



PROLIANCE

INFRASTRUCTURE LIFECYCLE MANAGEMENT:
OPTIMIZE HOW YOU PLAN, BUILD, AND OPERATE
YOUR PROJECTS, PROGRAMS AND FACILITIES

MERIDIAN DEVELOPED PROLIANCE WITH EXTENSIVE BUSINESS CAPABILITIES AND PROCESSES TO SUPPORT EACH PHASE OF THE PROJECT AND FACILITY LIFECYCLE:

PLAN, BUILD, AND OPERATE.



INTRODUCING PROLIANCE

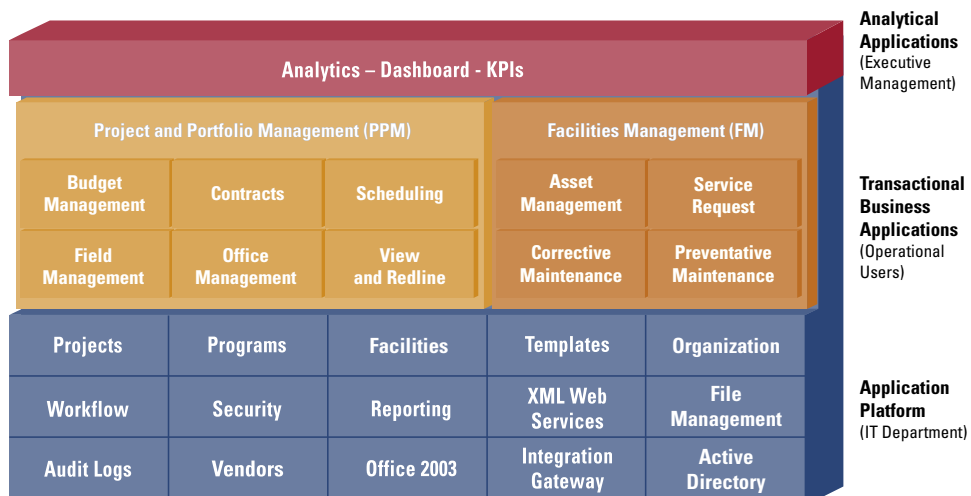
IN TODAY’S COMPETITIVE BUSINESS ENVIRONMENT, OWNERS AND OPERATORS OF BUILDINGS, PROPERTIES AND OTHER PHYSICAL INFRASTRUCTURE CAN LOSE MILLIONS IN TOP-LINE REVENUE AND BOTTOM-LINE PROFITS IF THEY DON’T GET CRITICAL FACILITIES OPERATIONAL OR RENOVATED IN A TIMELY MANNER. ENGINEERING AND CONSTRUCTION FIRMS MUST MITIGATE PROJECT RISK AND KEEP CONSTRUCTION COSTS AND SCHEDULES IN CHECK TO ENSURE PROFITABLE COMPANY OPERATIONS.

The Proliance solution helps owners and operators successfully deliver on large capital expansion programs and to efficiently maintain these infrastructure assets—whether it’s office buildings, retail stores, educational facilities, manufacturing plants or transportation systems.

For engineering and construction companies, Proliance is at the core of company operations for designing and building these physical assets.

Proliance delivers complete Infrastructure Lifecycle Management (ILM) through a unique combination of the following tightly integrated functionality suites:

