

MINERVA PRESS RELEASE



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Minerva expands partnership with Siemens PLM Software to increase its provision of products and services for industrial companies.

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Minerva Czech Republic today announced an extension of its existing partnership with Siemens Industry Software Ltd (hereinafter Siemens PL Software). Signed in Prague on 9 December 2016 by Petr Koptík, Minerva's Chairman of the Board and Mariusz Zabielski, General Director of Siemens PLM Software in the Czech Republic, the contract extends the existing distribution, implementation and service of APS solutions for improved production planning into additional products for industrial enterprises.

SIMATIC IT Preactor APS, a product acquired by the purchase of the British firm Preactor International (www.preactor.com) in 2013, was added to the Siemens PLM Software portfolio in 2016. At the signing, Peter Koptík spoke about Minerva's new strategic direction: 'From the very beginning, Minerva has focused exclusively on manufacturing companies. This has been in close alignment to the "Building the Effective Enterprise" strategy of QAD, our key partner for Enterprise Resource Planning (ERP) software which focusses on improving enterprise processes, especially in manufacturing and related pre-production phases.' He continues, "When it comes to production planning, we are already deploying the Siemens PLM Software solution SIMATIC IT Preactor (part of Manufacturing Operations Management Software - MOM) for our clients. We are also introducing SIMATIC IT Preactor into Siemens factories in the Czech Republic and



it is our intention to expand cooperation on partnership projects with Siemens beyond the QAD ERP area.”

Mariusz Zabielski described the partnership as a strengthening of the company’s goal in fulfilling its vision of digitalisation: “It is an opportunity to help our customers adopt new manufacturing processes that help them produce goods more efficiently. Thanks to Minerva, we have acquired a team of professionals specialising in the delivery of a perfect solution for production planning.”

As a result of the newly signed contract, Minerva is expanding its deployment of Siemens solutions to include other products in the field of Manufacturing Operations Management Software (MOM) based on the same SIMATIC IT Unified Architecture as SIMATIC IT Preactor, for example, Siemens Manufacturing Execution System (MES) products which can also be integrated with APS Preactor. As Petr Koptík concludes: ‘In addition to wanting to integrate these products with the QAD ERP system, we also plan to cooperate commercially in the areas of Product Data Management/Product Lifecycle Management (PDM/PLM), specifically on the Teamcenter product and its integration with QAD ERP.”

Minerva is a provider of QAD enterprise applications in the Czech Republic and Slovakia and is also a distributor of QAD in Eastern Europe. Minerva is a Silver Solution Provider of Preactor International and has successfully implemented Preactor APS throughout Europe.

Minerva Česká republika is a company with a strong customer focus and strategy oriented towards enterprise applications for manufacturing and distribution companies. It is committed to helping customers improve their overall company management with greater efficiency, control and productivity through the implementation of the correct IT system. Minerva ČR provides its customers with a full line of services, from software implementation through business process optimization consultancy, system integration, world-class e-business solutions and outsourcing. Apart from the Czech Republic and Slovakia, Minerva also operates in Ukraine, Lithuania, Hungary and Romania, serving more than 150 manufacturing and distribution companies. The QAD Enterprise Applications system has been rated by independent analysts on a long-term basis as an industry-focused ERP system with the shortest period of implementation and a low total cost of ownership (TCO). The solution’s flexible and open architecture provides a solid



