

GLOVIA INTERNATIONAL

1940 E. Mariposa Avenue, El Segundo, CA 90245, U.S.A.
Telephone: (310) 563-7000 www.glovia.com



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

Top Wireless Communications System Manufacturer Expands Use of Glovia's Extended ERP Solution to Improve Customer Service

Long Time Glovia Customer, EFJohnson, Purchases Additional Functionality to Improve Sales Quote Process and Provide Customer Self-Service Capabilities

El Segundo, Calif., August 4, 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 EFJohnson has purchased glovia.com Configurator and Customer Self-Service modules. The additional functionality will enhance their customer service capabilities by more effectively creating accurate sales quotes and orders for configured items and by increasing customer satisfaction through the Internet.

EFJohnson, a Glovia customer since 1992, is a leading provider of interoperable wireless communications systems solutions for federal, state and local agencies involved with Homeland Security and public safety. EFJohnson relies on glovia.com to manage virtually every area of their business – from taking the customer request or order to design, manufacturing and fulfillment through to installation, service and support. Over the years, the flexible, modular design of glovia.com has enabled EFJohnson to continually add new functionality and easily adapt to changes in their business processes.

With the purchase of glovia.com Configurator (formerly eConfigure) a flexible, rules-based configuration engine, EFJohnson sales representatives and customers will have the ability to quickly generate accurate customizable sales quotes and sales orders for the company's highly complex communication products. Configurator will increase EFJohnson's responsiveness by compressing the quote-to-delivery cycle times for their highly customized products and ensure that accurate product specifications and pricing information are captured the first time. Configurator also validates that the configured product can actually be manufactured so their customers will have all the information they need to make purchasing decisions quickly.

Once implemented, glovia.com Customer Self-Service (formerly eOrder, eQuote, and eStatus) will enable EFJohnson to provide their customers with 24/7 access to sales quote, sales order, and order status functionality and information via the Internet. Their customers will have access to timely and accurate information regarding their orders, eliminating the need to wait for a response from a sales or customer service representative. Customer Self-Service will also record, maintain and track sales quote information, as well as automate complex products and services pricing.

"Our recent purchases will enable a field sales or service representative to work with a customer to configure an order and provide a quote on the spot as well as track the quotes in a central repository, which we currently do not do," stated Michael E. Jalbert, chairman and chief executive officer of EFJ, Inc. "In addition, our customers will have the ability to configure a product and place a sales or service order over the Internet, thus improving our customer service and operational responsiveness."

Both glovia.com Configurator and Customer Self-Service are seamlessly integrated with other glovia.com applications to generate and transfer configured product structure, pricing and routing for planning and execution. This will enable EFJohnson to convert sales quotes to sales orders instantly, create master customer records automatically when prospects convert sales quotes to

Top Wireless Communications System Manufacturer Expands Use of Glovia's Extended ERP Solution to Improve Customer Service

Page 2

sales orders, populate forms with information from customer master files automatically to save time and eliminate data entry errors, and support complex scheduling and delivery processes.

"As a long time customer, EFJohnson has continually expanded their use of glovia.com to enable better management and operation of their business processes," stated Yuji Nakasu, president and CEO of Glovia International. "Their recent investment will enable them to more effectively and rapidly customize their complex products to their customers' specifications leading to reduced sales costs, shortened sales cycle times, increased order accuracy and better customer service."

###

About EFJohnson

EFJohnson® provides digital Project 25 compliant interoperable wireless communications systems solutions for federal, state and local agencies involved with homeland security and public safety. EFJohnson, founded in 1923, was one of the first developers of wireless communications products to be fully compliant with federal government interoperability specifications. EFJohnson designs, manufactures, and markets conventional and trunked radio systems, land mobile radio repeaters and mobile and portable radios. For more information on EFJohnson and their products please visit www.efjohnson.com.

About EFJ, Inc.

EFJ, Inc is the Washington, DC based parent company to industry-leading wireless telecommunications solutions businesses. EFJ, Inc. is home to the EFJohnson Company, one of the first developers of Project 25 mobile communications products compliant with federal government interoperability standards, and Transcript International, a leader in secure voice communication solutions. EFJohnson and Transcript International are wholly owned subsidiaries of EFJ, Inc. For more information, visit www.efji.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, 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 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.

Contact:

Matthew Scherzinger
Marketing Manager
Glovia International – a Fujitsu Company
Phone: 310-563-7059
Email: mscherzinger@glovia.com