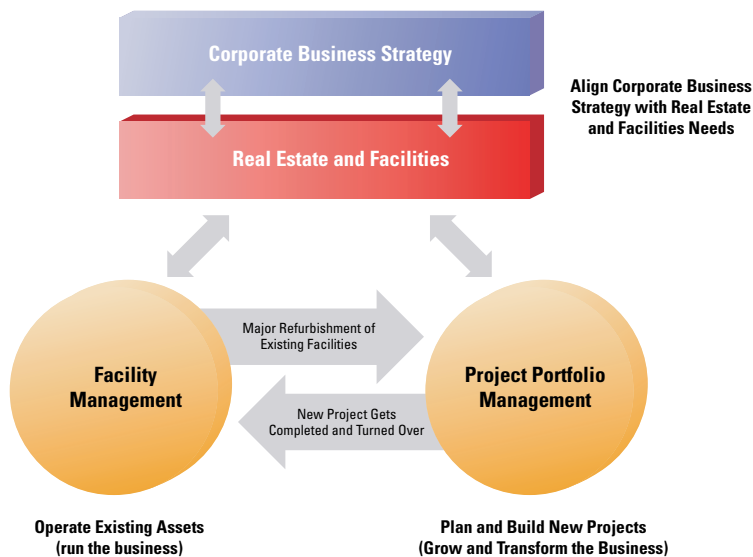
- › *Project Portfolio Management* enables you to manage all critical aspects of projects, including scope, schedules, budgets, contracts, changes and quality.
- › *Facility Management* helps you operate and manage geographically dispersed location and equipment assets, maintenance management and service request items.
- › *Business Intelligence* provides senior executives and mid-level managers visibility into the entire portfolio of projects, programs and facilities through key performance indicators, dashboards and roll-up reporting.
- › *Business Process Management* tightly integrates with all Proliance applications via a technology platform that enables consistent use of business process, best practices and audit-ability across the enterprise.



THE VALUE OF INFRASTRUCTURE LIFECYCLE MANAGEMENT

Implementing an ILM solution can generate enormous economic benefits to stakeholders across the entire plan, build and operate ecosystem, including building owners, contractors, engineers, architects and subcontractors. Integrating lifecycle management allows today's corporate real estate and construction professionals to address several key business challenges:

- › Poor visibility into company-wide performance of real estate and facilities portfolios
- › Isolated silos of project and facility data across internal departments
- › Delayed time to market for new and remodeled facilities
- › Escalating maintenance and operations costs for facilities
- › Increasing total cost of ownership to support multiple IT solutions
- › Increasing demands for project audit trails to support corporate governance compliance



Plan, Build, Operate

Organizations can positively impact corporate financial results by optimizing the entire plan, build and operate lifecycle for global real estate and facilities assets. The Proliance solution allows you to improve upon your original planning and construction decisions by analyzing the total lifecycle investment for new projects, taking into account up front costs plus ongoing maintenance expenses.

Using one, comprehensive enterprise technology platform, companies undergoing capital-expansion initiatives can bring together multiple departments and project team members to improve collaboration across the entire real estate, construction and facility management supply chain.

This creates a complete project and facility perspective – from site acquisition to maintenance and operations. By using Proliance technology to strategically manage the entire capital project and facility lifecycle, organizations can:

- › Align real estate and facilities assets to support corporate objectives and goals
- › Gain visibility across its entire real estate and construction portfolio
- › Reduce project schedule and cost overruns
- › Gain global spend management advantages
- › Reduce costs by consolidating multiple IT solutions
- › Centralize project documentation to establish or refute claims
- › Improve time to market for new goods/services
- › Implement best practices to improve efficiencies
- › Simplify corporate governance compliance with immutable audit trails.



THE PROLIANCE SOLUTION PROVIDES VALUE FROM SEVERAL ORGANIZATIONAL VANTAGE POINTS, BY DELIVERING COMPLETE INFRASTRUCTURE LIFECYCLE MANAGEMENT AT THE CORPORATE LEVEL, ROBUST PROJECT MANAGEMENT AND FACILITIES MANAGEMENT AT THE OPERATIONAL LEVEL, AS WELL AS TECHNOLOGY BENEFITS TO THE IT ORGANIZATION.

Corporate Benefits

- › Understand real estate and facilities from a lifecycle perspective.
- › Reduce risk of unsuccessful projects through increased visibility.
- › Improve time to market for new projects and major refurbishments on existing facilities.
- › Extend the lifespan of your existing facilities and assets.

