



## Press Release

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### **For Immediate Release**

## Intercim strengthens its position as global solution provider

ST. PAUL, Minn. February 25, 2008 – **Only six months after merging with Pertinence, Intercim today announced it is finding success in Europe and expanding outside the Aerospace & Defense industry.**

Intercim is a leading provider of manufacturing operation management software solutions. Through the merge with Pertinence, Intercim's goals were twofold. First, Intercim expected to strengthen its positioning in other industries that – as for the Aerospace and Defense one - deal with very complex manufacturing processes and second, to settle in Europe. The easy to adapt process manufacturing software suite unveiled last November and an innovative pay-per-use pricing model is impressing industry leaders from different sectors.

An example is Essilor. Essilor, the world leader in ophthalmic lens manufacturing, ran a successful proof of concept of the Process Rules Discovery module and a broader deployment is being considered. Lenses are a sophisticated and high tech product resulting from processes that include numerous technologies such as micro electronics. Essilor is at the forefront of innovation and excellence in this sector, selling more than 200 million units annually.

Furthermore, an innovative value-based pricing model is drawing tremendous interest.. The cost of the software is based on use of the product's six modules. Credits are purchased to operate the suite's process planning, manufacturing intelligence, process execution, risk analysis, emergent process and analytics solutions.

Customers spend credits according to their need. This pricing model enables customers to test the Pertinence Suite in full, at low cost and at their own pace. *"The new contracts signed at the end of 2007*

*strengthen the confidence we have in our development worldwide - and especially in Europe - as well as our strategic choices. These choices are based on a simple principle: to provide our customers with more value by enabling easy and flexible access to intelligent and collaborative manufacturing operation management solutions. We are proud of our European subsidiary as it continues to sign new licence contracts and already accounts for 25% of the company's annual revenue"* explains Judson Plapp, VP Marketing and Strategy at Intercim.

### **About Intercim**

With 25 years experience in helping discrete manufacturers meet regulatory requirements, harness Lean principles, manage quality and execute processes in a paperless environment, Intercim is a leader in the development and application of web-based manufacturing operations software. The Pertinence Suite<sup>®</sup> is a truly unique technology that empowers process engineers, manufacturing operations, quality, IT and supply chain professionals to ensure the predictable, foresee the preventable and manage the unexpected. Intercim operates from offices throughout the US and in Europe. Its customers include industry leaders like Ball Aerospace, Boeing, BMW, EADS, Honeywell and Intel. Partnerships with Dassault Systèmes, SAP and Microsoft support the company in its mission to provide operational excellence for all. For more information, visit [www.intercim.com](http://www.intercim.com)