



## **Press Release**

**For more information, contact:**

*Mary Batzel*  
*Intercim Corporate Communications*  
*651-289-5744*  
*mbatzel@intercim.com*

**For immediate release**

### **Intercim and Pertinence Announce Partnership Agreement**

EAGAN, Minn. November 27, 2006--Intercim, Inc., announced that it has signed a Memorandum of Understanding with Pertinence, a global leader in Enterprise Manufacturing Intelligence software. In addition to the integration of Velocity by Intercim® process execution system with the Pertinence suite of products, the agreement provides for Intercim to resell Pertinence software.

“Intercim and Pertinence products complement each other very well and present a strong value proposition to the customer,” said Paul Meyer, Intercim Vice President of Engineering. “Pertinence Suite requires real time data in order to suggest changes to processes. Velocity by Intercim provides that data, in real time, while controlling the manufacturing process.”

Velocity process execution software collects and stores all entered and as-built data relevant to the manufacturing process. From operation status and non-conformance to genealogy and electronic approvals, Velocity ensures procedural enforcement.

Pertinence Enterprise Manufacturing Intelligence software solutions will use the data collected by Velocity to answer the ‘why’ in process execution. The product drills down into historical information to extract successful best practices as well as guides users in avoiding risky situations. A third product in the suite measures real time performance and if necessary, suggests adjustments to the process.

“Competition within the manufacturing industry is fiercer than ever and the complexity of processes consistently increases. To resolve this challenge, Pertinence leading-edge software solutions bring fact-based answers to analyze, understand and optimize these processes. Combining Pertinence Suite and Velocity by Intercim® will bring great value to customers and we look forward to strong field collaboration and joint customer successes.” explains Amélie Faure, CEO at Pertinence.

#### **About Intercim**

As a leader in the development and application of process execution systems, Intercim has an extensive track record of helping discrete manufacturers improve their bottom line. With nearly 25 years experience

in process engineering, software development and Aerospace and Defense manufacturing, the company is uniquely positioned to assist component fabricators, avionics, sub- and large-scale assembly and procedural test and control customers. Velocity by Intercim® is a commercial off-the-shelf solution used to meet regulatory requirements, harness Lean principles, manage quality processes and bridge process execution between design and production for a closed-loop product lifecycle management system. For more information, visit [www.intercim.com](http://www.intercim.com)

#### About Pertinence

Pertinence is a global leader in the Enterprise Manufacturing Intelligence software, enabling the extraction, application, control, and sharing of Best Operational Practices (BOPs). Pertinence develops software dedicated to optimizing industrial processes and complex systems. Through its innovative, leading-edge data analysis technology, Pertinence empowers professionals to improve process quality, reduce time to market for product launches and better manage complex systems' initial set up. Pertinence, a Microsoft (NASDAQ: MSFT) Certified Partner, is located in Europe and the United States, and customers include industry leaders from the Pharma-Biotech, Aerospace and Defense and Industrial Products sectors, including Airbus, BMW, Sanofi Pasteur, Siemens, etc.. Please visit [www.pertinence.com](http://www.pertinence.com) for more information.

###