Operational benefits

- › Gain synergies across the organization by bringing together separate real estate, construction and facilities teams onto one system.
- › Increase efficiency, productivity and audit ability by allowing real estate, construction and facilities teams to communicate in real time with outsourced trading partners.
- › Eliminate downstream maintenance costs by capturing information about new projects during the planning and building phases

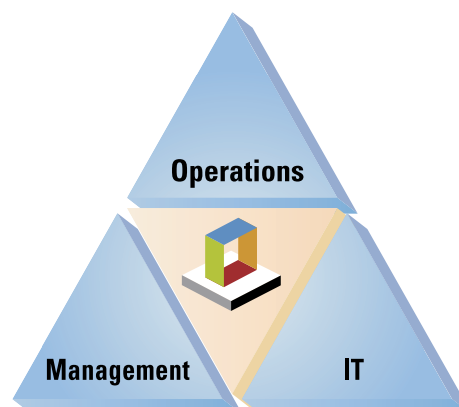
IT Benefits

The Proliance service-oriented internet architecture eliminates the need for multiple point solutions that IT must maintain and support, and minimizes the number of integration touch points.

Meridian offers highly flexible deployment options to match the unique requirements of today's organizations. One size does not fit all, as deployment must be evaluated based on an organization's individual IT capabilities, resources and financial considerations. Meridian's three deployment options provide the financial flexibility to either capitalize or expense the cost of Proliance:

- › *Self-Hosting:* You host Proliance on your servers, providing access to end users via the Internet, extranets and intranets.
- › *On Demand:* A monthly fee-based ASP offering that leverages our expertise to manage and maintain Proliance, eliminating the need for you to manage associated IT infrastructure.
- › *Managed Hosting:* Capitalize your up-front software license costs while Meridian provides the production hosting environment for Proliance.

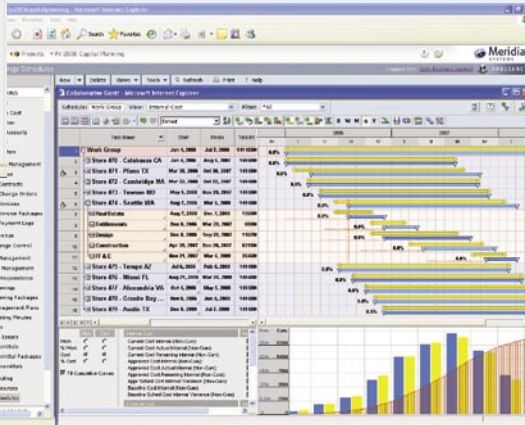
OPERATIONAL USERS,
EXECUTIVE MANAGEMENT AND
IT ORGANIZATIONS ALL RECEIVE
SPECIFIC VALUE FROM PROLIANCE.



GOVERNMENT: PROLIANCE HELPS GOVERNMENT AGENCIES ENSURE THAT STRICT PROCESSES AND CONTROLS ARE IN PLACE TO AVOID DELAYS AND COST OVERRUNS ON PUBLICLY-FUNDED PROJECTS.

Account	Approved Budget	Projected Budget	Current Commitment	Assigned Resources	Schedule of Completion (MO)	Projected Variance
Construction - Construction	1,111,111.11	1,111,111.11	1,111,111.11	0.00	11/11/11	(1,111,111.11)
Landscaping	25,000.00	25,000.00	25,000.00	0.00	08/15/11	(75,000.00)
Balkn & Site	383,739.11	383,739.11	383,739.11	0.00	03/27/12	(299,000.00)
Furniture	24,000.00	24,000.00	24,000.00	0.00	12/01/11	(19,000.00)
Interior	68,431.45	68,431.45	123,231.45	0.00	12/31/11	(154,800.00)
PPF	3,228,830.08	3,228,830.08	0.00	0.00	12/31/11	0.00
Interior Finish	18,593.33	18,593.33	78,000.00	0.00	03/31/12	(78,000.00)
Network	1,000,000.00	1,000,000.00	1,000,000.00	0.00	12/31/11	(200,000.00)
Partitions and Floor Mat	32,142.15	32,142.15	123,231.45	0.00	03/31/12	(199,000.00)
Pool Pathway	301,375.31	301,375.31	111,000.00	0.00	03/31/12	(190,000.00)
Structure	504,395.12	504,395.12	111,000.00	0.00	12/31/11	(393,000.00)
Tendering - Tendering	22,142.15	22,142.15	0.00	0.00	12/31/11	0.00
Total Account	1,111,111.11	1,111,111.11	0.00	0.00	12/31/11	0.00
General Total	1,111,111.11	1,111,111.11	1,111,111.11	0.00	11/11/11	(1,111,111.11)

