



Muller Selects AspenTech Supply Chain Solution to Improve Efficiency and Customer Service

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Leading European dairy products company uses AspenTech's process industry solutions to make highly complex supply chain more responsive to customer needs

Aspen Technology, Inc. (Nasdaq: AZPN), today announced that Muller, one of the European market leaders in dairy products, has signed a new license and services agreement for an integrated supply chain solution to be deployed across its operations in four production centers in Germany and the UK. The solution will enable Muller to improve customer service by using an improved forecasting, planning and scheduling process, and reduce costs by reducing inventories and improving capacity utilization.

Muller's supply chain is highly complex, with rapid seasonal changes in customer demand, multiple product streams that need to be synchronized together, and the need to produce the required product mix while maintaining high quality standards. The company required an integrated solution that would enable it to optimize the performance of its entire production network - rather than just individual sites - and to respond dynamically to market requirements.

To meet these challenges, AspenTech leveraged its experience in the process industries to develop a solution to suit Muller's particular business process requirements. The solution is based on an integrated platform that uses AspenTech's Collaborative Demand Management, Supply and Distribution Planning, and Production Scheduling technologies. These supply chain systems will be tightly linked with Muller's business operations through its SAP R/3 Enterprise Resource Planning system, and with the manufacturing process via a real-time connection to an AspenTech plant information management application.

"We selected AspenTech because it was able to provide a single integrated supply chain solution that addressed the complexity of our processes", said Matthias Saroia, Head of Supply Chain at Muller. "We believe that the solution will enable us to become more responsive and efficient, and potentially play a key role in helping us to achieve our aggressive growth targets."

"The business challenges faced by Muller are typical of those encountered by our process industry customers, and require technologies that have been specifically designed for these conditions," said David McQuillin, co-Chief Operating Officer of AspenTech. "Our supply chain solutions have a proven track record of creating significant value by enabling companies to operate their plants and supply chain more effectively and profitably."

AspenTech's Collaborative Demand Management, Supply and Distribution Planning, and Production Scheduling technologies are important components of the company's Value Chain Management (VCM) solution for the process industries. AspenTech's VCM offering helps process companies run their supply chain and manufacturing operations more efficiently to drive improved margins.

About AspenTech

Aspen Technology, Inc. is a leading supplier of enterprise software to the process industries, enabling its customers to increase their margins and optimize their business performance. AspenTech's engineering solutions, incorporating Hyprotech's technologies, help companies design and improve their plants and processes, maximizing returns throughout their operational life. AspenTech's supply chain manufacturing solutions allow companies to run their plants and supply chain more profitably, from customer demand through to the delivery of the finished product. Over 1,200 leading companies rely on AspenTech's software every day to drive improvements across their most important engineering and operational processes. AspenTech's customers include: Air Liquide, AstraZeneca, Bayer, BASF, BP, ChevronTexaco, Dow Chemical, DuPont, ExxonMobil, GlaxoSmithKline, Lyondell Equistar, Merck, Mitsubishi Chemical, Shell and Unilever. For more information, visit www.aspentech.com.

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