Data Sheet
FUJITSU Enterprise Application GLOVIA OM

Enhance Your Business in the Cloud: What is missing in your cloud solution?

GLOVIA OM is 100% native and seamlessly integrated with the Salesforce Platform. From order management to invoicing and field service; inventory management to purchasing and manufacturing: Put an end to unconnected systems with their double entry costs, eliminate manual processes with spreadsheets, remove the lack of visibility.

World Class GLOVIA OM
GLOVIA OM is based on over 30 years experience in the ERP business, and is used by many of the world’s leading organizations. Unlike a traditional ERP solution, GLOVIA OM is quick to deploy, simple to modify and seamlessly integrates with the world’s leading cloud CRM, Salesforce.com. Together, GLOVIA OM with the Salesforce platform offer world class solution to manage operations and increase sales.

Meeting Expectations
As businesses evolve, the needs have grown more complex and increasingly urgent. To keep up, businesses must manage a rapidly growing customized product base. Simultaneously, businesses must respond to customer demands quickly by synchronizing operations and supply chain. GLOVIA OM was designed and built to meet these expectations while at the same time providing immaculate service and keeping costs competitive.

Visibility of Operations
By taking advantage of GLOVIA OM, you have visibility of real time status updates on orders, inventory, returns and service tickets. This visibility does not stop simply because you are not on a connected device. Take control of your business from any mobile device and start gaining visibility into your business. Increase your sales productivity by streamlining purchasing and manufacturing operations. Make the move on every new business opportunity, whether it be an up-sell to a customer, a limited time discount from a supplier or availability of clearance items from inventory.

Manage Complex Supply Chain
Managing supply is essential to supporting sales operations. Whether it be to purchase in order to fulfill inventory or customer order, make to fulfill inventory or customer order, or a combination of both; finished goods and components can be planned and managed in multiple warehouses and locations - extending the visibility throughout the entire supply chain.

Flexible to Initiate
GLOVIA OM is a comprehensive, integrated, and flexible solution that has been proven with some of the world’s leading businesses. This same technology is now available for any size organization in any location, on an affordable and flexible per license subscription basis. There is no need to buy and support IT hardware. GLOVIA OM can be deployed strategically to instantly scale to meet the enterprise-wide needs of global corporations. Alternatively, deployed tactically, GLOVIA OM can be a simple and cost-effective platform for managing individual divisions and factories without IT overhead.

www.glovia.com/GLOVIA-OM
Take control of your business by leveraging the tools of the platform

Benefits

**Improve sales execution**
- Increase sales visibility
- Single sales execution process for all source of demand
- Accurate, reliable order commitments
- Increase sales by up sell, cross sell
- Shorten sales cycle

**Improve fulfillment process**
- Inventory accuracy with full visibility
- Flexible single process for managing warehouse and locations
- Reduce fulfillment cycle time and cost
- Identify bottlenecks and issues

**Efficiently procure goods and services**
- Improve accuracy and efficiency of purchase operations
- Bid to purchase
- Full visibility
- Paperless procurement with approvals and workflows

**Improve manufacturing and assembly**
- Improve accuracy and efficiency of manufacturing operations
- Manage and track materials
- Schedule manufacturing date/time
- Full visibility

**Increase field service efficiency**
- Track assets across multiple sites
- Apply contracts for warranty/maint.
- Rapidly create service tickets
- Schedule appointments for FSE
- Generate field service invoice

**Easy and quick to start**
- Same technology, look and feel as Salesforce Platform
- Seamless integration with Salesforce Platform
- Native application on Salesforce Platform

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**Delivering Uncompromised Value**

For more than three decades, FUJITSU GLOVIA, INC. has helped businesses around the world manage, strengthen, and grow their businesses. Our solution was designed to deliver exceptional value to our customers – stressing rapid return on investment with low total cost of ownership and the relentless pursuit of quality. GLOVIA OM lives up to the name by promising to deliver uncompromised value.

Essential GLOVIA OM business benefits include:

**Enterprise-Wide Visibility**

GLOVIA OM provides true process transparency, seamless integration with systems and business processes, and connects businesses to their customers and suppliers.

**Unmatched Flexibility**

GLOVIA OM supports businesses without forcing the business to change it’s processes. We anticipated business needs to be flexible, so we designed GLOVIA OM to change as businesses change. Being flexible is what GLOVIA OM is all about, being able to tailor it to your business is what we demand— GLOVIA OM is an investment in your future.

**Real-time Responsiveness**

GLOVIA OM slashes order-to-fulfillment cycle time and helps get the right product to the customer at the right time, in the right place and at the right price.

**Improved Efficiency**

GLOVIA OM helps reduce costs by effectively eliminating excess inventory, resulting in productivity gains by managing and planning for resources correctly.

**Extend your ERP Solution**

GLOVIA OM is the next-generation of enterprise solutions: addressing the pressing issues that businesses face today such as the coordination of business processes, management of complex product features, and maintaining visibility of inventory. GLOVIA OM can be integrated with existing ERPs to provide increased flexibility where it’s needed, at a very low cost and at no risk.

GLOVIA OM provides advanced capabilities to manage and improve the entire business – from product design, procurement, inventory planning and manufacturing to sales, fulfillment, invoice and payment. Our solution streamline operations and businesses to tailor to customers and suppliers.

**Rapid setup, quick ROI and proven reliability**

GLOVIA OM is configured from the cloud similar to plug and play but with no hardware to buy, install and maintain. This keeps setup and support costs low, meaning a quick return on investment. All GLOVIA OM customers use the same Salesforce platform, so businesses can be consistently running all the time.