



AspenTech Releases New Software Suite to Provide Platform for Integrated Process Industry Solutions

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Aspen Operations Manager(TM) delivers key capabilities that will enable process manufacturers to visualize, analyze and optimize the business performance of their operations

CAMBRIDGE, Mass.--(BUSINESS WIRE)--March 16, 2004-- Aspen Technology, Inc. (NASDAQ: AZPN) today announced the commercial release of the Aspen Operations Manager suite of products. The new suite provides a technology platform that will enable companies to integrate their existing plant-floor and business applications, aggregate data from their operations, and analyze information for improved decision-making. Aspen Operations Manager will also power AspenTech's vertical industry solutions that address the enterprise operations management (EOM) market, a new market space that is emerging as companies move to standardize on integrated software solutions to manage and optimize their day-to-day operations.

The new suite is designed to maximize customer value by delivering information across an organization where and when it is needed, giving users the visibility required to optimize operational performance. Each individual has access to a role-based web environment that provides a combination of mission-critical data and analytical tools tailored to their specific needs. When used in conjunction with any installed engineering, manufacturing or supply chain applications, the system enables users to visualize the future impact of business decisions on their operations based on a consistent set of data, models and assumptions.

"Aspen Operations Manager allows us to integrate many disparate systems -- ranging from advanced control, blending, document management, alarm management and business systems - into a single environment," says Barry Barnreiter of ConocoPhillips Ferndale refinery. "We achieve better use of all involved systems inexpensively because the integration does not entail system replacement. Aspen Operations Manager has enabled others in the ConocoPhillips organization to gain complete access to the refinery's software applications without any help from IT support staff. This represents significant savings in man-hours, and has increased the utilization of the Ferndale applications by plant personnel, corporate staffs and users at remote sites."

The new capabilities enabled by the Operations Manager suite allow companies to build on the investments they have already made in engineering, plant and business systems, and add new functionality in a series of controlled stages. The technology infrastructure is based on industry standard software to simplify integration between different applications, including both AspenTech and third-party systems. This approach maximizes the value of existing IT investments and leads to lower overall cost of ownership.

"The release of Aspen Operations Manager is a major step forward in AspenTech's ability to empower customers by providing users with actionable information," said Dave Woll, Vice President of ARC Advisory Group. "Operations Manager can scale from what ARC calls a Performance Personalization Tool (used by anyone with a need for current performance information) through to a performance intelligence solution required for a world-class Real-time Performance Management strategy. AspenTech's ability to deliver this level of extensibility in Operations Manager provides customers with an opportunity to tailor a solution that precisely fits their business requirements."

"Aspen Operations Manager is a central pillar of our strategy to deliver solutions to the enterprise operations management market," said David McQuillin, President and CEO of AspenTech. "The new suite will provide a strong technology platform for our new vertical industry EOM solutions. These solutions solve a well-defined array of operational problems specific to each sector, and will include dedicated suites for the Oil & Gas, Petroleum, Chemicals, Polymers, Pharmaceutical and other process industries."

Aspen Operations Manager is released with the following four capabilities, which can be licensed separately or as part of an integrated suite:

Role-Based Visualization

This capability ensures that operations personnel at all organizational levels have access to relevant, accurate information to support effective decision-making. Users are provided with a role-based web environment to access content that is specific to their function. Information can be sourced from plant-floor systems and business applications.

Performance Scorecarding

This capability enables users to track operating performance against corporate objectives using a comprehensive performance management system. The system supports a "balanced scorecard" structure, so users can monitor performance relative to financial, operational or customer-related targets. Where objectives are not being achieved, sophisticated analytical tools can be used to drill down to identify the root cause.

Event Management

This capability enables companies to monitor their entire manufacturing and supply chain operations, and receive instant alerts about unplanned changes in supply, demand, production, scheduling and logistics. Using real-time decision-support tools and a flexible rules-based system, companies can determine the best response and take corrective action quickly and effectively.

Integration Infrastructure

This capability is provided by an integration platform, previously known as the Aspen Enterprise Platform, which is already in use at 21 process companies worldwide. Aligned with the emerging ISA S95 standard, the platform provides the integration infrastructure to connect AspenTech and third-party plant and supply chain applications to ERP systems and other important third-party business applications using industry standard integration software. To achieve lowest cost of ownership, the infrastructure supports open standards and integration with leading market technologies.

including Microsoft .NET, SAP NetWeaver, web services and J2EE.

About AspenTech

Aspen Technology, Inc. provides industry-leading software and implementation services that enable process companies to increase efficiency and profitability. AspenTech's engineering product line is used to design and improve plants and processes, maximizing returns throughout an asset's operating life. Its manufacturing/supply chain product line allows companies to increase margins in their plants and supply chains, by managing customer demand, optimizing production, and streamlining the delivery of finished products. These two offerings are combined to create solutions for enterprise operations management (EOM), integrated enterprise-wide systems that provide process manufacturers with the capability to dramatically improve their operating performance. Over 1,500 leading companies already rely on AspenTech's software, including Aventis, Bayer, BASF, BP, ChevronTexaco, Dow Chemical, DuPont, ExxonMobil, Fluor, GlaxoSmithKline, Shell, and Total. For more information, visit www.aspentech.com.

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