MANAGE MULTIPLE SCHEDULES WITHIN A PROJECT OR PROGRAM. TRACK AND COMPARE EACH ACTIVITY OR TASK WITH AN ORIGINAL BASELINE, A CURRENTLY APPROVED SCHEDULE, AND A WORK IN PROGRESS SCHEDULE.



SUMMARIZE ALL BUDGET AND COST TRANSACTIONS IN ONE LOCATION. MANAGE THE BUDGET DEVELOPMENT PROCESS AS VARIOUS PHASES GET APPROVED.

PROJECT AND PORTFOLIO MANAGEMENT

The Proliance Project and Portfolio Management (PPM) suite manages all critical elements in the plan and build phases, by combining 10 key areas of software functionality into one enterprise system:

1. **Project Scope:** Manage the review and approval of conceptual and detailed drawings and specifications, land development, entitlements, and government approvals.
2. **Project Budgets:** Create documents that establish order of magnitude and final budgets as well as funding sources for particular budgets. Budgets work in conjunction with Project Costs to manage project savings and overruns based on the company's chart of accounts.
3. **Project Costs:** Create and manage actual commitments such as contracts, purchase orders, change orders, invoices and payments.
4. **Project Change Management:** Manage potential project changes as they are identified, and forecast them into the project budget.
5. **Project Schedules:** Breakdown a project into a series of tasks and milestones with durations and a sequence of logical relationships; generate critical paths to manage finish dates.
6. **Project Resources:** Assign resources to specific tasks in order to determine specific responsibility of who must perform each task.
7. **Project Quality:** Document all defects and deficiencies on a project; manage in a tracking system to ensure these items are completed at the end of a project.
8. **Project Journal:** Document daily activities, meetings and correspondence during the course of a project.
9. **Project Process:** Ensure that all project scopes, budgets, costs, changes, schedules, resources, journals, etc. follow established, consistent best practices.
10. **Project Collaboration:** Streamline communication and collaboration on projects with multiple companies and project team members.

Proliance PPM Benefits:

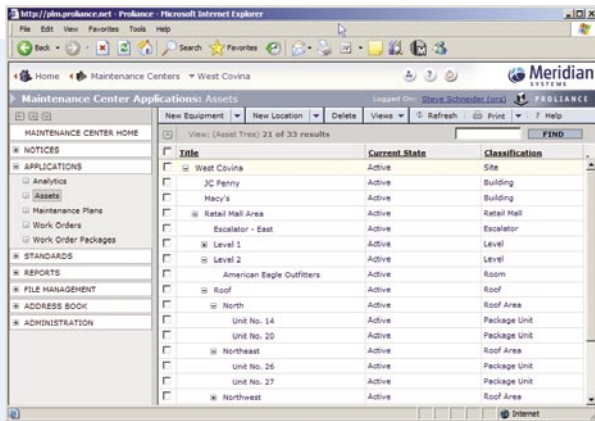
- Track actual and potential projects in one software system.
- Reduce project cycle times from site identification to completion.
- Identify projects that are over budget or behind schedule.
- Control costs in real-time; effectively manage project changes.
- Ensure project tracking meets your organization's best practices
- Manage large-scale remodel programs at one facility or across hundreds of facilities.

