

Press Release

New VAR Relationship Brings ERP Solutions to CAE Northwest - Glovia Announces New Affiliate Program Member.

El Segundo, Calif., and Bothell, Wash. - February 12, 2002 - "As the leading systems integrator in the Northwest region, CAE Northwest is *the* logical choice for a partner to help drive Glovia ERP customer acquisition in the mid- market for engineer-to-order manufacturing companies," said Shirley Hudson, director of strategic relationships at Glovia International, the business-to-business e-commerce subsidiary of Fujitsu Limited.

Today, Glovia announced that CAE Northwest is the first company to be selected as a value-added reseller in the new Glovia Affiliate Program. The new affiliate will sell Glovia ERP solutions, glovia.com and glovia.e to customers in the Northwest region, which includes the metropolitan areas of Boise, Portland, Seattle, and Spokane, and in the Southwest region of Canada, Vancouver and Edmonton.

According to CAE Northwest vice president of sales, Glenn Ehrlich: "As we sought ways to better serve the innovation/design/PDM market with solutions that address all of their business and enterprise issues, the need to augment our offerings with ERP and e-commerce solutions became clear. Glovia is firmly rooted in these applications; their implementations are measurably shorter than other players in the space. We are pleased to extend our offerings into the ERP market, via our relationship with Glovia."

Providing customers with a locally based service representative to manage all systems requirements, CAE Northwest will also work with its sister company, PWI Technologies to address the mid-market in the Northwest region. PWI Technologies is an IT solution provider specializing in engineering Internet/Intranet infrastructure solutions.

For more information on the Glovia Affiliate Program, please view [the Affiliate Program announcement](#).

About CAE Northwest

Formerly, Personal Workstations, Inc., CAE Northwest targets design and manufacturing companies with business and technical solutions that enable improved process efficiencies, reduced costs and higher profits. With offerings such as AutoCAD, Computervision, Pro/ENGINEER, SDRC and SolidWorks, CAE NW serves customers in the Northwest region via its corporate headquarters in Bothell, Washington, and regional offices in Portland, Oregon and Richmond, British Columbia.

In addition to training and consulting services, the company's range of expertise spans multiple disciplines, such as: Mechanical Engineering (MCAD), Finite Element Analysis (FEA), Computer-Aided Manufacturing (CAM), Enterprise Resource Planning (ERP) and Product Data Management and Collaborative Product Commerce (PDM/CPC). CAE Northwest was founded in 1986 and is the largest SolidWorks reseller in its region, boasting over 2000 seats.

For more information, visit www.caenw.com or contact the corporate office at 425-489-9662.

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