Comet Solutions(R) Expands Its Presence in China

The Associated Press

Comet Solutions, Inc., the innovative provider of Comet® software for model-based concept engineering starting early in the product design cycle, is pleased to announce the opening of a Representative Office in Shanghai, China. Comet is now authorized to engage in product/brand promotion, market research, staffing, and other activities in China to support its increasing business in the world's fastest-growing large economy. Comet Solutions is also pleased to announce the appointment of Wengang "Mike" Xiao as China Country Manager. Xiao will be responsible for the company's operations in China and will work in collaboration with Comet's distribution partners to drive revenues.

Comet's business in China grew more than 200 percent in 2011, serving high-profile customers such as Tangshan Locomotive and Shanghai Institute of Technical Physics.

"Through our experience with our distributor T-Solution, we have seen great potential in the China market for Comet software," said Dan Meyer, President and CEO of Comet Solutions. "Our business has grown to the point where having an office makes sense to best establish our brand and work more closely with partners and customers. We are now in position to expand our China sales channels and vertical markets served, while building on a stronger relationship with the team at T-Solution."

Mike Xiao, a graduate of Hubei University, brings 12 years industry and sales management experience to his position as China Country Manager. Xiao previously served as China Channel Manager for MSC Software and Senior Sales Manager for PERA Global (ANSYS-China). At MSC Software, he managed more than 40 resellers and industry solution partners.

"Companies in China are eager to take advantage of advanced CAE and make it a best practice," Xiao said. "However, in China, there is limited expertise so simulation itself has to be easier to use for the less experienced engineer. I find the Comet approach of simulation through intelligent templates to be the leading solution that will reduce barriers preventing China companies from using CAE."

Expanding the availability of its software in the Asian market is a stated growth strategy of Comet Solutions. In June, the company announced a partnership with the JSOL Corporation through which JSOL's Engineering Technology Division will sell and support the full suite of Comet products in Japan.

About the Comet Solutions China OfficeThe Comet China office is located at Shanghai Zizhu Hi-tech Park, Room 104, No. 6 Building, Dongchuan Road 555,

Shanghai City. The Shanghai Zizhu Hi-tech Park is a well-known location for many of the world's leading companies, including microelectronic technology, software technology and digital media technology. A number of well-known enterprises, including Intel and Microsoft, have established residency at Shanghai Zizhu.

About Comet Solutions, Inc.Comet Solutions develops and markets a workspace for engineering teams to do rapid and robust design space exploration from concept discovery and selection through concept validation using a model-based engineering approach powered by proprietary Abstract Engineering Model® technology. Comet® software is a tool-open, extensible, vendor-neutral performance engineering workspace that enables multi-fidelity, multi-physics modeling and simulation. With Comet, companies can exploit the full potential of their existing CAD/CAE/PLM tools and explore more design alternatives, enabling the rapid development and delivery of more innovative, higher quality, and cost-effective products. For more about Comet Solutions' products, send email to info@cometsolutions.com or visit the company's website at www.cometsolutions.com.

Add to Digg Bookmark with del.icio.us Add to Newsvine

Contact: Dan Meyer President and CEO Comet Solutions, Inc. (513) 247-6159

Source URL (retrieved on *06/30/2015 - 10:35am*):
http://www.chem.info/news/2012/09/comet-solutionsr-expands-its-presence-china?cmpid=related_content