

BENTLEY IS SUSTAINING INFRASTRUCTURE

Interview with Alan Savin, Vice President & Territory Executive, ANZ Operations

CAN YOU TELL US BRIEFLY ABOUT BENTLEY SYSTEMS?

Bentley is the global leader dedicated to providing comprehensive software solutions for sustaining infrastructure. Architects, engineers, constructors, and owner-operators are indispensable in improving our world and our quality of life; the company's mission is to improve the performance of their projects and of the assets they design, build, and operate. Bentley sustains the infrastructure professions by helping to leverage information technology, learning, best practices, and global collaboration – and by promoting careers devoted to this crucial work.

Founded in 1984, Bentley has more than 2,700 colleagues, offices in more than 50 countries, annual revenues surpassing \$500 million, and, since 1993, has invested more than \$1 billion in research, development, and acquisitions. Nearly 90 percent of the *Engineering News-Record* Top Design Firms are Bentley subscribers, and a 2008 Daratech study ranked Bentley as the world's #2 provider of geospatial software solutions.

HOW CAN SOFTWARE SOLUTIONS ASSIST AUSTRALIA'S INFRASTRUCTURE DEVELOPMENT?

In Australia, we see a fast-growing market for architectural, engineering, and construction (AEC) and geospatial software. For example, Building Information Modeling (BIM) design and analysis products are widely used for infrastructure projects such as buildings, office complexes, airports, and sports complexes.

Bentley is well positioned to help Australia meet its infrastructure needs by offering a comprehensive portfolio of world-class interoperable applications for the infrastructure lifecycle. We continue to add solutions and products by developing new software and acquiring software companies that provide complementary products, such as the RAM and STAAD structural analysis applications that we acquired not too long ago.

We are proud to be associated with many prestigious transportation projects including the EastLink M7, West Gate Freeway Upgrade. In fact, we are the world leader in the transportation domain. Virtually all of the major organizations in this field, such as Arup; Department for Planning and Infrastructure, Government of Western Australia; Parsons Brinckerhoff Australia P/L; Leighton; Maunsell AECOM; and a host of other consultants, use our solutions and products. In addition, Sydney Airport Corporation, Sydney Ports Corporation, and Port of Brisbane Corporation have used Bentley solutions and products directly or indirectly through consultants with whom they work.

WITH SEVERAL GOVERNMENTS COMING FORWARD TO INVEST IN INFRASTRUCTURE PROJECTS TO EASE RECESSION, HOW CAN BENTLEY HELP IN DEVELOPING INFRASTRUCTURE IN AUSTRALIA AT A COMPETITIVE COST AND WITH BETTER ROI?

Our new V8i portfolio leverages and extends core capabilities of its new interoperability platform to provide the breadth and depth of

technology needed for fully integrated project delivery – and all of the workflow improvements, reduced project costs, and shortened delivery times associated with this innovative approach. Moving beyond the goals of computer-aiding the production of traditional deliverables, including design, drawings, and models, our objective for the V8i portfolio has been to provide our users with the capabilities they need to increase their cost-efficiencies and maximize the return on their investments in innovation, empowering them to design, build, and operate better performing, more sustainable infrastructure.

To help facilitate investment in the software needed for the lifecycle of infrastructure, Bentley offers users easy, cost-effective access to our solutions and products through its subscription programs. Bentley SELECT helps organizations lower the total cost of ownership for Bentley software by providing flexible and pooled licensing, assisted support including “priority builds” of software when needed most, software upgrades to optimize productivity, annual License Exchange opportunities, and many other benefits for a fixed annual fee per license. Bentley's Enterprise License Subscription provides significant competitive advantages while reducing annual software costs for large, multi-office, and global organizations. It provides unrestricted access to a comprehensive software portfolio for a single annual fee.

Bentley also offers training and learning subscriptions that maximize an organization's return on investment in professional development and can include a variety of training, with a focus on scheduled instructor-led distance training and self-paced OnDemand eLearning. These subscriptions reduce costs and streamline budgeting and administrative processes, all while extending comprehensive learning opportunities throughout the organization. The end result is a highly effective, well-trained workforce that increases revenues and profitability through expanded service offerings and improved project delivery that's on time and within budget.

TELL US ABOUT THE “BE EMPLOYABLE” INITIATIVE. HOW DOES IT HELP INFRASTRUCTURE PROFESSIONALS?

To help infrastructure professionals impacted by the global economic downturn, Bentley recently launched its “Be Employable” initiative. Be Employable is an innovative addition to Bentley's Be Careers Network designed to help outplaced architectural, engineering, construction, and geospatial professionals update and improve their technology skill sets, giving them a significant competitive edge in today's challenging job market. (www.bentley.com/BeEmployable)

The initiative provides free access to Bentley's comprehensive software portfolio and training as well as the ability to earn learning units from the Bentley Institute, Bentley's training organization. A learning unit is earned for each hour of instructor-led learning or self-paced content completed. By taking advantage of these offerings, Be Employable participants will be better positioned as top candidates for employment opportunities across a broad spectrum of projects. Moreover, once back in the workforce, they will be able to deliver greater value to their new employers.