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**Marc Chevis, General Manager of AEP, AspenTech**

**ASPEN TECHNOLOGY**
Leading supplier of software and services for process manufacturers of petroleum, chemicals, and pharmaceuticals, with a list of customers that includes more than 1,500 companies in 60 countries.

**Industry:** **Software**
**Geography:** **Global**

**Deployment Summary**

- AspenTech chose TIBCO technology over several vendors as the foundation for its new Aspen Enterprise Platform™ (AEP) solution for process-manufacturing facilities.
- The TIBCO-enabled platform offers specific integration for the SAP® R/3® enterprise resource planning (ERP) system – the dominant ERP solution in the process-manufacturing industry.
- AEP delivers custom templates to Aspen's customers to simplify integration projects. These templates, based on TIBCO's technology, are highly tailorable to meet the customers' ever-evolving business processes.

**Benefits**

- The TIBCO-powered solution provided best results against several key AspenTech requirements.
- Early AEP deployments are helping top-ranking chemical, pharmaceutical, and petroleum companies around the world to easily integrate business planning and plant operations throughout their worldwide manufacturing facilities.

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# TIBCO Powers AspenTech Manufactuing/ Supply Chain and Engineering Platform

As a leading supplier of software and services to process manufacturers such as petroleum, chemical, and pharmaceutical companies, Aspen Technology (AspenTech) helps its customers manage and streamline plant operations, supply chains, and the engineering of physical plant assets. When AspenTech needed an integration strategy – to connect its own applications and integrate them with customers' other operations applications – the company embarked on a process of elimination that led to TIBCO Software Inc., a leading enabler of real-time business, as its integration technology partner.

## Global manufacturing requires integrated applications

AspenTech's offerings span the range of its clients' manufacturing needs, from facility design and simulation tools to supply chain management and production systems. As AspenTech's product portfolios grew, so did its need to integrate them. Moreover, the manufacturers that use AspenTech's products must synchronize applications and facilities around the globe, sometimes for the same production process.

As an enabler of its clients' manufacturing operations, AspenTech's software needed to fit into and help coordinate those operations. For example, AspenTech needed to integrate with aspects of SAP R/3 related to process-manufacturing; SAP's ERP solution had become a very common technology used by AspenTech customers.

"We're very good at building applications for specific parts of the business process in manufacturing, supply chain, and process engineering, so integration was the next crucial step," says Marc Chevis, general manager of the Aspen Enterprise Platform (AEP), the company's integration solution. "We realized we needed to focus on the process industry-specific aspect of integration and find a world-class integration technology partner for the foundation."

## AspenTech finds third-party enabler in TIBCO

AspenTech tried working with several third-party technologies for this purpose and found TIBCO's business integration solution to be the offering

that best met its needs. "We evaluated other EAI offerings, but found that TIBCO's solution was the best answer for our needs. Within six months of signing our deal with TIBCO, we were up and running at seven customer sites," says Chevis. After AspenTech chose TIBCO technology, the company experienced the advanced performance of TIBCO's solution for itself: For AspenTech's integration requirements, TIBCO's solution offered the best performance on several key parameters, including manageability, scalability, and reliability.

In addition, TIBCO offered a truly integrated platform. "Process manufacturing is a continuous, 24x7 operation across different plant locations. Planned downtime is rare, and TIBCO's solution met these strenuous demands," Chevis says. "TIBCO had the product that could meet the integration needs of this environment."

TIBCO's integration into enterprise environments was very important to AspenTech, especially with respect to SAP, the dominant ERP vendor in the process industry.

"TIBCO's tools let us construct integration templates that we can deploy into quite a large variety of topologies," Chevis says. "That's a distinct advantage for us and another key reason we chose TIBCO."

### AEP helps large corporations integrate plant operations

The first product to come out of this partnership, AspenTech's EnterpriseConect, represents the foundation of AEP. Released in September 2002, it has radically improved the manufacturing environments of several AspenTech customers.

"We removed less sophisticated, point-to-point integration technologies in at least three customer sites and replaced them with AEP based on TIBCO," Chevis says. "The tight integration provided by AEP is far superior to what they were using previously. The TIBCO-based AEP implementation has raised their operations to whole new levels of efficiency that weren't possible before."

One such customer is a top-ranking chemicals company that has used AEP to help standardize worldwide operations on SAP R/3. Because the company's business units contain between 5 and 20 manufacturing sites, it needed a way to roll out SAP easily and predictably. The company used the standard set of integration templates available in AspenTech's EnterpriseConnect product, which embeds TIBCO's technology. The platform also gave the customer the ability to automate interactions among applications and centrally manage and monitor the resulting infrastructure, ensuring near real-time integration of SAP and the systems at the manufacturing sites.

With the infrastructure in place, AEP helped maintain ongoing integration between the processes enabled by SAP – business planning and logistics – and the manufacturing execution systems at the individual sites. "With the help of AEP – powered by TIBCO – our customer has been able to eliminate a lot of the typical integration problems among applications dealing with manufacturing workflows and business processes," Chevis says.

These problems were caused by integrating applications with point-to-point connections, which had become

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increasingly complex and hard to manage as more systems were added. The TIBCO-powered AEP provides a single messaging layer to which each application can quickly connect using TIBCO's standardized adapters. Not only has this capability simplified AspenTech customers' initial integrations, but it also has established an easy, reliable system for deploying new applications in the future.

"Our customers are realizing extraordinary efficiencies in their manufacturing operations with AEP," Chevis says. "This solution would not have been possible without the superior integration technology provided by TIBCO."

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**TIBCO Software Inc.** (NASDAQ: TIBX) is a provider of infrastructure software for companies to use on-premise or as part of cloud computing environments. Whether it's optimizing claims, processing trades, cross-selling products based on real-time customer behavior, or averting a crisis before it happens, TIBCO provides companies the two-second advantage™ – the ability to capture the right information at the right time and act on it preemptively for a competitive advantage. More than 4,000 customers worldwide rely on TIBCO to manage information, decisions, processes and applications in real time. Learn more at www.tibco.com

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