



● **Sierra Atlantic's ECO Lens Named Oracle(R) PartnerNetwork Industry Partner Solution of the Year 2004**

*ECO Lens Achieves Excellence in Helping Manufacturing Companies Benefit from Oracle Technology by Optimizing Engineering Change Implementation*

SAN FRANCISCO, ORACLE OPENWORLD – December 6, 2004 – Sierra Atlantic, Inc., announced today that its ECO Lens product has earned the North America Oracle® PartnerNetwork Solution of the Year 2004 award in the industry solution category, for its value-add to streamlining the Engineering Change Order (ECO) management process and reducing excess and obsolete (E&O) inventory. The recognition of ECO Lens by the Oracle PartnerNetwork further demonstrates Sierra Atlantic's strong commitment to Oracle as it continues to develop and implement leading solutions for the Oracle community.

"We are thrilled that Oracle has recognized ECO Lens as a leading solution for Engineering Change Optimization," said Marc Hebert, EVP of Sierra Atlantic. "This award further raises ECO Lens' profile, and we expect more Oracle customers to benefit from ECO Lens to eliminate inventory excess and obsolescence costs by optimizing the date of product changes."

"As a Certified Advantage Partner in the Oracle PartnerNetwork, Sierra Atlantic continues to develop significant offerings for Oracle users that help them maximize the benefits of Oracle technology and adopt best-in-class business practices," said Rauline Ochs, Group Vice President, North America Channels, Oracle Corp. "We look forward to our continued partnership with Sierra Atlantic, and the success of their ECO Lens solution."

ECO Lens is an easy to use, browser-based composite analytics application that deploys on top of existing infrastructure with zero production downtime. It analyzes product change information from ECOs against supply and demand data from various modules in Oracle Manufacturing to arrive at implementation scenarios for a number of effectivity dates for an ECO. Detailed material dispositions and the corresponding cost impact are presented for each implementation scenario. By assessing the impact of a product change before release, users can uncover hidden costs and determine the optimal date to introduce product changes. ECO Lens helps customers realize high return on investment by reducing E&O inventory resulting from poorly implemented product changes, reducing ECO cycle times and streamlining the material disposition process tied to ECOs.

PRESS RELEASE

(Page 1 of 2)

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## ● About Sierra Atlantic

Sierra Atlantic is a leader in offshoring enterprise applications, helping our customers optimize their investments in Oracle, PeopleSoft, SAP and Siebel. With expertise derived from deep R&D relationships with enterprise software leaders, we offer complete lifecycle application management solutions -- strategy, implementation, integration, upgrade and support -- using our NShore™ methodology. We integrate these point solutions into Application Networks® that enable seamless business processes within and outside the enterprise. With over 300 highly satisfied customers since 1993, Sierra Atlantic is headquartered in Silicon Valley with offices in Chicago, New York, London, India, Malaysia and Singapore. For more information, please visit [www.SierraAtlantic.com](http://www.SierraAtlantic.com).

## ● About Oracle PartnerNetwork

The Oracle PartnerNetwork is a global business network of more than 13,800 companies that deliver innovative enterprise software solutions based on Oracle software. Through access to Oracle's premier products, education, technical services, marketing and sales support, the Oracle PartnerNetwork provides partners with the resources they need to be successful in today's Internet economy. Oracle partners are able to offer customers leading-edge solutions backed by Oracle's position as the world's largest enterprise software company. Partners who are able to demonstrate the highest level of product knowledge, technical expertise and a commitment to business with Oracle qualify for the Oracle Certified Advantage Partner level. These partners receive a higher level of service, support, training and certification from Oracle.

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PRESS RELEASE

(Page 2 of 2)

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