



Aspen Technology Appoints James Hintlian to Launch Pharmaceuticals Business Unit

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Life Sciences Industry Leader Will Lead Initiative to Build on AspenTech Momentum in Pharmaceuticals Markets

BURLINGTON, Mass.--(BUSINESS WIRE)--Nov. 14, 2007--Aspen Technology, Inc. (NASDAQ: AZPN), a leading provider of software and services to the process industries, today announced that it has named James (Jamie) Hintlian to launch a new business unit focused on the Pharmaceuticals industry. This move signals AspenTech's commitment to build on its emerging presence in Pharmaceuticals, and extend the company's core markets beyond Energy and Chemicals. Hintlian will report directly to AspenTech president and CEO Mark Fusco.

"More diverse types of process industries are realizing the benefits of aspenONE integrated process optimization solutions, and we see tremendous opportunities to expand our penetration into the pharmaceuticals market," said Mark Fusco, president and CEO, AspenTech. "With Jamie's breadth of experience, insight and passion for the industry, he will be extremely valuable as the leader of our Pharmaceuticals strategy. With this focus, we will also better align our resources and products to create stronger partnerships with our Pharmaceuticals customers."

Hintlian will be responsible for developing and executing AspenTech's pharmaceuticals business, product and go-to-market strategies, building on AspenTech's existing relationships with 13 of the world's top 15 Pharmaceutical companies. AspenTech solutions for leading pharmaceutical companies already include the following aspenONE deployments:

- Enabling a multibillion dollar pharmaceutical company to transform its process development operations across the development work flow, and into commercial manufacture.
- Providing a global bio-science manufacturer with the capability to efficiently schedule a highly complex U.S. manufacturing operation, driving plant utilization and customer delivery performance metrics.
- Delivering significant manufacturing performance improvements and cost reductions for one of the world's largest API (Active Pharmaceutical Ingredient) manufacturing operations.

Hintlian joins AspenTech from Accenture, where for several years he was a senior partner leading the Global Health and Life Sciences Supply Chain Practice. In his career at Accenture, and previously at Data General, Hintlian led several innovation initiatives. At Accenture, he developed the first fully operational supply chain using RFID (radio frequency identification) to support drug pedigree and anti-counterfeiting programs, from manufacturer to retail pharmacy.

Hintlian is also a frequent speaker at industry association events — this week, in his first days at AspenTech, he was a special invited commentator at the AMR Research annual "Healthcare Exchange" conference. Hintlian is also a member of the editorial board for Supply Chain Management Review. He holds both an M.S. and a B.S. in Operations Research from Cornell University, where he also earned his MBA.

"I look forward to working with a strong AspenTech team as we bring new process optimization innovations to the Pharmaceuticals industry," said Hintlian. "AspenTech's ability to integrate core processes from drug discovery through supply chain execution is unique, and supports critical manufacturer programs aimed at improving R&D productivity, design for quality and cost effective manufacturing execution."

Hintlian continued, "By harnessing the power of AspenTech's unique process optimization software, pharmaceutical companies can focus on the management of value, as opposed to assets, throughout the product lifecycle. We will build on our successes by aligning AspenTech pharma solutions with emerging industry needs, in particular embracing the initiatives of QbD (Quality by Design), DfM (Design for Manufacture), and Operational & Process Excellence from lab floor to shop floor to top floor."

About AspenTech

AspenTech is a leading provider of award-winning process optimization software and services. AspenTech's integrated aspenONE 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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