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For Immediate Release

Alliance Offers Think & Do Users High-End HMI at a Low-End Price

ORLANDO, FLORIDA – April 26, 1999 - As part of an alliance announced at IMS 99, Indusoft has teamed up with Think & Do software to offer Think & Do users a will offer a special version of its NT and CE-based SCADA software, called Indusoft for Think & Do.

With Indusoft for Think & Do, users can add sophisticated HMI and SCADA capabilities to their Think & Do PC-based control application. Seamless, easy to use connectivity between the two packages is accomplished through a high-performance OPC link. In keeping with both companies' high-value, low-cost approach to the market, Indusoft for Think & Do is priced at only \$495 for the Windows NT version and \$295 for the Windows CE for users of Think & Do soft logic control software. The new offering will deliver a high end HMI at a low end price to Think & Do users. versionis being offered at a special price.

Executives at both companies expressed their pleasure with the alliance. Andy McMillan, Think & Do marketing director said, "We are very pleased to have Indusoft for Think & Do join our growing list of Think & Do companion software products (which we call Think & Do AMIGOS). Our customers know that AMIGOS are designed to integrate effectively with Think & Do and extend the Think & Do philosophy of easy to learn and fun to use PC-based control." He added, "With thousands of copies already installed and Windows CE support now available, Indusoft will be a great resource for our customers who need Our motto is to make it 'Easy to learn, fun to



use," remarked Andy McMillan, xxxtitlexxx of Think & Do. "This kind of pre-integrated companion software fits that model perfectly." SCADA capabilities."

Ernest Roland, CEO of Indusoft, noting that Think & Do comes with real time control and operator screen capabilities, explained that the Indusoft software does much more than provide an operator interface - it enables users to integrate control into any size system, starting small and expanding as required. "Indusoft has the capability to build either a sophisticated operator interface or a full size SCADA system," said Roland. "Now both the control and the interface can be scaled up together - it's what we're calling joint scalability."

The special version of Indusoft software will sell for under \$500 as part of the Think & Do AMIGOS program. As part of the AMIGOS program, a runtime limited version of Indusoft for Think & Do will be shipped on the Think & Do product CD. Users will be able to build an application and try out Indusoft beforefor Think & Do Buyers of Think & Do will receive a runtime-limited version of the Indusoft software on their CD-ROM, to let them experiment with building a trial application before ordering a license from Indusoft Ltd.

"The tendency for many peopletry-before-buy approach to companion software gives users a risk-free opportunity to explore the full potential of PC-based control capabilities," is to assume that a low price point means low functionality," explained McMillan. "Many of our customers have found it to be a very effective way to sell their management teams on the value of moving to PC-based controlWe want them to see that this is a powerful and capable package they're getting."

Think & Do offers both NT and CE versions of their control product.

Indusoft's full scale Windows NT/98 supervisory control and monitoring system is already used in 2,000+ installations worldwide, and the company has just released version 2.20 of CEview, a Windows CE-based SCADA solution. Both packages include most of the same features, with an object-oriented database, math functions, report generation, archiving, alarms, batch recipes,



and interfaces for PLCs, remote I/O and TCP/IP networking. Existing applications include embedded machine and process controls, servo drives, control panels, man-machine interfaces, SCADA, data collection, maintenance terminals, PLC interface panels, machine parameter adjustment, and mobile process supervision.