

Fujitsu Telecommunications Europe Expands Use of glovia.com

Glovia International's Extended ERP Solution Selected to Enable Supply Chain Collaboration

El Segundo, Calif., Luton, United Kingdom and Eindhoven, The Netherlands, October 6, 2003 –

Glovia International, a subsidiary of Fujitsu and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, today announced that Fujitsu Telecommunications Europe, a leading supplier of high performance telecommunications services and products, has implemented glovia.com's new collaboration and integration capabilities to streamline its trading relationships with suppliers and customers.

Built with Fujitsu's proven collaborative business integration platform, Interstage, glovia.com allows manufacturers to easily share and exchange information across disparate systems – whether internal or external. glovia.com's collaboration and integration capabilities enable manufacturers to increase supply chain visibility and transparency, decrease response times and automate key business processes.

The telecommunications industry is one of today's most dynamic businesses. As a market-leading supplier, one of Fujitsu Telecommunications Europe's strengths is its ability to anticipate and react to changes. "We are challenged with increasing the level of service, responsiveness and customer satisfaction we provide while simultaneously reducing costs," commented Julie Wilks, development manager at Fujitsu Telecommunications Europe. "glovia.com's collaboration and integration capabilities allow us to trade with our customers and suppliers in real-time, underscoring our world-class commitment to service."

"Like many other companies, telecommunications manufacturers are being asked to do what seems impossible – cutting costs while increasing service," said Dennis R. Michalis, president and chief executive officer of Glovia International. "With glovia.com, manufacturers can quickly share information with their customers and suppliers and automate critical business processes, helping to boost service levels and eliminate costs."

Fujitsu Telecommunications Europe selected Glovia because the collaboration functionality of glovia.com met its business needs and because Glovia has a proven track record within the telecommunications industry. Fujitsu Telecommunications Europe successfully implemented the core ERP functionality of glovia.com.

Fujitsu Telecommunications Europe is implementing glovia.com's collaboration and integration solution in two phases. The first phase will streamline its purchasing operations by establishing real-time communication with suppliers and the second phase will integrate its sell-side operations with several of the company's largest customers.

"Fujitsu Telecommunications Europe is implementing key collaboration and integration functionality within glovia.com, including its XML Framework and Interstage Trading Partner Management," said Jim Gibney, general manager at Glovia International. "As a result, they will be able to realize substantial cost savings and operational efficiencies."

###

About Fujitsu Telecommunications Europe

Fujitsu Telecommunications Europe Limited is a major supplier of Broadband Access equipment in Europe and is Fujitsu's worldwide design location for access network solutions - including a centre of excellence for the development of Digital Subscriber Line (DSL) technology.

Headquartered in Birmingham, UK, Fujitsu Telecommunications Europe is focused on providing strategic end-to-end solutions, supported by complete turnkey services. Fujitsu is playing a fundamental role in the creation of "Broadband Britain" – from world-leading products and technology, through project planning, community liaison, cable laying and civil engineering, to installation, implementation and ongoing maintenance. For more information, please visit: www.ftel.co.uk.

About Glovia International

Glovia International, Inc., a subsidiary of Fujitsu, is a leading provider of extended ERP solutions for companies with global operations. Glovia's ERP suite, glovia.com, delivers unmatched functionality to ETO/MTO, High Volume and Automotive manufacturers, including engineering, project management, supply chain and collaboration. Headquartered in El Segundo, Calif., Glovia's solution is installed at 1,000 sites in more than 100 countries. For more information about Glovia and its extended ERP solution, please visit www.glovia.com or call (800) 223-3799.

About Fujitsu

Fujitsu is a leading provider of customer-focused IT and communications solutions for the global marketplace. Pace-setting technologies, highly reliable computing and telecommunications platforms, and a worldwide corps of systems and services experts uniquely position Fujitsu to deliver comprehensive solutions that open up infinite possibilities for its customers' success. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US\$38 billion) for the fiscal year ended March 31, 2003. For additional information, visit: www.fujitsu.com

Contact

Matthew Scherzinger
Marketing Manager
Glovia International, Inc.
Phone: 310-563-7059
Email: mscherzinger@glovia.com