



FOR IMMEDIATE RELEASE

## **Glovia Services Inc. Launched as Market's First Provider of SaaS Solutions Specifically Designed for Small and Midsized Manufacturing Companies**

*New Fujitsu Group company will provide a comprehensive and integrated suite of applications to address key facets of manufacturing business operations.*

**El Segundo, Calif., October 2, 2006**—Glovia International Inc., a subsidiary of Fujitsu Limited and leading provider of extended ERP solutions for engineer-to-order and high-volume manufacturers, today announced the introduction of Glovia Services Inc. — a new company that is the industry's first provider of Software as a Service (SaaS) solutions specifically designed to help small and midsize businesses (SMBs) manage their manufacturing processes.

In conjunction with the launch of Glovia Services Inc., the company introduced **GSInnovate**, a manufacturing solution based on Glovia's successful existing manufacturing product. With its innovative delivery model, **GSInnovate** is a market-first. The solution supports the management of many manufacturing processes on a state-of-the-art SaaS technology platform that delivers overall business performance with minimal investment and risk.

Glovia Services Inc. is the only company that has a comprehensive SaaS solution specifically designed to help manufacturers in the SMB market manage key processes such as inventory management, order management, procurement and financial/accounting management. The **GSInnovate** solution is based on a SaaS delivery model in which there is no actual software, hardware or infrastructure for the SMB manufacturer to purchase or maintain. A SaaS application is accessed over the Internet with a browser, eliminating the upfront costs of hardware, licenses and expensive technical staff required to maintain these systems.

Glovia Services Inc. will focus its solutions exclusively on this growing marketplace of smaller manufacturers—a market typically underserved by traditional application solution providers. According to AMR Research, the SMB market represents a multibillion-dollar growth opportunity for enterprise technology.

"We are launching Glovia Services Inc. in response to the growing needs within the SMB manufacturing industry. In today's market, sophisticated manufacturing management applications are not easily available to smaller companies with limited internal IT resources and strict budgets. Nevertheless, to remain competitive, these manufacturers must address the same challenges as much larger firms such as global market pressures, meeting compliance mandates and demands by OEMs for supply chain processes innovations," said Randy Ehler, Glovia Services Inc's president & CEO.

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**GSInnovate** answers these challenges with an innovative delivery model that provides users with top manufacturing management capabilities at an attractive pricing structure, along with rapid implementation capabilities and ongoing solution support. This winning combination ensures manufacturers realize maximum business benefits with a minimum investment and very low risk.”

### **Deep Manufacturing Heritage – Innovative Technology Delivery Platform**

The **GSInnovate** solution leverages the rich technology heritage and deep industry expertise of both Glovia International Inc. and the entire Fujitsu Group. Glovia International Inc. has a 30-year history of success in the manufacturing industry with comprehensive solutions that are used by leading manufacturing companies. Fujitsu is the world’s third largest IT services company.

#### **About Glovia Services Inc.**

Glovia Services Inc. supports manufacturers in achieving their business goals by providing an integrated set of applications to address all facets of a manufacturer’s business operations. The company’s **GSInnovate** solution is the market’s first comprehensive, solution that helps small and emerging manufacturing companies improve business performance. Built with 30-years of best practices in manufacturing and technology, the **GSInnovate** solution is cost effective, quick to implement and embeds best practices templates, resulting in a rapid return on investment and competitive advantage. For more information please visit [www.gsinnovate.com](http://www.gsinnovate.com), or call 310-563-8700 or 877-474-8896 (toll free).

#### **About Glovia International**

Glovia International Inc., a subsidiary of Fujitsu Limited (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, California, 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 device technologies, highly reliable computing and communications products, 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 about 4.8 trillion yen (US \$40.6 billion) for the fiscal year ended March 31, 2006. For more information, please see: [www.fujitsu.com](http://www.fujitsu.com).

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