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*****For Immediate Release*****

Daktronics Migrates to Glovia's ERP Solution to Better Serve Customers

Enterprise-Wide Visibility, Shortened Cycle Times, Improved Customer Service and Better Financial Control and Integration Among Key Benefits

El Segundo, Calif., January 13, 2004 — 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 Daktronics, Inc. has migrated to Glovia's fully integrated, extended ERP solution, glovia.com. Daktronics is the leading manufacturer of electronic scoreboards and display systems, selling its products to customers ranging from high schools, colleges, universities and professional sports venues to businesses and transportation systems.

Utilizing glovia.com capabilities, Daktronics can plan and execute aggressive engineer-to-order and make-to-order customer response times giving the company a significant edge over its competitors. Key to this is the real-time, enterprise-wide parts tracking capability of glovia.com, allowing Daktronics to efficiently schedule projects and accurately track costs through full integration of engineering items, inventory, customer orders, and accounting, from original order through service. This is critical for companies, like Daktronics, that serve both large and small customers for the life of the product, with engineer-to-order, make-to-order and make-to-stock options.

"When we began evaluating ERP solutions, we were seeking a robust, proven solution able to manage both technical contract projects and standard manufacturing as well as provide company-wide visibility into our operations," explains Carla Gatzke, enterprise information system manager for Daktronics. "With glovia.com, we've improved our visibility and have been able to streamline operations to deliver critical on-site dates for our customers, often with lead times that our competitors decline to offer. In fact, this fiscal year we are shipping standard orders an average of two days before the customer promise date."

Daktronics scoreboards, large-screen video displays and computer-programmed displays are found in locations as diverse as Dodger Stadium, home of Major League Baseball's Los Angeles Dodgers; Lehman Brothers' New York City headquarters, known for the immense "light murals" adorning the building's lower floors; and San Francisco's Bay Area Rapid Transit District (BART), where Daktronics displays are employed in the commuter rail system's cars and stations. Daktronics is headquartered in Brookings, S.D.

"Glovia's fully integrated, extended ERP suite is tailor-made to meet the rigorous demands of Daktronics, supporting all of their manufacturing styles, from engineer-to-order, make-to-order and make-to-stock with one robust solution," says Dennis R. Michalis, president and CEO of Glovia International. "Daktronics is taking full advantage of the solution to gain enterprise-wide visibility and streamline operations, which adds value to its products and maximizes profits while providing a significant competitive advantage. Plus, Daktronics benefited from the straightforward, risk-free migration to glovia.com."

Enterprise-Wide Visibility

Daktronics' product design/manufacturing is divided into two broad areas: standard products and technical contracting. Standard products include, for example, various scoreboards used in high school gyms. Technical contracting covers custom projects such as professional stadium scoreboards and the Lehman Brothers building "light murals." In many ways, technical contracting

projects resemble construction projects, with project managers, engineering drawings, subcontractors and installation supervisors all part of the mix. As Daktronics evaluated ERP solutions, one requirement held special importance — the solution chosen had to handle both technical contracting and standard manufacturing.

The enterprise-wide visibility glovia.com affords when it comes to tracking parts availability has proven to be a significant advantage for Daktronics, allowing the company to maintain a smooth manufacturing schedule. "Using glovia.com, we can see across all customer orders — standard products and technical contracting projects— and see exactly what parts are required and how many," says Gatzke. "Before they become actual problems, we quickly identify potential part shortages, and the customer orders that would be affected. We then can determine how long it will take for delivery of these parts and readjust our manufacturing schedule to minimize negative impact. With glovia.com, we're able to make these kinds of business critical determinations with confidence."

On the project management side, glovia.com capabilities have streamlined Daktronics' engineering process to the point where a designer can initiate a custom design in the morning, and by day's end, have ready a project work order. This, coupled with the efficiencies allowed by real-time, enterprise-wide parts tracking, has enabled Daktronics to meet its customers' demanding lead times.

Project Accounting

In addition to insisting that the ERP solution it selected handle both technical contracting and standard manufacturing, Daktronics demanded that the solution meet another key requirement: It had to meet technical contracting's unique project accounting needs. glovia.com's accounting capabilities include percent-complete accounting, which is the ability to calculate monthly costs on a technical contracting project as a percentage of the project's estimated costs, then calculate that same percent of the purchase price as revenue.

"Because Daktronics is so heavily involved in technical contracting, we must be able to perform percent-complete accounting," says Gatzke. "Not every ERP solution handles percent-complete accounting, but Glovia does, which is vital to Daktronics' successful operation."

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About Daktronics, Inc.

Daktronics has strong leadership positions in, and is one of the world's largest suppliers of, electronic scoreboards, computer-programmable displays, large screen video displays and control systems. The Company excels in the control of large display systems, including those that require integration of complex multiple displays showing real time information, graphics, animation and video. Daktronics designs, manufactures, markets and services display systems for customers around the world in sport, business and transportation applications, and celebrates its 35th year in business in 2003. For more information, visit the Company's worldwide web site at <http://www.daktronics.com>, email the Company at sales@daktronics.com, call toll-free 1-800-DAKTRONICS (800-325-8766) in the U.S., or write to the Company at 331 32nd Avenue, P.O. Box 5128, Brookings, SD 57006-5128.

About Glovia International, Inc.

Glovia International, Inc., a subsidiary of Fujitsu Limited, offers the companies that build the world's best brands and products collaborative enterprise and intelligent fulfillment software, plus consulting, education and support services. Glovia's solutions differ through our deep level of investment in keeping in-step with world-class operational trends, along with an enduring commitment to customer-rated success and results. Headquartered in El Segundo, Calif., Glovia focuses on the immediate as well as long-term requirements of its 1,000 customers in more than 100 countries. For more information, 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, high-reliability/performance computing and telecommunications platforms, and a worldwide corps of systems and services experts makes Fujitsu uniquely positioned to unleash the infinite possibilities of the broadband Internet to help its customers succeed. With headquarters in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of US\$37.6 billion for the fiscal year ended March 31, 2002. For more information, please see www.fujitsu.com.

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