

Press Release

Cognos - Glovia Strategic Alliance Shifts KIM Financial Reporting Capabilities Into High Gear.

EL SEGUNDO, Calif. - April 16, 2002 - As a leading manufacturer of automotive systems including air and fuel management systems; heating, ventilation and air conditioning (HVAC) systems; and electronic control systems; Keihin Indiana Precision Technology (KIPT) meets the manufacturing demands of American Honda. Today, Glovia International announced that it has successfully deployed Cognos Finance on the glovia.com ERP solution used by its customer, Keihin IPT Mfg., Inc. (KIM), a subsidiary of KIPT. The result of a strategic relationship with Cognos, the implementation of the financial reporting solution is significant to KIM in that it provides Web-based reporting functionality that was never before possible. Glovia is the business-to-business eCommerce subsidiary of Fujitsu Limited and Cognos is the leading provider of business intelligence solutions.

Notably, the initial implementation of the glovia.com ERP solution was procured and installed in two months. "Upon addressing our ERP issues with the glovia.com solution, we quickly realized the need for comprehensive financial reporting functionality," said Peggy Adams, Information Systems Technology Manager at KIM. "We needed something that could streamline the financial reporting process, enable web-based access to financial reports, and provide a good, web-based tool for departmental budgeting. Cognos and Glovia exceed meet those needs."

Previously, the accounting department was tasked with manually printing and distributing monthly reports as well as having to frequently create manual, Excel-based reports for various financial analysis needs. At budget time, the IT department had to manually update a complicated Excel-based system that did not link to Glovia. Today, KIM is able to create financial and budget reports for its managers that can be accessed in a fast and easy-to-use, secure Web-based environment.

Under the terms of the strategic relationship with Cognos, Glovia resells the company's reporting solutions to its customers and provides full service and support for the offerings.

Commenting on the relationship with Cognos, Glovia CEO and president, Matt O'Malley said, "Implementing Cognos Finance with our ERP solutions, we've had occasion to see that Cognos is a strong player with the kind of robust report-writing functionality that will increase in demand as the market moves to a demand-driven model where up-to-the-minute financials are crucial to success. We are pleased by KIM's success with the Cognos financial solution and expect that many Glovia customers will benefit from the relationship we've established."

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