

## GLOVIA INTERNATIONAL

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

### **Glovia Introduces Additional Supply Chain Management Functionality**

*Enhanced Planning, Scheduling and Execution Capabilities Streamline Customer and Supplier Management*

**El Segundo, Calif., Oct 16, 2006** — Glovia International, a subsidiary of Fujitsu Limited and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, announced today, the next version of their extended ERP solution, glovia.com. The new version, glovia.com v9, stems from extensive customer input and direction from Fujitsu, who is not only Glovia's parent company but its largest reseller, to build and expand upon the functionality of previous versions of the product.

#### **Supplier Management**

v9 Supplier Management provides visibility and control of the entire procurement process including developing and executing supplier contracts, managing purchase orders, coordinating supplier shipments and executing outsourcing strategies. The solution balances purchases across multiple suppliers and tracks order status and supplier progress against contracts quickly to strengthen and automate business processes and coordinate the complex flow of materials from suppliers to manufacturing facilities.

To further synchronize supply with demand v9 provides a new level of time-of-day granularity for the scheduling of purchase orders including critical events and the accommodation of real time status reports. Lead times can now be expressed in days or hours and fixed lead times can be expressed in units as small as 15 minutes.

For purchasing inventory from suppliers, there is a new capability to define the item that will be purchased, linking it to the actual item required. In addition, based on the vendor selection substitutes may be purchased.

#### ***The improved granularity will help:***

- Reduce inventory levels and costs
- Lower procurement costs through aggregated purchases and negotiated contracts
- Automate procurement processes
- Improve responsiveness by compressing lead times

#### **Customer Management**

v9 Customer Management supports real-time order promising and allows customers to configure products, place orders and check the status of their orders by using a simple web browser. glovia.com Customer Management streamlines the creation of sales proposals and sales orders, as well as the development and execution of customer contracts by quickly compiling accurate sales forecasts, identifying changing demand trends and analyzing sales and profitability.

#### ***Customer Management business benefits include:***

- Increased customer loyalty and retention
- Improved sales force and service productivity
- Increased responsiveness to changing demand
- Reduced quote-to-delivery cycle times
- Product configuration support.

**Item Substitution**

To improve the speed and flexibility of sales orders, work orders and inventory management within local structures, extensive functionality has been added down to the component level to enable one-to-one substitutions and prioritize one-to-many and one-to-multiple substitutions. It is now also possible to define exclusion groups to a particular customer ensuring they never receive a substitute or a particular substitute. Items may also have substitution exceptions based on configuration variances, excluding certain substitutions while allowing others.

“We really listened to what our customers and parent company required to further streamline and improve their operations. The new version of glovia.com is the culmination of years of research and development and provides significant advances in both technology and functionality,” states Navin Goel, Vice President of Products for Glovia International. “The additional supply chain management capabilities enhance manufacturers collaboration, visibility and communication with their suppliers to more effectively meet customer demand, reduce costs and improve overall business operations.”

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**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, 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 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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