



Microsoft and AspenTech Broaden Alliance

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Alliance lowers cost of ownership and delivers Enterprise Operations Management solutions to new users in engineering, plant operations and supply chain management

CAMBRIDGE, Mass.--(BUSINESS WIRE)--Oct. 12, 2004-- Aspen Technology, Inc. (Nasdaq: AZPN) today announced the expansion of its strategic alliance with Microsoft Corporation in support of aspenONE(TM), AspenTech's new generation of software solutions for Enterprise Operations Management (EOM). The alliance provides process companies with innovative capabilities designed to help them accelerate the use and value of plant information across the enterprise.

Responding to market demand to integrate the leading enterprise technologies, AspenTech has agreed to deploy key current and future Microsoft technologies across its product portfolio. Key technologies being integrated into aspenONE include SharePoint Portal Server, BizTalk Server, SQL Server Analysis Services and SQL Server Reporting Services. Many of these efforts have been completed and are currently being demonstrated in the aspenONE 2004 release at AspenWorld 2004, AspenTech's biennial conference and solutions showcase, in Orlando, Florida.

"AspenTech is proud to have an alliance with Microsoft," said David McQuillin, president and CEO, AspenTech. "We look forward to broadening this relationship with the release of aspenONE, and to helping our mutual customers achieve even greater levels of profitability and growth."

Charles Johnson, worldwide managing director of manufacturing industry solutions at Microsoft, said: "With aspenONE, AspenTech is continuing its track record of delivering solutions tailored to meet the demands of the process industry. By expanding our working relationship, our companies will be able to aggressively address areas such as enterprise operations management with solutions that ensure optimization and automation of business processes through improved communication and collaboration delivered by Microsoft's integrated platform."

The alliance also includes an agreement to develop and execute joint marketing and sales initiatives aimed at accelerating market awareness and acceptance of EOM solutions. EOM is an emerging information technology market space that bridges the gap that currently exists between corporate financial, historical and transitional (ERP) systems, and the control systems (DCS/PLC) that manage the second-by-second processes in the plant.

About AspenTech

Aspen Technology, Inc. provides industry-leading software and implementation services that enable process companies to use simulation models to increase efficiency and profitability. aspenONE, a new generation of software solutions from AspenTech, represents a major step forward in helping process manufacturers achieve their strategic operational excellence initiatives. The first comprehensive offering to address the demands of the Enterprise Operations Management (EOM) market, aspenONE provides companies with integrated systems that enable them to manage and optimize their operational 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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