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**For Immediate Release**

## ***InduSoft Enables Increased Uptime***

AUSTIN, TEXAS — October 22, 2003 — ValeoSoft, a leading supplier of Enterprise Asset Management (EAM) and Enterprise Service Management (ESM) software based in Bensenville, IL, and InduSoft, supplier of InduSoft Web Studio SCADA/HMI software, have signed a cooperative marketing agreement.

ValeoSoft will use InduSoft Web Studio (IWS) software to Increase Uptime for capital equipment and asset operators and service providers. ValeoSoft will use InduSoft Web Studio (IWS) to gain access to data in industrial and process control databases, including process historians, distributed control systems, PLCs, smart instrumentation and field devices, fieldbus systems, and Web-based data repositories. IWS has software interfaces to hundreds of networks, devices, and control systems, giving it access to legacy and proprietary systems. InduSoft Web Studio also conforms to “open” industry standards, such as Microsoft .NET, OPC, DDE, ODBC, XML, SOAP, and ActiveX, so it can access information in newer DCSes, process historians, and other modern systems.

Resh Wallaja, president of ValeoSoft, says using Web Studio will give plant operators a big advantage. "One of the biggest problems in service and asset management is that most work today is reactive. Reactive work is expensive, by obtaining the real time plant floor and equipment data we can track equipment and identify and eliminate problems before they occur.," he explains. "There are dozens, if not thousands, of different factory networks and databases that hold the real time and historical data required for maintenance and service. With InduSoft



Web Studio software, we can now interface to virtually every industrial data base in the world, enabling operators and vendors of capital assets to benefit from increased uptime, lowered total cost of ownership and increased asset life, something that no other solution provider can offer today”.

InduSoft is using the ValeoSoft asset and service management software to help round out its product offering. “We have begun a program that will align us with the best of breed software manufacturers in the world,” explains Ernest Roland, president of InduSoft. “Our core competency is in HMI/SCADA, not asset management, vibration analysis or supply chain management. However, our OEM and end user customers need that kind of software, and want to make sure our software is compatible with it. Therefore, we are actively seeking out the leaders in various software categories and forming joint marketing agreements with them.”

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#### About ValeoSoft

ValeoSoft Increases Uptime™ ValeoSoft develops, markets, and supports software solutions that help manufacturers and operators of capital equipment increase uptime. ValeoSoft offers a broad spectrum of functionalities to address the complete lifecycle of complex capital equipment, allowing users to plan, execute, and control all the activities related to maintenance and repair operations on the factory floor. Its asset-centric functionality enable manufacturing and production companies to ensure that their equipment is at the highest possible levels of availability while keeping operating costs under control. For more, go to [www.valeosoft.com](http://www.valeosoft.com). Contact Tom Bellemare at 512 428 9140 or email at [tbellemare@valeosoft.com](mailto:tbellemare@valeosoft.com).

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#### About InduSoft

Founded in 1997, InduSoft provides a powerful family of industrial software products for developing applications in process supervision, automation and control for Windows 2000, NT, XP and CE operating systems. Today, InduSoft is developing tools and technologies to empower people and companies to develop graphical interfaces, integrate Web browsers, and take



advantage of Internet connectivity. More than 15,000 InduSoft HMI, SCADA, control, and data acquisition systems are operating worldwide.