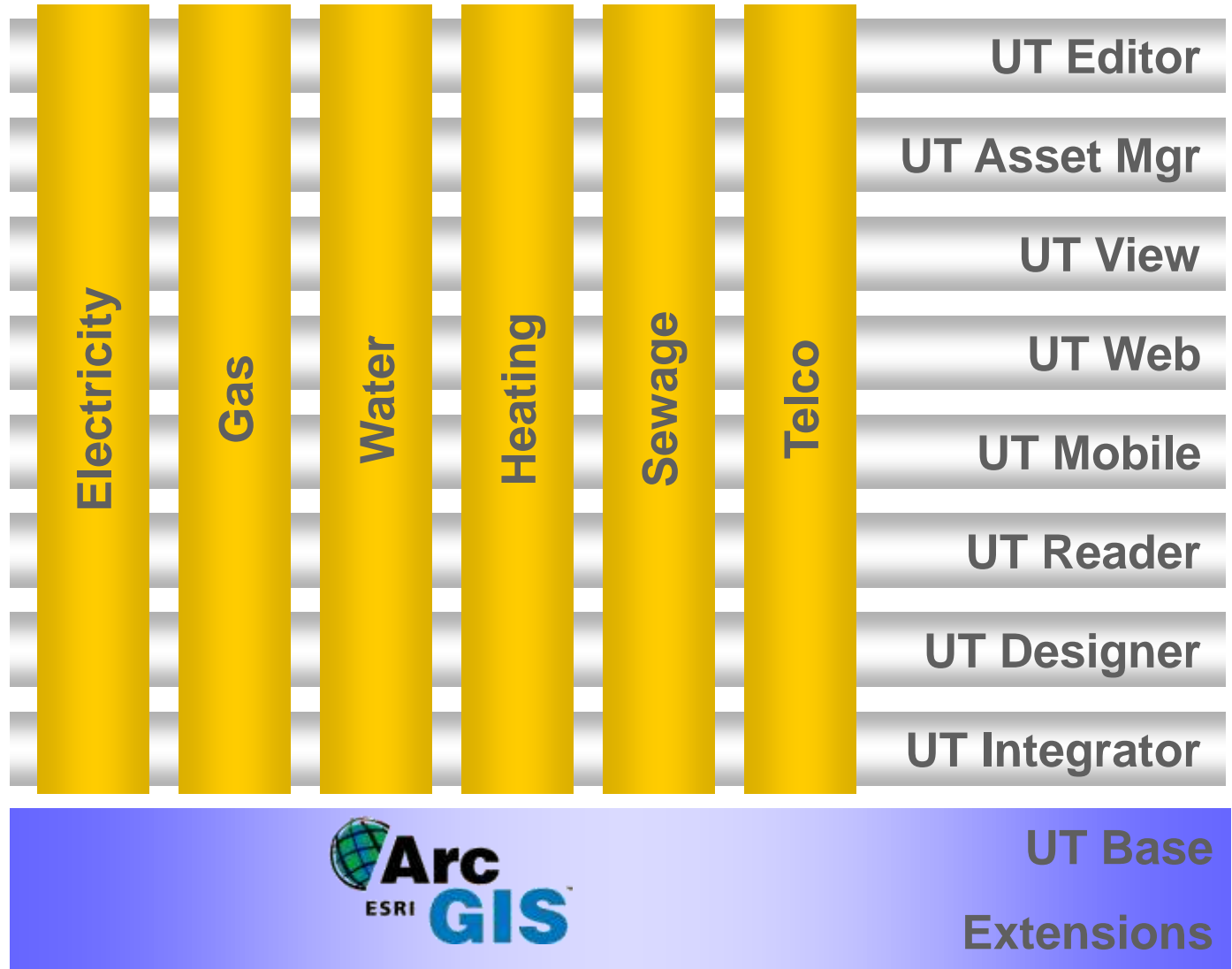
- ✦ Integration SAP
- ✦ ArcFM UT Mobile
- ✓ Ongoing



