

CMPIC to be marketed in China

Cloudis and AECsoft agree CMPIC distribution deal in China

CMPIC is launched to the China market through seminars in Beijing and Shanghai

Cloudis Ltd and AECsoft have agreed a distribution deal which will see Cloudis' CMPIC Cable Lifecycle Management and Routing software marketed throughout China.

AECsoft have over 15 years experience of marketing and supporting engineering software in China to the process, power and marine sectors.

Cloudis already have a strong presence in these sectors and this agreement sees China added to their distribution channels in India and Singapore. In Europe and the US, Cloudis currently manage their client base direct from the UK.

The two seminars, held on March 13th and 16th in Beijing and Shanghai, were organised by AECsoft and welcomed over seventy attendees who came to investigate what CMPIC could offer to improve their management and routing of cables. The attendees represented a variety of sectors including power generation, shipbuilding, marine engineering (including oil rig construction), and consultancy organisations.

During the full day demonstrations and presentations, in addition to CMPIC's cable management and routing capabilities, attendees saw how CMPIC interfaces to CAD systems to import the nodal network of trays, ladders, penetrations etc. which are then used by CMPIC. Cloudis also demonstrated the Configuration Management functions of CMPIC to illustrate how CMPIC can dramatically increase productivity for companies designing and constructing 'families' or 'classes' of oilrigs, ships, submarines etc. The facilities in CMPIC's Configuration Management, which comes as standard, vastly reduce the effort needed to schedule, route and manage cables on more than one design at the same time. Attendees also saw how CMPIC's Production Module tracks cables through installation and included how bar coding equipment is used to feed progress information back into the database.

Richard Wang, AECSoft's President said of the new partnership: 'It is a great pleasure to partner with Cloudis, who provide the most advanced Cable management and routing software solutions available with the additional benefit of being based on the Oracle database. We are expecting to successfully grow the business with Cloudis as China is the largest developing country in the world, with rapidly growing energy and shipbuilding industries which we know offer us many opportunities.'

Ian Barnes, Cloudis' Sales and Commercial Director added: 'We are delighted that AECsoft have decided to partner with us. Their long history of marketing to engineering companies in China and their technical knowledge of engineering applications gives them an unrivalled position to help us develop our business in the region.'

Cloudis Limited, Trident One, Styal Road, Manchester, UK, M22 5XB. Telephone +441614356080 www.cloudis.com

AECsoft, No.11 Yicheng Building, Changchunqiao Road, Haidian District, Beijing China. Zip: 100089. Telephone 010-58815851/58815852/58815861 www.aecsoft.com.cn

