

BlueCielo Acquisition: BlueCielo Customer Frequently Asked Questions

Q: What has happened?

BlueCielo has been acquired by Accruent, a global software company that helps organizations achieve superior performance by transforming how they manage their physical resources.

Accruent is the world's largest independent software company focused on physical resource management. Accruent strategically acquires companies like BlueCielo to bring the benefits of product synergies and scale to customers. Rest assured that your BlueCielo team, business partners and infrastructure will remain in place providing the functionality, benefits and support you depend upon.

BlueCielo's strong presence in Europe, Latin America and Asia will help Accruent better service and support global and multi-national clients. Accruent's leadership team will also expand to encompass BlueCielo's current CEO, Willem-Jan.

Q: Who is Accruent?

Accruent is a global software company that helps organizations achieve superior performance by transforming how they manage their physical resources. Its innovative, industry-leading cloud-based software and services enable organizations to optimize all stages of real estate, facilities and asset management from capital planning through to IoT-based monitoring and control. With a proven track record across two decades, Accruent has created the only integrated SaaS-based framework and reporting platform for full lifecycle physical resource management. Over 6,000 global customers depend on Accruent solutions to drive out hidden costs, extend asset lifecycles, protect their brands, ensure compliance and deliver on the missions of their organization. Headquartered in Austin, Texas, Accruent serves a wide range of industries in 149 countries around the world. www.accruent.com, @accruentllc

Accruent's strategy includes growing through the acquisition of companies like BlueCielo to bring the benefits of product synergies and scale to customers. Rest assured that your BlueCielo team, business partners and infrastructure will remain in place providing the functionality, benefits and support you depend upon.

Q: Why did Accruent acquire BlueCielo?

Accruent was attracted to how well BlueCielo's solutions fit within its overall portfolio of physical resource management solutions. BlueCielo's Meridian software manages engineering information throughout asset lifecycles; connecting maintenance with engineering, supporting concurrent engineering for facility modifications, and improving data handover. More than 1,200 companies around the world depend upon BlueCielo Meridian solutions to ensure compliance, control costs, improve safety, protect their brand reputation and extend the lifespans of decades-old assets.

BlueCielo increases Accruent's depth and breadth of innovative physical resource management solutions by adding engineering information management to its overall portfolio. In addition to adding another complementary best-of-breed solution to the portfolio, it also establishes a new strategic growth platform for Accruent with a strong geographic footprint in Europe, Latin America and Asia, a robust partner network and additional expertise in key industry sectors like pharmaceuticals, oil & gas, chemicals, metals & mining and utilities.

The BlueCielo acquisition is the latest in a series of strategic acquisitions fueling Accruent's growth. Successive acquisitions of strong, specialized companies, with complementary products and global presence, has resulted in scale, world-class support, and depth and breadth of solutions that is unrivalled. Recent acquisitions include Lucernex, a leading global provider of Integrated Workplace Management Systems (IWMS); and Verisae, a leading provider of cloud-based solutions that connect facilities and assets to the maintenance and service network through the Internet of Things (IoT).

Q: How will the acquisition impact BlueCielo customers and partners?

The first thing BlueCielo customers should know is that their support resources are in place, planned upgrades will stay on-track, and there will be no disruption in the software and services they depend upon. John Borgerding, CEO of Accruent, and the Accruent board are committed to increasing the investment in and support for Meridian. The most immediate benefits to current customers will be incorporation of Meridian support into Accruent's world-class, 24/7 support infrastructure.

Over the course of the coming months, BlueCielo customers and partners will learn about other Accruent products that can benefit them, and they'll see how Meridian enhancements will be accelerated to include cloud support, analytics and reporting.

Q: How can I learn more?

We encourage all customers and partners to participate in our Introduction to Accruent Webinar that will be held on November 14 at 9am CT. You can [register here](#).

BlueCielo customers and partners from around the world will have the opportunity to learn more about Accruent and the acquisition when they convene at Synergy 2018, on January 15-18 in Lisbon, Portugal. This annual event helps partners stay up to speed on key industry trends and product news, and provides an opportunity to learn through training sessions lead by BlueCielo Academy.

BlueCielo customers and partners should also consider attending the INSIGHTS conference in Austin, Texas on April 8-11, 2018. INSIGHTS, Accruent's annual event for all customers, will include tracks specific to a variety of manufacturing industries and support resources in Europe and around the world. Attendees will learn about the status of cross-application integration of products and new reporting and analytics platforms.

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