Business Value:

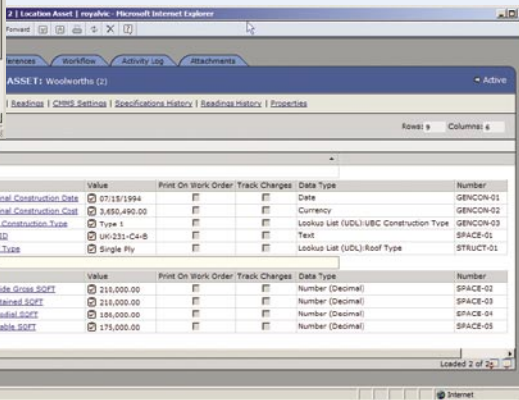
- Gain visibility into your pipeline of projects, ensuring that you meet corporate objectives.
- Increase revenues by opening new facilities sooner.
- Respond quickly to avoid huge cost overruns.
- Avoid budget overruns and improve cost forecasting.
- Improve corporate governance and reduce project risk.
- Effectively manage corporate wide major refurbishment programs.



EDUCATION: PROLIANCE IS THE RIGHT SOLUTION FOR K-12 SCHOOLS, COMMUNITY COLLEGES AND LARGE UNIVERSITIES TO STAY ON TOP OF THE HUNDREDS OF SMALL IMPROVEMENT PROJECTS, AS WELL AS THE LARGE CAPITAL CONSTRUCTION PROGRAMS.



BUILD MAINTENANCE PLANS THAT TIE ASSETS AND MAINTENANCE PROCEDURES TO TIMETABLES THAT WILL AUTO-GENERATE PREVENTIVE WORK ORDERS.



VIEW YOUR ENTIRE PORTFOLIO OF ASSETS USING A PARENT-CHILD HIERARCHY

FACILITIES MANAGEMENT

The Proliance Facilities Management (FM) suite enables your organization to effectively manage and maintain your physical assets once they enter the operate phase of the infrastructure lifecycle. Proliance FM brings 10 key elements together on a modern technology platform.

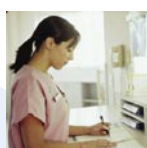
1. Location Assets: The ability to assign a geographical location to all your enterprise buildings, plants, infrastructure, etc.
2. Equipment Assets: Using a hierarchical structure including locations, create all your equipment assets within each one of your facilities.
3. Service Request: Provide your entire user community the ability to request service via the web, and get status updates on their maintenance requests.
4. Demand Maintenance: Generate work orders to repair assets that have been broken, or reported as issues by an end user.
5. Preventative Maintenance: Extend asset life by automatically performing routine work orders based on an existing maintenance plan.
6. Predictive Maintenance: Issue predictive work orders for key assets based on threshold readings or other predetermined metrics.
7. Facility Budgets and Costs: Understand what's required to keep your existing assets and facilities in good condition.
8. Facility Contracts: Manage contracts and invoices for outsourced facilities costs.
9. Facility Process: Ensure that all facilities, assets, and work orders follow your organization's best practices.
10. Facility Collaboration: Streamline communication on facilities and assets with multiple vendors and internal staff.

Proliance FM Benefits:

- Improve existing asset availability and uptime through efficient preventative maintenance practices.
- Use preventative and predictive maintenance to ensure the longevity of facilities and key assets.
- Shift asset work orders from corrective work orders to preventative maintenance work orders, improving efficiencies.
- Capture total lifecycle costs for new projects and existing assets in one system of record.

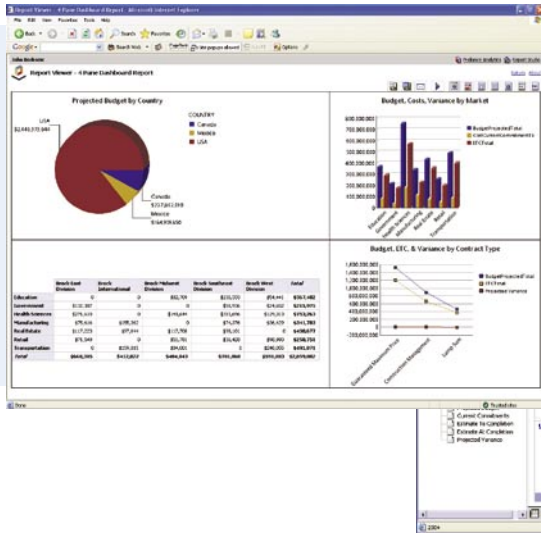
Business Value:

- Protect ongoing revenue streams dependant on smoothly running facilities.
- Extend the lifespan of your existing facilities, increasing your return on assets.
- Reduce ongoing facility management costs.
- Align real estate and facilities assets to support business goals and strategies.