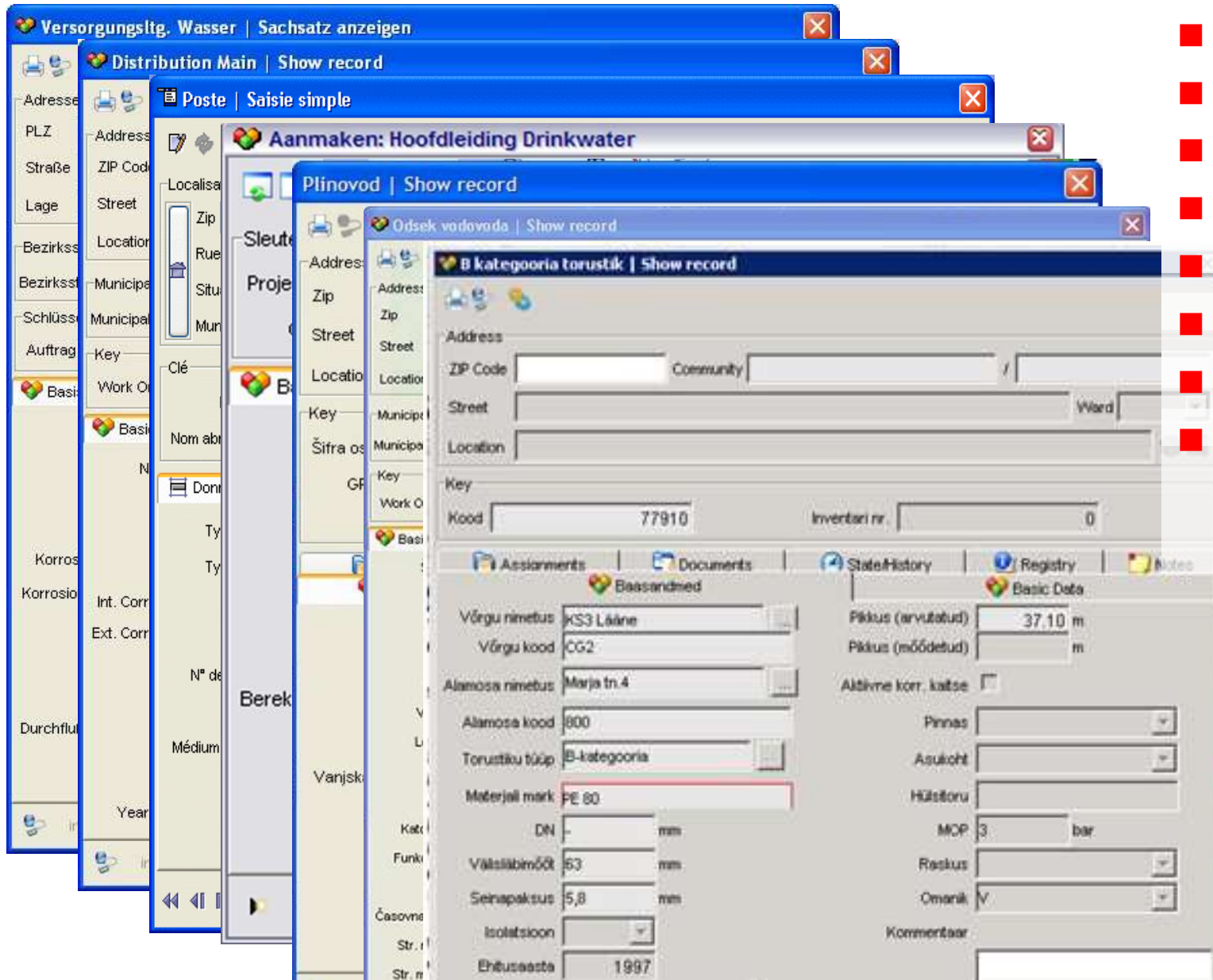


ArcFM UT: Product Structure

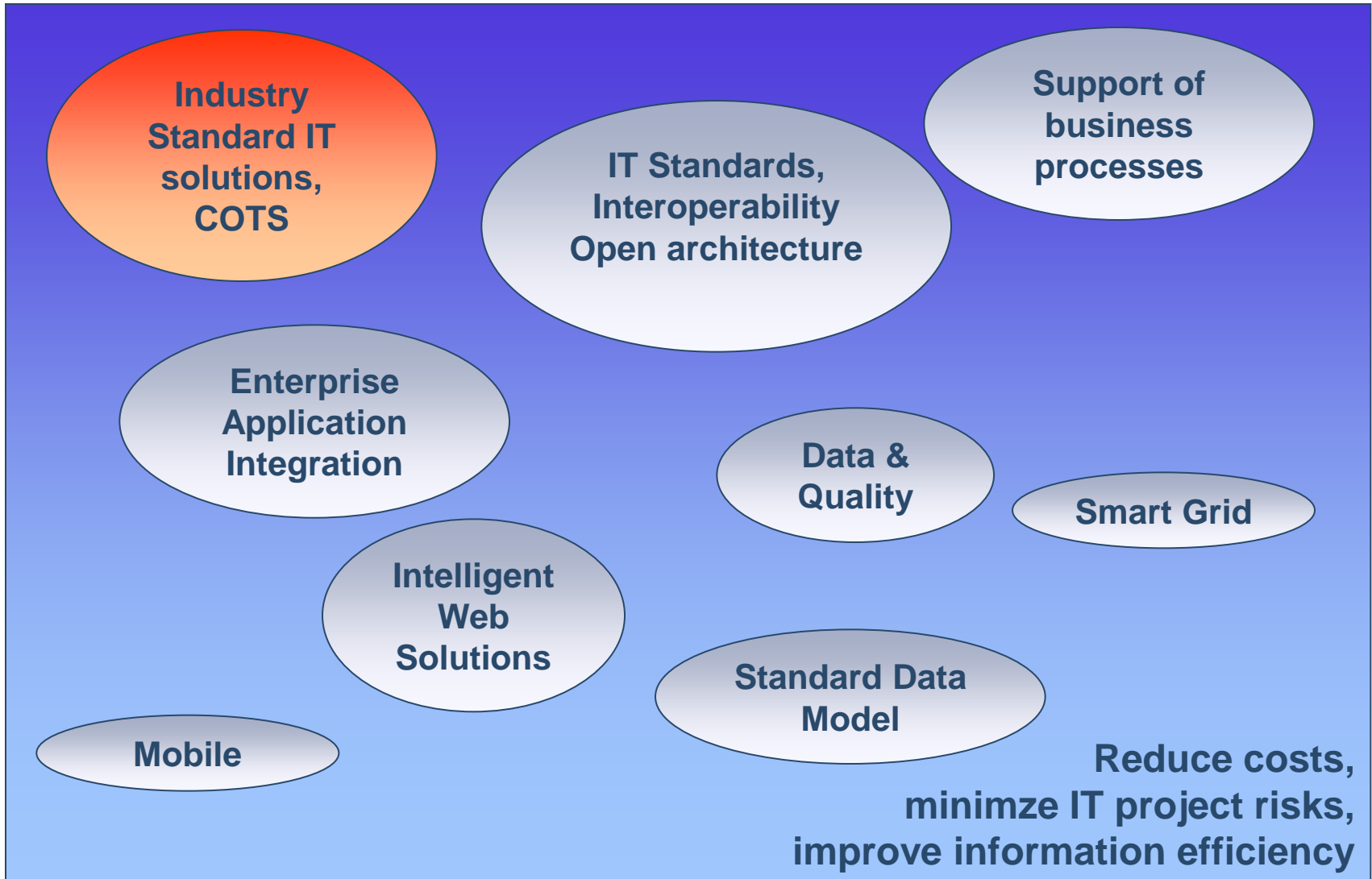
ArcFM™ UT Product Overview

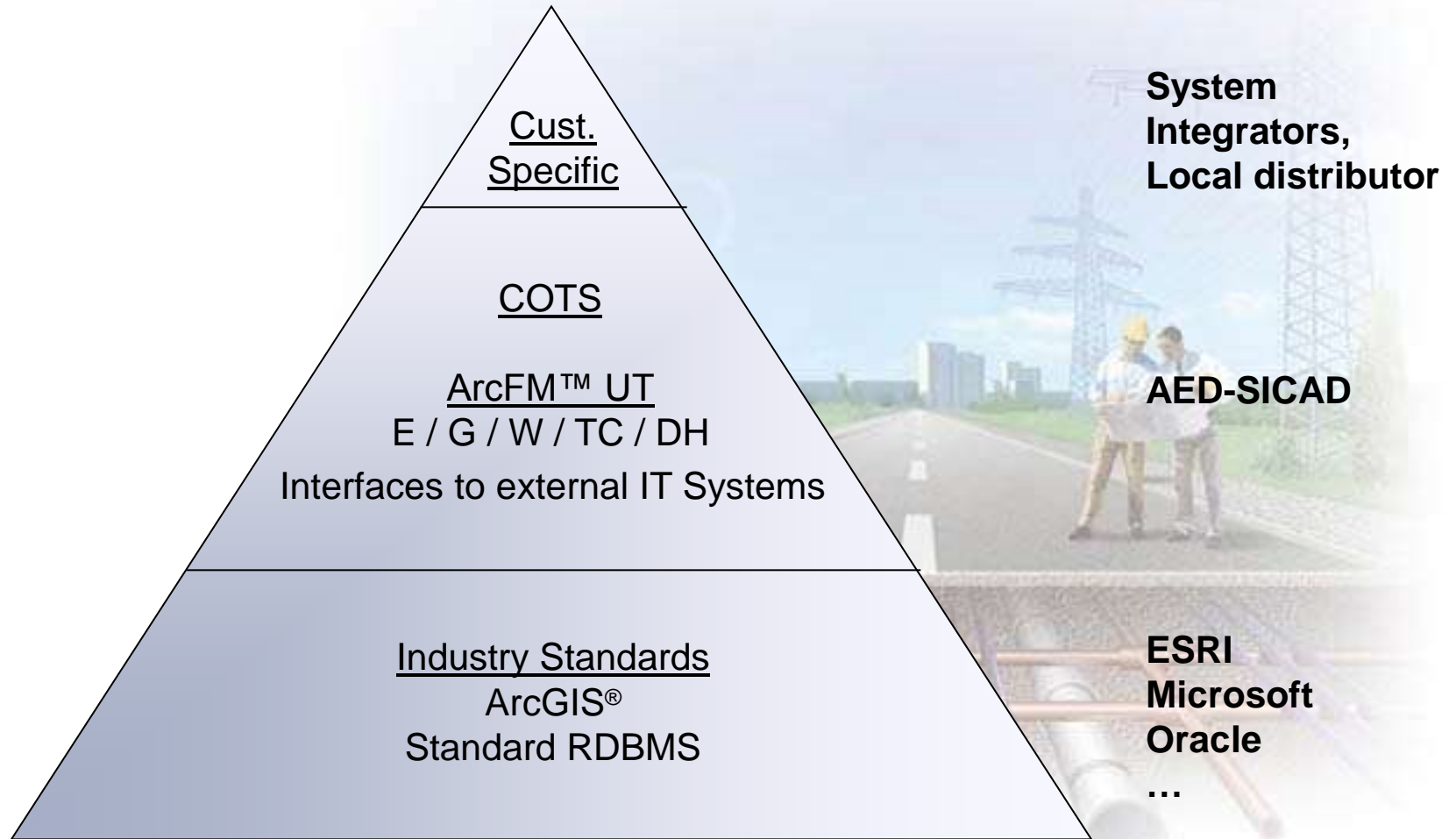


ArcFM UT Speaks Many Languages

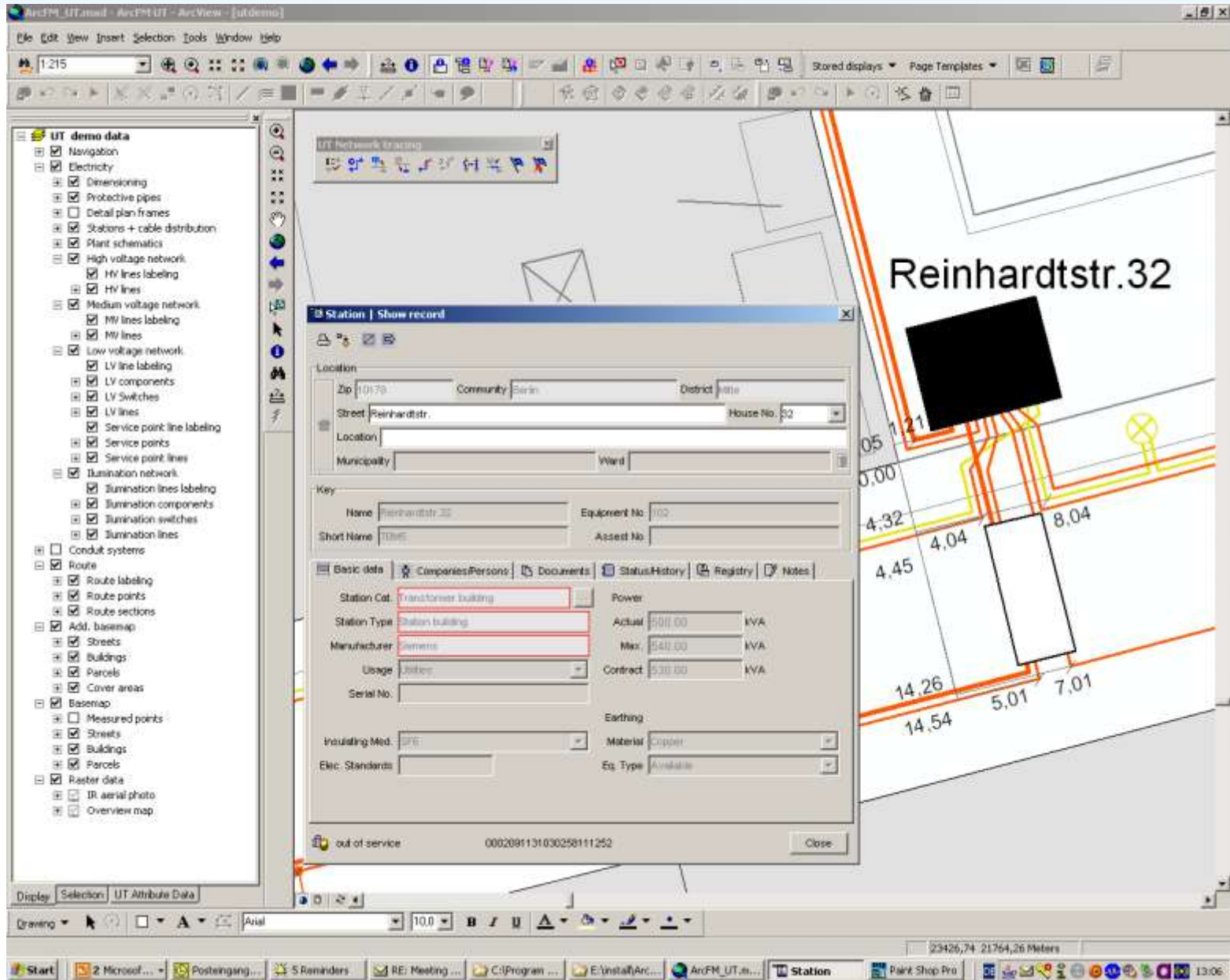


- German
- English
- French
- Dutch
- Croatian
- Slovenian
- Estonian
- In Preparation:
Arabic, Polish,
Spanish





COTS – Commercial Off The Shelf Software



COTS: Mapping Plant Schemas

The screenshot displays the ArcFM UT software interface. The main window shows a schematic diagram of an electrical plant. At the top, a thick black horizontal line represents a high-voltage busbar. Below it, four 'Plug-in Unit' components are labeled PS1, PS2, PS3, and PS4. PS3 and PS4 are connected to two transformer units, TR1 and TR2, both labeled 'TG 5841 G'. The diagram shows various busbars and lines connecting these units to a lower-voltage busbar. From this lower busbar, several lines branch out to different areas, labeled 'UB Bau n 24', 'UBs UB 36', 'Werkst Eder', 'Sportplatz', 'UB West1', and 'UB Ost2'. The lines are color-coded: orange for high voltage, yellow for medium voltage, and grey for low voltage. The left sidebar contains a tree view of layers, including 'Electricity', 'Components', 'Switches', and 'Lines'. The bottom status bar shows the drawing scale as 1:250 and the current location as 23141.5, 21802.57 Meters.

