



## Alison Smith Joins AspenTech as Vice President of Marketing Strategy & Research

December 2, 2008

Smith's Knowledge of Manufacturing Operations Further Aligns AspenTech's Product Strategy With Customers' Drive For Operational Excellence Best Practices

BURLINGTON, Mass.--(BUSINESS WIRE)--Dec. 2, 2008--Aspen Technology, Inc. (OTC: AZPN.PK), a leading provider of software and services to the process industries, today announced that Alison Smith has joined the company as Vice President of Marketing Strategy & Research. Smith joins AspenTech from AMR Research, where she was Research Director for the Manufacturing Operations market service.

- One of the industry's foremost experts on Manufacturing Operations best practices, Smith chose to come to AspenTech to help bring to market industry-leading solutions that enable best practices in process optimization. She will lead the company's marketing strategy and research, and her team will focus on analyzing industry, technology, and business process trends that shape AspenTech's go-to-market, corporate, and product initiatives.
- Smith's extensive industry experience in identifying best-in-class Manufacturing practices will further drive the operational excellence initiatives at the core of AspenTech's product strategy.
- Previously, Smith was a founding officer and Marketing Vice President of Framework Technologies Corporation where she was responsible for market development, strategic positioning, product commercialization, and the initial launch of Framework's collaborative manufacturing design application.
- Over her 20+ year career, Smith has developed, deployed, supported, marketed, and sold manufacturing operations software applications to Fortune 500 manufacturers in industrial manufacturing, consumer products, and food environments.

### Supporting Quotes:

Blair Wheeler, AspenTech Senior Vice President of Marketing

"One of the ways AspenTech maintains market leadership is by attracting the industry's foremost experts on process manufacturing excellence. Alison brings to AspenTech a broad knowledge of trends and market dynamics across multiple markets and an intimate understanding of specific customer business processes and issues. Her extensive experience in these areas will help AspenTech deliver solutions that make it easier for our customers to achieve their operational excellence goals."

Alison Smith, AspenTech Vice President of Marketing and Research

"I came to AspenTech to help this company capitalize on untapped potential, at a time in our economy when finding the best way to optimize operations is a "must have" for all process industry companies. No software company I have seen is better suited to address this need, with the combination of innovation, domain expertise and breadth and depth of focus on the process industries. My charter is to help AspenTech leverage these assets to accelerate the delivery of customer and market-driven solutions that make true operational excellence not only achievable, but sustainable."

### Supporting Resources:

- Examples of Alison Smith's published work

### About AspenTech

AspenTech is a leading supplier of software that optimizes process manufacturing - including oil and gas, petroleum, chemicals, pharmaceuticals and other industries that manufacture and produce products from a chemical process. With integrated aspenONE solutions, process manufacturers can implement best practices for optimizing their engineering, manufacturing and supply chain operations. As a result, AspenTech customers are better able to increase capacity, improve margins, reduce costs and become more energy efficient. To see how the world's leading process manufacturers rely on AspenTech to achieve their operational excellence goals, visit [www.aspentech.com](http://www.aspentech.com).

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