

## GLOVIA INTERNATIONAL

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

### **Vitronics Soltec Selects glovia.com ERP For New China Subsidiary**

**El Segundo, Calif., May 5, 2004** — Glovia International, a subsidiary of Fujitsu and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, announced today that Vitronics Soltec has selected glovia.com – its enterprise resource planning solution to support their recently established production facilities in China.

Currently, Vitronics Soltec is one of the top two suppliers of soldering systems in the world. The move to establish a new subsidiary in China is part of Vitronics Soltec's global strategy to become the worldwide leader in soldering technology. In April 2002, they opened a new sales and support office in Shanghai, China. The new production facilities and sales and support offices add to Vitronics Soltec's existing Asia Pacific presence, with a key installation in Singapore and representation in Korea and Malaysia (Penang). Vitronics Soltec maintains worldwide manufacturing, sales and service facilities in Europe, the Americas and the Asia Pacific region.

In addition to their existing facilities, Vitronics Soltec will now be implementing glovia.com at their production site in China. "China is a huge market and an economy that continues to progress rapidly and many of our customers are located there. Being a labor-intensive manufacturing company as we are, and considering the low cost, establishing a production site in China is a logical step," comments Kees Onstein, director of operations for Vitronics Soltec. "We have found a good partner in Glovia International. They have a worldwide presence and are able to support us in regards to the local requirements, as China is known for bureaucracy and control by the government and special business and reporting rules apply."

"Our parent company, Fujitsu, based on years of experience with global and Japan-based manufacturing companies, has a powerful capacity to deliver complete hardware, software and service solutions on a localized basis. This consistent, strong, global structure and long-term Chinese presence enables Fujitsu to provide quick and accurate local support to global companies with manufacturing operations in China," states Ben van Eck, managing director for Glovia International EMEA. "We at Glovia of course benefit from the strong China presence of Fujitsu and offer extended ERP solutions to global manufacturers. Glovia professionals have solid knowledge of the Chinese language and requirements and work closely with companies that expand into the region."

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#### **About Vitronics Soltec**

Vitronics Soltec is the world's leading supplier of reflow, wave, and selective soldering technology, equipment, and applications know-how with production, sales and services facilities around the world. Vitronics Soltec's support structure consists of Technical Centers in Oosterhout, the Netherlands; Stratham, North America; Marktheidenfeld, Germany, Korea, Singapore and China. Regional offices are located throughout the United States. The service in other areas is organized through trained distributors. Today Vitronics Soltec counts 35 distributors worldwide. For more information about Vitronics Soltec and their products and services please visit [www.vitronics-soltec.com](http://www.vitronics-soltec.com) or call (603) 772-7778.

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**About Glovia International, Inc.**

Glovia International, Inc., a subsidiary of Fujitsu (Tokyo Stock Exchange: 6702), is one of the world's most experienced and solidly backed providers of extended ERP solutions for businesses of any size – from small and mid-sized companies to global enterprises. The powerful and flexible Glovia ERP suite, glovia.com, provides for the unique needs of engineer-to-order, make-to-order, high volume and mixed-mode manufacturing environments through comprehensive, end-to-end functionality for the entire product lifecycle. Headquartered in El Segundo, Calif., Glovia has helped manufacturers to cut costs, improve productivity, and meet customer demands for over 30 years. For more information, please visit [www.glovia.com](http://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 communications 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 4.7 trillion yen (US\$45 billion) for the fiscal year ended March 31, 2004. For more information, please see: [www.fujitsu.com](http://www.fujitsu.com).

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