COTS: Cross Sections

ArcFM™ UT Product Overview

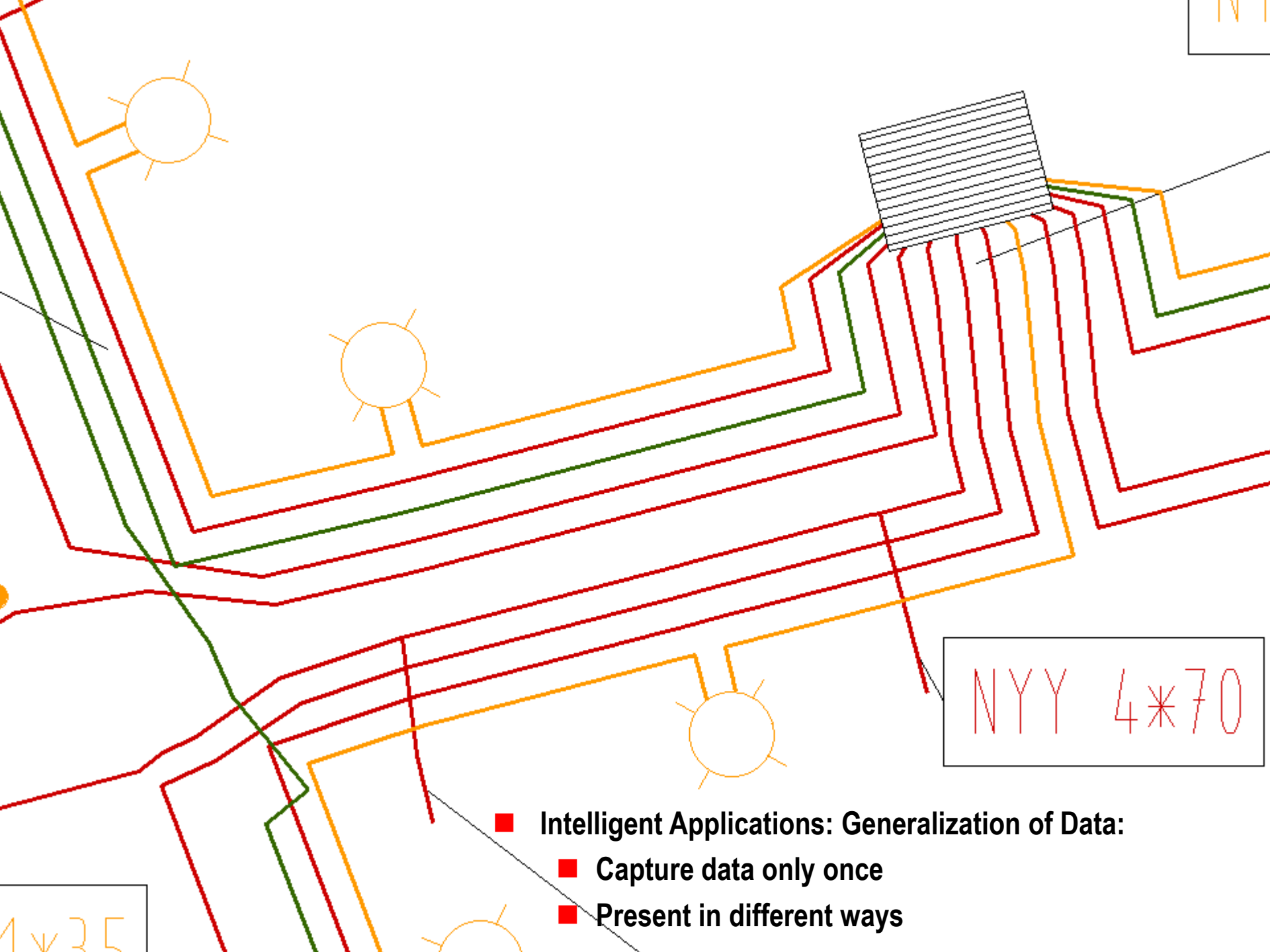
The screenshot shows the ArcFM UT software interface. The main window displays a technical drawing of a dam structure labeled "Schiffbauerdamm 8". The drawing includes various dimensions and annotations. A dialog box titled "Cross section size" is open, allowing the user to specify the number of pipes for horizontal and vertical sections. The dialog box has the following fields:

- Enter number of pipes
- Horizontal: 4
- Vertical: 4
- Default size
- Buttons: OK, Cancel

The drawing also features a list of specifications on the right side, including:

- 7: NY 3*120/70 / 1980
- 6: NY 4*110 / 1980
- 5: NY 3*120/70 / 1900
- 4: NY 3*120/70 / 1991
- 3: NY 3*120/70 / 1970
- 2: NA2XS(F)2Y 3*1*240 / 1963
- 1: NY 4*110 / 1970

The software interface includes a menu bar (File, Edit, View, Insert, Selection, Tools, Window, Help), a toolbar with various drawing tools, and a left-hand panel with a tree view showing the project structure under "UT demo data Electricity". The bottom status bar shows the drawing scale as 10 and the current coordinates as 23694.84, 21581.35 Meters.



NYN

NYN 4*70

1v35

- Intelligent Applications: Generalization of Data:
- Capture data only once
- Present in different ways

- **ESRI – with ~40% strong world-wide market leader (GIS)**
- **AED-SICAD – largest GIS application company in Europe**

- **ArcFM UT Product Suite**
 - ✦ All components are available: Solution out of one hand (desktop, mobile, web, integration)
 - ✦ Modern
 - ✦ Flexible

- **References**
 - ✦ All over Europe
 - ✦ ArcFM UT is in productive use in all types of clients (small to large, multi-branch)
 - ✦ Dynamic growth of clients

Thank you for your attention



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