



AIT deploys PolyDyne's QuoteWin® quote management suite

Austin, Texas—April 9, 2010— PolyDyne Software Inc.®, the leading provider of strategic sourcing solutions for the electronics industry, today announced that Advanced Integration Technologies (“AIT”) has deployed PolyDyne’s QuoteWin® Strategic Sourcing application across its global sourcing teams.

AIT is a leading midsized contract manufacturer with four major production facilities located in Arizona, California, Texas, and the Philippines. Customers rely on AIT to provide critical services at every stage of the manufacturing process, from design through production, testing, and delivery. AIT serves companies in several industries including: Semiconductor, Medical Equipment, Metrology, Gaming, Flat Panel, Telecommunications, Aerospace, Solar, Electronics, and Commercial.

AIT went through an extensive evaluation of strategic sourcing solutions prior to selecting QuoteWin. During the evaluation process, AIT executives determined that only QuoteWin could address all of their quoting and strategic sourcing requirements. AIT selected QuoteWin for the ability to manage the entire quoting process without having to do manual data manipulation outside the system in spreadsheets.

Following the initial rollout, AIT’s Director of Supply Chain said that QuoteWin has enabled them to ramp-up their quoting volume by at least 50% percent. They expect to see an increase in revenue of more than 60% over the next 2 years, and QuoteWin is expected to be the engine used to gain a competitive advantage in handling that growth. “PolyDyne is often called in when manufacturers are growing rapidly, we find that the traditional spreadsheets and internal manipulation required to get the right reports for critical decision making just don’t scale well”, said Linda Elkins, Vice President of PolyDyne. AIT expects that the reduction in quote cycle time that QuoteWin provides will enable them to quote a higher volume of business opportunities, while improving the overall quality of their proposals.

Elkins also noted, “we were excited to hear that in their first two weeks of using QuoteWin, AIT’s suppliers were very responsive and were providing exceptional feedback on the improvement that QuoteWin made in the online communication with AIT”. There were other remarks regarding how quickly the solution was in production, actively sending out live projects to customers and suppliers, and obtaining those visible results. AIT is using QuoteWin to streamline its supply base to drive more cost out of their material spend, while forging stronger relationships with their strategic suppliers.

About PolyDyne

PolyDyne Software Inc. develops and markets strategic sourcing software applications. PolyDyne’s products provide companies the opportunity to gain control and insight into their direct material spend, supplier management, outsourcing price negotiation, sourcing, and quote management processes. PolyDyne’s product suite consists of DesignWin®, QuoteWin®, BidRacer®, SupplyWin® and ConnectWin™. For more information, call (512) 343-9100 or visit PolyDyne’s website at <http://www.polydyne.com>.

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