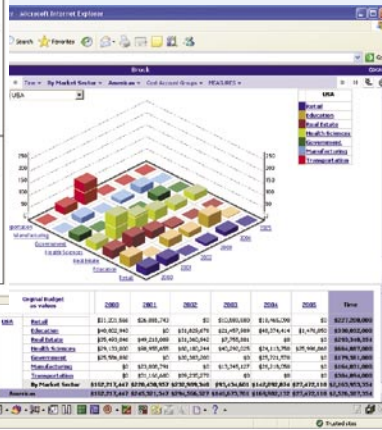


HEALTH SERVICES: PROLIANCE PROVIDES HOSPITAL ORGANIZATIONS WITH A SYSTEM TO MANAGE FACILITY EXPANSIONS AND PHARMACEUTICAL COMPANIES THE ABILITY TO MANUFACTURE IN NEW FACILITIES.

MULTI-PANE DASHBOARDS CAN BE CONFIGURED TO MATCH CORPORATE METRICS FOR PROJECTS, PROGRAMS AND FACILITIES.



HISTORICAL TRENDS ANALYSIS PROVIDES MANAGEMENT WITH ACCURATE DATA POINTS FOR FUTURE STRATEGIC PLANNING.



BUSINESS INTELLIGENCE

WITHOUT KEY PERFORMANCE INDICATORS, OPTIMIZING THE OPERATIONAL PERFORMANCE OF AN ENTIRE ORGANIZATION’S REAL ESTATE AND CONSTRUCTION PROJECTS, AND EXISTING FACILITIES BECOMES NEARLY IMPOSSIBLE.

The Proliance Analytics application features business intelligence (BI) capabilities providing executive visibility into your project portfolio. Powered by Cognos® technology, the leader in corporate performance management solutions, Proliance Analytics takes advantage of the Proliance web-native platform to integrate with Proliance PPM and FM application suites.

- › **Key Performance Indicators (KPIs) for corporate measurement:** Benchmark performance by evaluating project and facility metrics important to your business.
- › **Executive roll-up reports:** Summarize all project, programs and facility information by multiple dimensions that match your corporate organizational hierarchy.
- › **Trending comparisons:** Save previous months/ quarters analysis and compare it to current analysis.
- › **Forecast trends for future strategic planning:** Make informed business decisions about the future based on historical data.
- › **Operational data transformed into corporate information:** With a dashboard view, pull day-to-day transactional information into meaningful corporate-wide analysis.

- › **Drill-through capabilities:** Use Analytics to get quick status updates or drill through for greater detail on particular projects and facilities.
- › **Automated reporting:** Generate pre-scheduled reports automatically and distribute to pre-determined email lists.

Proliance Analytics can reach across the entire organization to provide both the detailed information project and facility managers require, and the high-level data that executive management needs to make informed business decisions at the corporate level.

Use Proliance Analytics to see your business with clarity. By identifying and understanding key business drivers and trends, you can adjust the course of action to ensure success. Having total portfolio visibility means being on top of your business. Dashboard views enable you to:

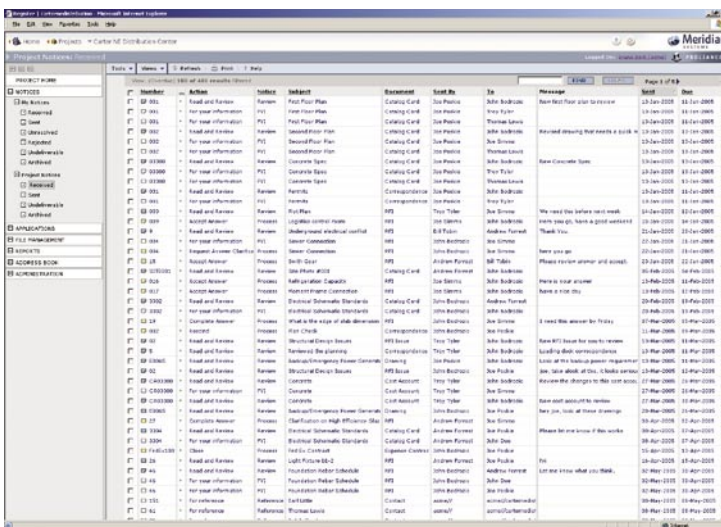
- › Retrieve project cost data, and pinpoint cost savings and overruns before it’s too late.
- › Show your clients a performance, status and roll-up view of all their projects and facilities.
- › Identify projects that are in trouble, and direct resources to the most critical business need.
- › Recognize trends over time, and forecast areas of profitability.



ENERGY: USE PROLIANCE TO MANAGE LARGE CAPITAL PROJECTS THAT INCREASE PRODUCTION CAPACITY, IMPROVE TRANSMISSION OF ENERGY AND REACH RETAIL CUSTOMERS THROUGH GEOGRAPHIC EXPANSION.

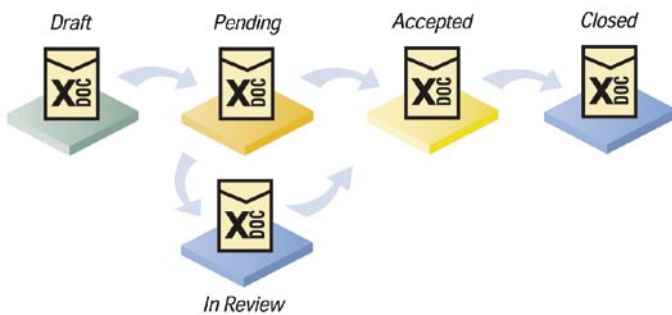
BUSINESS PROCESS MANAGEMENT

INCORPORATING THE CONCEPT OF BEST PRACTICES ACROSS AN ORGANIZATION CAN CREATE A SIGNIFICANT COMPETITIVE ADVANTAGE. HOWEVER FOR BEST PRACTICES TO BE SUCCESSFUL, YOU NEED A TECHNOLOGY SOLUTION THAT AUTOMATES THESE PROCESSES AND ENSURES THEIR CONSISTENT APPLICATION. THE BUSINESS PROCESS MANAGEMENT CAPABILITIES IN PROLIANCE SUPPORT CORPORATE GOVERNANCE EFFORTS SPECIFIC TO CAPITAL DESIGN, CONSTRUCTION AND FACILITY PROCESSES.



Project Name	Notice ID	Subject	Status	Created	Expires	Message
Project A	001	Request for Information	Pending	10/15/2010	11/15/2010	Request for information regarding...
Project B	002	Change Order	Accepted	10/20/2010	11/20/2010	Change order for materials...
Project C	003	Request for Proposal	Draft	10/25/2010	11/25/2010	Request for proposal for...

THE MY NOTICES VIEW TRACKS ALL RECEIVED AND SENT NOTICES FOR EVERY PROLIANCE DOCUMENT, AND SHOWS USERS WHAT ACTION IS EXPECTED OF THEM FOR EACH ONE.



DOCUMENTS CAN BE ROUTED THROUGH DIFFERENT STATES OF COMPLETION BASED ON COMPANY REQUIREMENTS AND BEST PRACTICES. DISTRIBUTION OF EACH DOCUMENT CAN BE AUTOMATED ALONG EACH STATE TRANSITION.

Workflow and Intelligent Documents

Built-in workflow enables Proliance to automate business processes at the organization, program, project and facility level. This powerful workflow engine operates in conjunction with intelligent XML documents, called Xdocs, to route and distribute project and facility documents such as scopes of work, funding documents, contracts, billing requisitions, design documents, requests for information, work orders and change orders.

Document Workflow

Financial documents needing approval (such as budget development documents and contracts), design documents (such as schematic drawings and specs), and communication documents (such as RFI's) flow through the Proliance system following pre-configured business rules.

