



AspenTech Welcomes Fujitsu into Partner Community as it Launches Global Partner Network

July 9, 2007

Program Designed to Support Customer Demand and Market Expansion by Combining AspenTech's Proven Heritage with Critical Industry Expertise of Partners

BURLINGTON, Mass.--(BUSINESS WIRE)--July 9, 2007--Aspen Technology, Inc. (Nasdaq: AZPN), a leading provider of software and services to the process industries, today launched the AspenTech Partner Network to support increased customer and market demand for its technology and solutions. The program, which includes a defined structure for strategic, system integrator, and channel partners, offers partners access to AspenTech's market-leading products and solutions, including aspenONE, and technical training and support. The program also offers joint marketing opportunities.

AspenTech's Partner Network is designed to help AspenTech and participating partners expand their product and service offerings and grow revenues. Partners can increase revenues by incorporating and reselling AspenTech's products with their offerings and by the delivery of related implementation and integration services. In addition to access to technology, training, support and marketing, the program also includes access to the new AspenTech Partner Portal designed to enable and foster an online community.

"Partners play an important role in AspenTech's ability to reach and support a broader spectrum of customers globally in the process industries," said Blair Wheeler, senior vice president of marketing for AspenTech. "They bring an immense amount of industry expertise, credibility and success in selling into key vertical markets and help AspenTech maintain its leadership position in the energy and chemical markets, and build our footprint in other markets such as metals and mining, pulp and paper, power and utilities, consumer packaged goods and pharmaceuticals. The AspenTech Global Partner Network is a structured program to realign and focus our efforts on building a strong, communal partner ecosystem to better provide our customers with high value solutions."

Fujitsu, which recently signed a marketing and sales agreement with AspenTech, joined the AspenTech Partner Network program because it recognized the considerable value AspenTech's solutions deliver. This agreement enables AspenTech to expand its reach in Japan in the energy and chemical sectors, as well as in adjacent industries such as metals and mining and pulp and paper. The agreement enables Fujitsu to market and sell aspenONE and operational performance management products in these markets to provide customers with end-to-end solutions that increase operational efficiencies and reduce costs.

About Aspen Technology

AspenTech is a recognized expert and leading provider of award-winning process optimization software and services. AspenTech's integrated aspenONE(TM) solutions enable manufacturers to reduce costs, increase capacity, and optimize operational performance end-to-end throughout the engineering, plant operations, and supply chain management processes, resulting in millions of dollars in cost savings. For more information, visit www.aspentech.com.

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CONTACT: AspenTech

Elisa Logan, +1-617-949-1398

elisa.logan@aspentech.com

or

Lois Paul & Partners (for AspenTech)

Michael Parker, +1-781-782-5714

aspentech@lpp.com

SOURCE: Aspen Technology, Inc.