



For more information, contact:

Jenny Viscarolasaga, for Intercim
617-331-4944
jenny.v@tworoadscommunications.com

FOR IMMEDIATE RELEASE

INTERCIM LAUNCHES PERTINENCE SUITE POWERED BY VELOCITY

Company offers manufacturers never before seen predictive analysis capability and value-based pricing model

ST. PAUL, Minn. – March 18, 2008 – [Intercim](#), LLC, a global leader in manufacturing operation management (MOM) software, announced today the launch of its [Pertinence Suite](#) [®] [powered by Velocity](#)™. A first-of-its-kind solution, the Suite manages the entire production process from design through final inspection, reducing cycle times and time to market, while improving quality and efficiency.

The Pertinence Suite is comprised of state-of-the-industry Process Planning, Process Rules Discovery, Process Execution, Operations Advisor, Emergent Process Management (EPM) and Performance Tracker. Its 'powered by the Velocity' core is an innovative transactional layer that facilitates data exchange between modules. Utilizing Service Oriented Architecture (SOA) and built upon the Microsoft .Net platform, the system is the only completely web-based, commercial-off-the-shelf (COTS) operations management solution available.

This product release is the latest initiative to come out of the July 2007 merger of U.S.-based Intercim and French-based Pertinence. According to John Todd, Intercim president and CEO, the Suite offers aerospace and defense, pharmaceutical, semi-conductor and automobile manufacturers the power and technology necessary to manage the most complex processes, but with an entirely new premise: simplicity.

"What makes this Suite unique is the way it delivers additional ROI," said Todd. "Take the cost of poor quality, for example. Intercim's patented predictive analysis capability offers manufacturers a totally new way of understanding and preventing quality defects *before* they happen, improving yield while decreasing the cost of rework and scrap."

In addition, a new value-based pricing model, unique to the industry, eliminates the large initial investment typical in purchasing enterprise software licenses. As part of this model, Intercim installs its software modules at the client site, which then allows users to access them as they wish, without having to set up new contracts and without limiting the number of users. Then, each time a software module is used (for a transaction, to search for a rule, to issue a production order, etc.), the corresponding number of credit units is deducted from the equivalent of a prepaid "card." The more credits purchased, the lower the per unit cost.

This practice allows Intercim users to leverage the power of Intercim's software modules on an as-needed basis, without having to install new software at different points in time and to avoid large upfront investment.

According to Todd, the new pay-per-use model lets customers to take advantage of the Suite's production management capabilities sooner. "We want our customers to derive value from the Suite as quickly as possible," he said. "This pay-per-use model leverages the Suite's flexible and scalable capabilities, while making it financially less restrictive for manufacturers to implement a state-of-the-industry solution."

Native web technology allows the Pertinence Suite to do what no other Manufacturing Execution System (MES) can: manage production within the four walls of the factory, across a company's enterprise and throughout the supply chain. Process plans, data collection, risk patterns, emergent processes, electronic approvals and Key Performance Indicator (KPI) reports may be entered locally, and accessed globally. At the same time, comprehensive interoperability allows customers to optimize and leverage their existing Product Lifecycle Management (PLM) and Enterprise Resource Planning (ERP) investment.

Intercim's technology partners have also noted their excitement upon learning of the new solution. "Intercim has a truly distinctive offering," said François Richard, director of Discrete Manufacturing Industry for Microsoft, France. "The Pertinence Suite combines the power of an innovative solution, leveraging modern Microsoft-based technology, with a pay-per-use pricing model exclusive to the industry. I'm confident that discrete manufacturers will welcome an approach that enables true production management from the shop floor throughout the entire supply network," he said.

With Pertinence Suite powered by Velocity, user acceptance, another hurdle faced by manufacturers, is also made easier. For example, it's understood that a production employees' first priority isn't to be a computer operator, so in a paperless environment, efficient use is critical. Intercim's new, intuitive user interface lets employees do their work with minimal system interaction.

Another innovation built into the Pertinence Suite powered by Velocity is the ability to extend 3D modeling to the shop floor. "Since everything conforms to the 3D design, translating it to 2D as it leaves engineering adds no real value and can cause unnecessary errors," said Todd. "Using 3D as a common model throughout the process ensures consistency for the shop floor technician."

Pertinence Suite powered by Velocity is currently available. For more information on the product, click [here](#).

About Intercim

Intercim has 25 years of experience in helping discrete manufacturers meet regulatory requirements, harness lean principles, manage quality and execute processes in a paperless environment. The company is a demonstrated leader in manufacturing and production operations management software solutions for advanced and highly regulated industries. Intercim has offices throughout the United States and in Europe, with industry-leading customers such as Boeing, Sanofi Pasteur, Airbus, Ball Aerospace, BMW, Intel and Honeywell. In addition, as part of its initiative to provide the utmost in operational excellence, the company also has technology partnerships with Dassault Systèmes, SAP and Microsoft. For more information, visit www.intercim.com

--###--