Personalized Work Views

Proliance supports the needs of individuals and their specific organizational roles. The My Notices view in Proliance is a simple way for employees to interact with Proliance workflow. Staff members see a personalized view of their documents and the expected action for each one. Proliance keeps an audit trail every time a user views, edits or distributes a document – providing a powerful management and tracking tool.



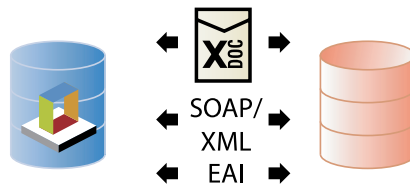
REAL ESTATE: DEVELOPERS LOOK TO ACCELERATING THE DESIGN AND CONSTRUCTION PROCESS IN ORDER TO MINIMIZE RISK EXPOSURE AND BEGIN GENERATING REVENUES FROM LEASES. PROLIANCE PROVIDES A FULL COMPLEMENT OF TOOLS CAPABLE OF MANAGING FINANCES, WORKFLOW, AND RESOURCES.

WEB SERVICES TECHNOLOGY PLATFORM

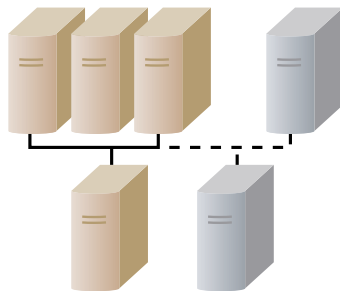
The days of disparate software applications and disconnected data silos are behind us. Proliance was built from the ground up on Web services and XML technology, creating a more flexible, extendable and scalable solution compared to earlier Internet platforms. Web services lets various environments and applications exist while leveraging legacy applications and infrastructure.

Proliance uses secure and industry standard Web Services and has utilized XML as the core data representation format. This translates to providing open solutions for real-world business problems, lowered support costs, improved collaboration, ability to integrate with third party systems, expandable system capabilities and reduction in integration costs.

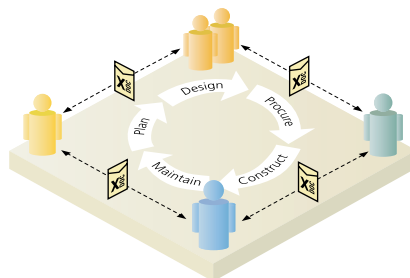
INTEGRATION - WEB SERVICES AND XML ALLOW FOR REAL-TIME INTEGRATION WITH OTHER ENTERPRISE SYSTEMS



SCALABILITY - MISSION CRITICAL APPLICATION DESIGNED TO HANDLE THOUSANDS OF USERS IN A SERVER FARM.



COLLABORATION - EASIER ACCESS TO SUPPLY CHAIN PARTICIPANTS CAN BE FACILITATED FOR REAL-TIME COLLABORATION.



Lower Total Cost of Ownership

The Proliance architecture provides several mechanisms that lower the total cost of IT ownership, including:

- › *Hardware:* Proliance can be deployed on cost-effective commodity computer hardware.
- › *Infrastructure:* Proliance is deployed and certified over Microsoft® Windows Server 2003, which has been shown to significantly reduce administration costs compared to previous releases and other operating systems vendors.
- › *Zero-footprint Client:* Proliance is web-native, eliminating IT deployment issues common with installed software.
- › *Business Process Management:* Leverage Business Process Management across all Proliance applications to rapidly implement business process changes without expensive software costs.
- › *Lower Integration Costs:* Easily integrate with existing enterprise business systems and other legacy applications.
- › *Uniform User Interface:* The Proliance browser interface creates uniformity across all applications, reducing end-user training and support costs.

Proliance allows organizations to positively impact corporate financial results by optimizing the entire plan, build and operate lifecycle for physical infrastructure assets. By taking an integrated approach to infrastructure lifecycle management, Meridian allows organizations to manage their real estate and facilities portfolios as a strategic asset, and to ensure these capital investments are truly aligned with corporate goals and objectives.



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