

## **DFM Solutions Provider Valor Signs CAD Italia as its Italian Distributor**

*Italian reseller set to continue Valor's business growth throughout Europe*

**Brussels, Belgium – 13. September 2002** - Valor Computerized Systems (Neuer Markt: VCR), a global leader in providing productivity software solutions to electronics design and manufacturing service companies, has announced the signing of a Value Added Reseller (VAR) agreement with CAD Italia. Under the terms of the agreement, CAD Italia will resell, distribute and support Valor's Enterprise 3000 PCB physical design verification software and the Valor Parts Library to customers throughout Italy. Valor's own office in Turin, headed up by Max Gallo, will concentrate on sales and support for Trilogy 5000, Valor's CAM software for virtual prototyping and assembly and test, and providing regional technical support to Valor's growing Italian customer base.

Jeff Thomson, President of Valor Europe commented, "As one of the largest markets in Europe for electronic design and fabrication, we view Italy as a key territory for investment. Our partnership with CAD Italia will serve to enhance Valor's established distribution in Italy and to expand our sales and support presence throughout Europe," Thomson continued, "We chose CAD Italia because of its 15 year history in the Italian electronics market and renowned specialist technical expertise, in addition to its reputation for outstanding customer support services."

CAD Italia is a full-service VAR, and will not only provide sales services, but product training and implementation, engineering consultancy services and first-line customer support for Valor customers.

"Our market is dominated by PCB design companies, OEMs and PCB fabricators, all of whom can take immediate advantage of the design verification capabilities of Enterprise 3000," said Filippo D'Agata, CAD Italia's Marketing Manager, "Valor's proven design-for-manufacturability (DFM) analysis solutions can reduce board design iterations and speed up the design to manufacturing cycle, while improving PCB reliability and manufacturing yields. These are exactly the type of cost and time benefits our Italian customers are continuously searching for."

### **About CAD Italia**

CAD Italia is headquartered in Paderno Dugnano, Milan, and has specialized in the distribution and support of software solutions for the EDA industry since 1987. Starting off as a distributor for Racal-Redac's PCB CAD software, CAD Italia has grown in experience and stature to become a leading player in the Italian distributor market with over 1000 CAE/CAD customers. Companies currently represented by CAD Italia include Innoveda, Spectrum, Hyperlynx and Downstream Technology. For more information visit [www.CADItalia.com](http://www.CADItalia.com)

# PRESSRELEASE

## About Valor

Valor Computerized Systems [Neuer Markt: VCR], a public company listed on the Neuer Markt of the Frankfurt Stock Exchange, is a global leader in providing collaborative engineering solutions to electronics design and manufacturing companies. Valor's range of best-in-class systems delivers enhanced productivity, higher yields, shorter cycle times and increased product quality. Enterprise 3000 for physical design verification, Trilogy 5000 for NPI and manufacturing, and the VPL physical component data service, all add value to the Valor-funded ODB++(X) open data format. ODB++(X) provides intelligent data exchange across the electronics supply chain - from design to fabrication, assembly and test – and its success as a high-level engineering data format is proven through its wide use in the industry. e4eNet Incorporated is a wholly owned Valor subsidiary company that provides real-time web-based electronic engineering collaboration solutions. Valor is headquartered in Israel with regional sales and customer service offices throughout North America, Europe and the Far East. For more information visit <http://www.valor.com>.

## For more information please contact:

### Valor Computerized Systems

Jeff Thomson, President  
Tel: (+32) 2 401 85 00  
Fax: (+32) 2 401 85 99  
[jeff.thomson@eu.valor.com](mailto:jeff.thomson@eu.valor.com)  
[www.valor.com](http://www.valor.com)

### CAD Italia Srl

Via De Nicola 4/c  
20037 Paderno Dugnano (MI) - Italy  
Tel : +39 02 99044312  
Fax: +39 02 99044322  
E-mail: [info@caditalia.com](mailto:info@caditalia.com)  
Web Site: <http://www.caditalia.com>