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Glovia and Salesforce.com Bring ERP to Cloud Computing

glovia.com Order Management application on Force.com now available

Customers A10 Networks, Inc., Fox Industries, Inc., Sally Ride Science and more are already using glovia.com Order Management on Force.com as cloud computing solution for managing sales orders, quotes, inventory, fulfillment and invoicing

Glovia builds and delivers Order Management on Force.com in just months

SAN FRANCISCO, CA – November 3, 2008 – Glovia International, a subsidiary of Fujitsu Limited and a leading provider of extended ERP solutions for engineer-to-order and high volume manufacturers, and salesforce.com [NYSE: CRM], the enterprise Cloud Computing company, today announced the availability of glovia.com Order Management on Force.com. Built on salesforce.com's Force.com platform, glovia.com Order Management provides complete visibility into all sales orders and quotes as well as the inventory, fulfillment and invoicing required to complete transactions. With glovia.com Order Management on Force.com, customers can now harness the power of cloud computing to deploy ERP applications to manage and run their businesses.

"We are very happy to deliver new applications on Force.com to serve the needs of a larger market. glovia.com Order Management on Force.com gives customers visibility into their operations so they can focus on linking supply with demand, instead of having to manage and maintain software and hardware infrastructure," said Yuji Nakasu, President and CEO, Glovia International, a subsidiary of Fujitsu Ltd. "We were able to transform our assets and know-how accumulated over many years to deliver our order management ERP application entirely on Force.com in just a few months. This rapid application delivery on Force.com allows us to focus on driving customer success with glovia.com applications."

"Customers are asking us for ways to run their enterprises completely in the cloud," said Marc Benioff, chairman and CEO, salesforce.com. "They want the low-cost, low-risk benefits that come with cloud computing. By delivering ERP on Force.com, Glovia is showcasing the power and potential of cloud computing. Not only can ISVs use Force.com to build and deliver any application in the cloud, but now, companies can use Force.com to run their entire business in the cloud."

"Salesforce.com offers us a way to manage our customers, from prospect to closed deal, completely in the cloud," said Meredith Manning, Vice President of Marketing for Sally Ride Science, an innovative science content company founded by America's first woman in space Dr. Sally Ride. "Now with glovia.com Order Management on Force.com we have ERP integrated with Salesforce CRM for quoting, ordering, shipping and billing – all delivered in the cloud, with no additional infrastructure for us to manage."

Glovia on Force.com Brings Order Management to Cloud Computing

Built on the Force.com platform, glovia.com Order Management gives customers the ability to extend control of their sales process. By providing a solution that goes from lead management to billing, glovia.com Order Management eliminates manual processes with spreadsheets and double entry costs due to unconnected systems. Tightly integrated with Salesforce CRM, the solution improves sales visibility from prospect all the way through invoice. Features of glovia.com Order Management on Force.com include:

- Order Management & Quoting
- Inventory
- Fulfillment
- Billing

Whether an order is created from a won opportunity or a customer directly enters via a portal, glovia.com Order Management gives customers consistent visibility of the entire quote, order, fulfillment and billing process. Businesses can provide their customers with accurate stock and order status using a Web browser or a mobile device such as the Apple iPhone via Salesforce Mobile. Delivered completely in the cloud on Force.com, glovia.com Order Management helps customers:

- Improve sales execution, including increasing sales visibility, demand aggregation in single format and single sales execution processes for all sources of demand, and accurate reliable order promising
- Improve customer satisfaction, including consistent customer interactions and on time delivery
- Improve fulfillment processes, including inventory accuracy with visibility, flexible single process for warehouse operations, and reduce fulfillment cycle time and cost
- Easy and quick to adopt with intuitive screens and workflow, same technology and UI as Salesforce CRM
- Boost productivity while keeping sales, operations, and accounting departments in sync.

“In today’s increasingly challenging business environment, THINKstrategies has seen a dramatic growth in the number of companies of all sizes who are recognizing the benefits of the SaaS/cloud computing model, including lower up front costs, lower implementation risk, and not having to manage and maintain additional software and hardware infrastructure,” said Jeffrey M. Kaplan, Managing Director of THINKstrategies, Inc. and the Founder of the SaaS Showplace. “The new Order Management service developed and delivered by Glovia, and built on the Force.com platform, gives companies the option of moving their ERP systems to the cloud as well.”

Pricing and Availability

glovia.com Order Management is now available for order through the Force.com AppExchange at <http://www.salesforce.com/appexchange>. Pricing is \$65 per user per month.

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 <http://www.glovia.com>.

About Fujitsu

Fujitsu is a leading provider of IT-based business solutions for the global marketplace. With approximately 167,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 5.3 trillion yen (US\$53 billion) for the fiscal year ended March 31, 2008. For more information, please see: <http://www.fujitsu.com/>.

About salesforce.com

Salesforce.com is the enterprise Cloud Computing company. The company's portfolio of SaaS applications, including its award-winning CRM, available at <http://www.salesforce.com/products/>, has revolutionized the ways that customers manage and share business information over the Internet. The company's Force.com PaaS enables customers, developers and partners to build powerful on-demand applications that deliver the benefits of multi-tenancy across the enterprise. Applications built on the Force.com platform, available at <http://www.force.com/>, can be easily shared, exchanged and installed with a few simple clicks via salesforce.com's Force.com AppExchange marketplace available at <http://www.salesforce.com/appexchange/>.

As of July 31, 2008, salesforce.com manages customer information for approximately 47,700 customers including ABN AMRO, Dow Jones Newswires, Japan Post, Kaiser Permanente, KONE, Sprint Nextel, and SunTrust Banks. Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase salesforce.com applications should make their purchase decisions based upon features that are currently available. Salesforce.com has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM". For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.

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