

Press Release

**Glovia Announces Affiliate Program.**

El Segundo, Calif. - February 5, 2002 - Designed to extend its customer base and drive sales of its suite of enterprise resource planning solutions, Glovia today announced its new Affiliate Program. A value-added reseller channel, the Glovia Affiliate Program will include member companies who will augment the efforts of Glovia direct sales and professional services teams by extending its ERP solutions into high-density manufacturing markets. Glovia is the business-to-business e-Commerce subsidiary of Fujitsu Limited. Its affiliate program members will specifically sell to electronics, telecommunications, automotive and industrial customers in the Mid-Atlantic, Mid-West, Pacific Northwest, South Central and South West regions.

Commenting on the Glovia Affiliate Program in terms of the company's plans for 2002, chief executive officer and president, Matt O'Malley said: "We believe that customer relationships based on a commitment to accountability, teamwork and velocity lead to successful ERP implementations and place our customers at a competitive advantage, able to rapidly respond to market shifts. Glovia Affiliate Program members will be companies that uphold this belief."

According to Shirley Hudson, the company's director of strategic relationships, Glovia Affiliate Program members will be established companies with a strong market presence. "These are companies that have a solid customer base," she said, "they recognize that in order to be competitive in today's ever consolidating market, they must expand their product offerings. We believe we are an ideal partner for such companies."

Products to be sold by affiliates include: [glovia.com](http://glovia.com) and [glovia.e](http://glovia.e). Specific information on these products is available at [www.glovia.com](http://www.glovia.com).

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