



AspenTech Appoints Filipe Soares Pinto to Lead Latin American Operations as Vice President

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Soares Pinto Brings Deep Process Industry Technology and Business Leadership Experience to Expand AspenTech's Presence in Latin America

BURLINGTON, Mass.--(BUSINESS WIRE)--Nov. 21, 2011-- [Aspen Technology, Inc.](#) (NASDAQ: AZPN), a leading provider of software and services to the process industries has appointed Filipe Soares Pinto to lead the company's Latin American (LATAM) operations as Vice President. Soares Pinto brings deep process industry technology and business leadership experience to expand AspenTech's presence in Latin America.

- Soares Pinto holds an MBA from ESADE in Spain and a PhD in Chemical Engineering from UMIST in the UK. He has held various leadership roles at AspenTech, most recently as VP of Sales for Southern Asia. In his new position, Soares Pinto will focus on growing business in AspenTech's core chemical and energy markets, while ensuring that Latin American customers are better able to optimize operations with aspenONE software. He is based in AspenTech's Sao Paulo office.
- AspenTech's customers in Latin America include all of the major oil, gas and chemical companies in the region who use AspenTech's engineering, manufacturing, and supply chain solutions. In addition, AspenTech's engineering software is used by all of the region's major engineering and construction firms.
- AspenTech has expanded its LATAM operations to four regional offices, building an in-house team of technical and commercial professionals in Brazil, Mexico, Venezuela, and Argentina. Additionally, AspenTech has a strong and growing base of LATAM channel partners across the region servicing growth industries such as metals & mining, consumer products, and pulp & paper through the [AspenTech Partner Network](#).
- AspenTech's flagship product is aspenONE, the market-leading application suite that enables process manufacturers to optimize engineering, manufacturing, and supply chain operations. Unlike point solutions that only address specific process areas, aspenONE addresses inefficiencies end-to-end throughout the plant, resulting in improved profitability, significant cost savings and increased customer satisfaction.

Supporting Quotes

Antonio Pietri, Executive Vice President – Field Operations, AspenTech

"Filipe Soares Pinto has been deeply involved in growing AspenTech's business across the globe. Filipe's chemical and industrial process know-how and business expertise enable him to better understand customer challenges and how AspenTech solutions can help customers optimize their operations. The addition of Filipe to AspenTech's Latin American team strengthens our position in this growing region, and further reinforces our leadership position and commitment to customers."

Filipe Soares Pinto, Vice President – Latin America, AspenTech

"Although AspenTech is well established in Latin America, there is tremendous growth potential in this region. Latin American chemical and energy companies are leaders in their fields of operation, and they continue to strive for operational excellence as they expand their local and global presence. With industry leading solutions such as aspenONE, Latin American process manufacturers are well positioned to increase their global competitiveness and drive the region's growth."

Supporting Resources

- [aspenONE Engineering Suite Overview Page](#)
- [aspenONE Manufacturing Suite Overview Page](#)
- [aspenONE Supply Chain Suite Overview Page](#)

About AspenTech

AspenTech is a leading supplier of software that optimizes process manufacturing – for energy, chemicals, pharmaceuticals, engineering and construction, 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.

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