

## GLOVIA INTERNATIONAL

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

### **The OMCO Group Selects glovia.com to Run Their Multi-Site Business Operations**

**El Segundo, Calif., June 23, 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 the OMCO Group, located in Aalter, Belgium has selected glovia.com, Glovia's enterprise resource planning solution, to manage their multi-site business operations.

The OMCO Group is Europe's leading and the world's second largest manufacturer of glass mould. They currently have nine production facilities located in all major European countries enabling the group to focus on local, commercial and manufacturing contacts. The OMCO Group has a strategy of growth through acquisitions. To realize the benefits of these acquisitions and streamline operations the need arose to replace the multiple legacy systems with one global ERP system. The implementation of glovia.com will start at the OMCO Group location in Aalter and will provide a template for the rollout to the other production facilities in Europe.

The mixture of the various companies within the OMCO Group have created the advantage of specialization, enabling the OMCO Group to focus on maximizing output of its continuous investments in the latest state of art machinery. The OMCO Group will implement Glovia's advanced planning, a real time, multiple constraint-based planning system, which is integrated within the glovia.com ERP system. These planning capabilities will enable the OMCO Group to realize higher machine and resource utilizations as well as reduce overtime and idle time.

"We were impressed by Glovia's in-depth knowledge of the industry and their ability to address the unique needs of our business," says Jean-Christophe Seynaeve, Plant Manager for the OMCO Group Aalter location. "It is clear that their Japanese roots, being a Fujitsu company, are reflected in the product. Features like Seiban and Kanban will increase our overall manufacturing capacities and glovia.com will enable us to meet our objective of a real-time integrated system, allowing us to better manage our global manufacturing operations."

Maze Consult, a leading third party consultancy firm specialized in ERP selections, played a major role in OMCO's selection of glovia.com. "A majority of manufacturing companies require their IT solutions to provide visibility across their Enterprise to help provide a competitive edge," says Luc Leysen, Managing Director for Maze Consult. "Glovia's solutions provide an excellent choice for the OMCO Group to meet these challenges from a time, cost and return on investment standpoint."

"glovia.com enables manufacturing companies to achieve their business objectives by addressing key business requirements with robust functionality," states Ben van Eck, Managing Director for Glovia International, EMEA. "By implementing the glovia.com ERP system the OMCO Group will be able to standardize processes across their global operations and improve efficiency, increase productivity and optimize business processes."

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**About The OMCO Group**

OMCO International is a group of mould shops specialized in the manufacturing and design of mould equipment for the container glass industry. The group consists of 9 sites from which 2 are foundries. OMCO International reached a turnover of 65mio € during 2003 with about 900 people. For more information regarding the OMCO group and its products please visit [www.omcomould.com](http://www.omcomould.com).

**About Maze Consult**

Maze Consult is a consulting company specialized in the selection of logistic software and is giving innovative advice in the areas of IT, logistics, warehousing, production and management. Headquartered in Lier, Belgium, Maze Consult has served small and medium sized businesses as well as multinationals. For more information regarding Maze Consult and their services please visit [www.maze.be](http://www.maze.be).

**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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