

## GLOVIA INTERNATIONAL

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

### **Glovia Customers Migrate to Current Software Version to Continue Maximizing Benefits**

*Customers Migrate to Take Advantage of Enhanced Supply Chain Management Capabilities and Powerful Collaboration and Integration Platform*

**Orlando, Fla., May 25, 2004** — Glovia International, a subsidiary of Fujitsu (TSE:6702) and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, announced today from the 2004 Glovia International User Group Conference that several customers, including Hager Companies, Interconnect Devices, Inc. and OPW Fueling Components among others, are migrating to the current version of Glovia's extended ERP solution, glovia.com 7, to continue maximizing the benefits of the software solution.

The current version enables companies to improve their supply chain performance by centralizing demand and supply management while decentralizing production optimization. glovia.com 7 also includes a powerful collaboration and integration platform, more than 60 enhancements to its core ERP functionality and integrates several existing Web-based applications.

"The move to glovia.com 7 will provide our business with productivity improvements and inventory reduction opportunities by enabling more accurate transaction processing, document management and tightening of our inventory control," stated Ron Scherder, IS manager for OPW Fueling Components.

#### **Enhanced Supply Chain Management**

glovia.com 7 includes new functionality that improves the performance of complex supply chains containing multiple products, production facilities and across multiple countries or regions. The solution aggregates enterprise-wide demand and intelligently allocates it to production facilities based on strategic business goals. It enables manufacturers to increase supply chain visibility and responsiveness, compress planning times and improve customer satisfaction.

The solution contains new demand management functionality enabling manufacturers to create a comprehensive, enterprise-wide view of total demand by aggregating forecast and customer order data from sales, marketing, channels and customers. It provides demand planners with views of total item demand and demand allocation increasing the accuracy and reliability of their demand forecasts, improving on-time delivery performance, decreasing excess inventory levels and stock outs, reducing costs and minimizing the disruption demand changes have on their operations.

glovia.com 7 supply management functionality places global demand in the correct local production facility based on available capacity and inventory levels, while simultaneously considering cost or customer delivery date. The functionality enables production planners to optimize their distributed operations to meet demand and allows them to review and adjust how orders are allocated to production facilities.

"The APS (Advanced Planning & Scheduling) functionality was very important to us in deciding to upgrade. APS allows us to do planning from top down. It takes the customers orders, analyzes the material requirements and tells me whether I have the capacity to do the job," stated Allen Henry, IT director for Interconnect Devices, Inc. "As a company, we always try to stay current on technology to maximize the benefits and have been live on the current version for about a month. The move to glovia.com7 went very smoothly and we have already noticed a more stable and faster system."

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### **Collaboration and Integration**

glovia.com now includes a proven collaborative business integration platform, based on Fujitsu's proven Interstage products, to help support the most advanced e-business and collaboration strategies. The comprehensive set of applications and infrastructure technology integrates systems and enables your operations for e-business. The solution enables the rapid transfer of large amounts of data between glovia.com and other applications, keeping glovia.com synchronized with your other systems. It also supports e-commerce initiatives with EDI functionality as well as provides a platform for true e-business and collaboration.

Based on an open XML platform, Glovia's collaboration and integration platform allows manufacturers to easily exchange information across disparate systems, whether internal or external. The solution includes inbound and outbound XML transactions sets, XML data synchronization capabilities and functionality for trading partner management, workflow and transaction automation. It also supports the latest technology and industry standards, including J2EE, SOAP, UDDI, ebXML, CORBA and RosettaNet.

### **Core ERP Enhancements**

In addition, glovia.com 7 delivers substantially increased functionality including more than 60 individual enhancements to its core ERP functionality including Customer Relationship Management, Procurement, Manufacturing, Financials and Projects applications.

"As a company, we decided to upgrade because the solution offered us new functionality that is of great value in helping us run our business," said Ed Schlef vice president of information technologies for Hager Companies. "The planning capabilities of glovia.com7, especially the ability to plan by entity, deliver new functionality that will further support our business operations."

"glovia.com 7 provides comprehensive functionality to support all processes throughout a products lifecycle and delivers the real-time intelligence businesses need to be able to make important decisions quickly and confidently," stated Yuji Nakasu, president and CEO for Glovia International. "Now manufacturers truly have a single, integrated extended ERP business solution to manage all aspects of their business."

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### **About OPW Fueling Components**

OPW is the global leader in fueling solutions, offering the most complete line of fueling products and services to major oil companies, petroleum jobbers, convenience stores, hypermarkets, grocery chains, and commercial and private fueling operations on a worldwide scale. For more information regarding OPW and their products please visit [www.opw-fc.com](http://www.opw-fc.com).

### **About Interconnect Devices, Inc.**

IDI, founded in 1979, is the world's largest manufacturer of spring contact probes for the Automated Test Equipment industry. For more information contact IDI at (913) 342-5544, or email [info@idinet.com](mailto:info@idinet.com).

### **About Hager Companies**

Hager Companies offers a variety of commercial hardware products including: Architectural hinges, Roton Continuous Geared hinges, trim, custom pulls, threshold, gasketing, and sliding door hardware. For more information on Hager Companies and their products please visit [www.hagercompanies.com](http://www.hagercompanies.com).

**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](http://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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