SVB Financial Group

CA-China Soft Software Technology And Northwest Analytical Partner To Deliver World-Class Quality To Manufacturers In China

Northwest Analytical and CA-CSS Sign Mutually Exclusive Partnership Agreement to Deliver Statistical Process Control Software to the Asian Market

PORTLAND, Ore., September 8, 2004 — Northwest Analytical, Inc. (NWA), the leading provider of statistical process control (SPC) software, announced that it has signed a mutually exclusive partnering agreement with CA-China Soft Software Technology Co., Ltd. (CA-CSS). This agreement enables NWA to serve as the exclusive provider of SPC software to CA-CSS. CA-CSS will serve as the exclusive general agent to sell, service, and provide training and support for all NWA products in the People's Republic of China. Silicon Valley Bank, recognizing the potential business synergies between NWA and CA-CSS, initiated the introductions that led to the business relationship and agreement. This agreement is effective immediately.

NWA and CA-CSS will deliver manufacturing software and services that will enable companies in the most rapidly growing manufacturing market in the world to meet international product standards and compete not only on a cost basis, but also on a world-class quality basis. NWA's award-winning SPC software will be internationalized for the Asian market and integrated with CA-CSS technologies to bring manufacturing process analysis, monitoring, data collection and web-based reporting capabilities to the CA-CSS manufacturing systems offering.

The primary business of CA-CSS is to create, sell and support ES/1, a complete family of software solutions that addresses all aspects of Supply Chain Execution (SCE) and supports many languages including Simple Chinese, Traditional Chinese, Japanese, and Korean. ES/1 Manufacturing, one of the ES/1 families of products, offers a comprehensive system for manufacturing enterprises to track customers and analyze key information in every area of their enterprise, enabling more informed operational decisions. The ES/1 manufacturing system is integrated with various modules including finance, production scheduling and controlling, purchasing, sales, inventory, project design, quality controlling, project management, product assembly, and service management. It also includes an e-business system interface to provide an integrated solution for its users' enterprise management.

NWA's SPC software solutions provide the benefits of understanding and improving manufacturing process efficiency, improving product quality, reducing manufacturing costs, automating quality data collection, improving enterprise and supply chain communication, and demonstrating compliance with customer specifications and regulatory quality requirements.

"China's manufacturing base is growing rapidly. Its impressive growth is driven in part by large investments in manufacturing facilities that are designed to meet not only its increasing domestic demand, but in many instances cater to regional and global demand as well," said Andy Chatha, President and Founder, ARC Advisory Group. "Continued growth will depend on achieving and maintaining an excellent value-based manufacturing environment for which cost-quality issues are paramount. The partnership between CA-CSS and NWA will help manufacturers in China compete on a global basis."

"As a dedicated software solution provider, CA-CSS is always making efforts to provide better solutions to our customers," said Qin Jun Feng, President of CA-CSS. "We are facing increasing demands for quality management from our key customers in the tobacco, auto, and pharmaceutical industries. We noticed that NWA's software products are well recognized by multinational companies and complement our ERP solution. We have great confidence in cooperating with NWA to provide better solutions to meet our customers' needs."

"Our goal was to partner with a large, well-recognized Chinese software company that delivers and supports enterprise solutions, to move NWA's best-of-breed SPC products into a leadership position in China," said Cliff Yee, CEO of NWA. "We are honored to be working with CA-CSS and expect that this partnership will further expand NWA's contribution to China's rapidly growing manufacturing base."

Currently, NWA's software is used by more than 27 companies in China, including Nike, Advanced Energy Industries, and TaylorMade.

About CA-China Soft Software Technology Co., Ltd. (CA-CSS) CA-CSS is a joint venture formed by Computer Associates (CA), the world's largest management software company, and China National Computer Software and Technology Service Corporation (CS&S), the largest software provider in China. Headquartered in Beijing and with operations throughout China, CS&S specializes in computer software, IT product development, systems integration, information services, and software outsourcing. The primary goal for this joint venture is to explore the large potential presented by China's enterprise software market by leveraging the resources and expertise from both parties. After inheriting advanced technology from CA and CS&S, the company launched a comprehensive enterprise solution, ES/1, for the local Chinese market. ES/1 has expanded to become a complete family of product solutions that addresses all aspects of manufacturing management and supply chain execution.

CS&S has numerous national awards to its credit, including eight National Science and Technology Prizes and 16 National Excellent Software Product Awards. It has been ranked among the nation's Top 100 Electronic Information Enterprises for 11 consecutive years. CS&S has obtained ISO9001 certification in software development, systems integration, computer training and software export. The company was the only systems integrator in China to obtain the National Systems Integration First-Level Qualification in 2000 and passed the national security-related Systems Integration Qualification of system integration in 2002. Recently, the company formed a major partnership with Microsoft Corporation to develop market and solutions for Microsoft products and technology.

CA-CSS focuses on the Greater China and Southeast Asia markets and is experiencing rapid growth with the goal of becoming the regional leader in enterprise software. It has established a comprehensive network of business and consulting partners to penetrate that region. For more information, contact CA-CSS at sales@ca-css.com; call 86-10-6214-6979; or visit http://www.ca-css.com.

About Northwest Analytical
Northwest Analytical (NWA) is the leading provider of SPC software with more than 50,000 licenses shipped to over 5,000 companies worldwide. NWA software is used as a global SPC solution by international firms such as Dow Chemical, Unilever, and Crown Cork and Seal. NWA software is recognized for its power, ease-of-use, and its simple, tight integration with other manufacturing systems. The NWA SPC software suite includes products for quality analytics, plant-floor quality data collection and monitoring, SPC charting, enterprise reporting, and real-time, embedded SPC. For more information, contact Northwest Analytical at info@nwasoft.com; call 888-692-7638 or 503-224-7727; or visit http://www.nwasoft.com.

About Silicon Valley Bank
Silicon Valley Bank, the primary subsidiary of Silicon Valley Bancshares (NASDAQ: SIVB), provides diversified financial services to emerging growth and mature companies in the technology, life sciences and private equity markets, as well as the premium wine industry. Through its focus on specialized markets and extensive knowledge of the people and business issues driving them, Silicon Valley Bank provides a level of service and partnership that measurably impacts its clients' success. Founded in 1983 and headquartered in Santa Clara, Calif., the company serves more than 9,500 clients across the country through 26 regional offices. More information on the company can be found at www.svb.com.