

● Sierra Atlantic Introduces ECO Lens: A Unique Cost Management Analytic Tool that Delivers Rapid Value in Real-Time

Provides Breakthrough Savings in Material Obsolescence and Excess Inventory Costs to Manufacturers

FREMONT, CA - May 22, 2003 - Sierra Atlantic, Inc., The Application Networks Company®, today announced the release of ECO Lens, the latest solution in its Application Networks® solution set. A sophisticated, configurable browser-based cost management analytic solution, ECO Lens saves manufacturers millions of dollars in inventory write-offs and vendor cancellations fees by optimizing Engineering Change Order (ECO) timing. ECO Lens provides superior value that is scalable and affordable with immediate cash improvement. Easy implementation, maintenance, and compatibility with existing ERP systems make it unique in the industry.

"With ECO Lens, manufacturing companies dramatically decrease material obsolescence and inventory costs while streamlining and optimizing the new product introduction process," said Joga Ryali, CTO and Senior VP of Products, Sierra Atlantic. "ECO Lens allows companies to realize significant cost savings in a matter of weeks by continuously identifying changes across the extended supply chain, analyzing the business impact of those changes, simulating multiple cost scenarios, and acting based on their business rules and corporate objectives."

"One of the biggest issues enterprises face today is a lack of visibility into their supply chains-both upstream and downstream. With ECO Lens, Sierra Atlantic has developed a solution that focuses on providing that visibility for global manufacturers, and thus improving their manufacturing execution," said Paul Fu, VP, Strategy of Agile Software. "Agile provides solutions for companies to bring their products to market more effectively and more profitably; and we are excited that Sierra Atlantic has built a solution that leverages the Agile PLM platform to further improve the product profitability of our customers."

How ECO Lens Works

ECO Lens extracts the relevant product data from Agile's PLM system and the inventory data from ERP systems to accurately quantify the cost of various options associated with an engineering change order cutover.

ECO Lens is designed for high tech manufacturers who process many ECOs with high dollar impact. Subjective cut-ins of ECOs without proper analysis of component inventory, pending work orders, open purchase orders or demand schedules typically result in large inventory write-offs, significant rework or vendor cancellation charges.

ECO Lens is a configurable browser-based analytics tool that:

- Provides a framework to implement best practices in engineering change cost management.
- Provides detailed cost analysis reports and transition plans that take the guesswork out of the ECO release process.
- Enables planners to quickly configure and simulate various scenarios for material disposition and make informed inventory management decisions.
- Continues to monitor, throughout the ECO lifecycle, the impact of supply and demand changes on the selected ECO implementation scenario and alerts planners when there are significant deviations.

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ECO Lens customers can expect a return on their investment within two quarters. For example, a \$500M company with \$15M of annual material obsolescence and excess inventory costs can save at least 10% using ECO Lens, adding \$1.5 M to operating margin.

The tool can be implemented in a matter of weeks within existing application infrastructure without disruption to any existing business processes.

Sierra Atlantic's packaged integration solutions -- called Application Networks -- enable business processes to seamlessly flow among leading enterprise applications. Application Networks give organizations visibility and control over customer and account information, improve order accuracy, enhance customer service and enable manufacturing collaboration. In addition, they can be deployed with lower implementation cost, risk, and time, and last for the lifespan of a company's enterprise applications.

Sierra Atlantic offers four packaged Application Networks: Supply Chain Management Network (SCMnet), Customer Relationship Management Network (CRMnet), Portal Application Network (PORTALnet) and ECO Lens. Application Networks have been deployed at over 85 companies including Amkor, Ciena, GE Medical Systems, Logitech, Stratex Networks, Sycamore Networks, and Tellium.

All Application Network products are fully supported and upgradeable to future releases of above-mentioned enterprise software packages.

● About Sierra Atlantic

Sierra Atlantic, The Application Networks Company®, integrates enterprise eBusiness systems and supply chains for improved customer service, operational efficiencies, and competitive advantage. Sierra Atlantic Application Networks® combine integration products and services to connect leading enterprise applications, creating robust, integrated eBusiness processes within the enterprise and across business partners.

Besides application integration solutions, we also provide software implementation services, custom software development services, software maintenance and support, and business intelligence solutions. We leverage our Global Development Center in India to deliver our services with superior quality and economics. Founded in 1993, Sierra Atlantic is headquartered in Silicon Valley with offices in Chicago, New York, London, Singapore, and India. Sierra Atlantic has over 300 delighted customers. For more information, please visit www.SierraAtlantic.com.

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