

AN IDEAL BUSINESS PARTNER



FUJITSU

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As a manufacturer, your needs have grown more complex and increasingly urgent. You must manage a rapidly growing product base in an expanding, globally competitive market. You must respond to customer demands quickly and accurately, on time and on budget. You must gain visibility into all your operations and synchronize your supply chain. You must also provide immaculate service.

Glovia's extended ERP suite can help you achieve these objectives while at the same time cutting costs.

Fujitsu Glovia is one of the world's most experienced and solidly backed enterprise software firms. For over forty years we have helped a distinguished group of manufacturers to cut costs, improve productivity, and meet customer demands. Our mission is to provide manufacturers with superior solutions and value-added services that enable them to manage, improve, and grow their business. We are unique among enterprise application providers. From day one, our solution

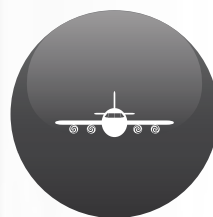
was designed by manufacturers for manufacturers—and this is still true today. We go beyond what you would typically expect from an ERP supplier—in technology, functionality, service and value—to solve the global business challenges manufacturers face on the factory floor, in the boardroom, and between customers and suppliers. For us, there are no big or small “accounts.” Instead, we work closely with each of our customers to form a lasting relationship that delivers true, ongoing value.

Glovia is a subsidiary of the technology giant, Fujitsu. Our stability and continuing commitment to provide total business solutions that satisfy your needs makes us an ideal long-term business partner. You can be confident that we will be here when you need us—today, tomorrow and years from now.

We welcome the opportunity to discuss your business issues with you and our potential solutions to those issues. In the interim, we invite you to visit our website at www.glovia.com.

Sincerely,

Your Glovia Team





WE DID ERP BEFORE IT WAS ERP

Our rich heritage in manufacturing solutions started in 1970, when we were Xerox Computer Services.

While our name has changed over the years, our ongoing innovation and dedication to customers never will.

We develop powerful and highly flexible extended ERP solutions for manufacturers of any size in almost any industry.

For over 40 years, we have maintained our focus on the big picture: to solve your immediate and long-term business challenges. Through our unrivaled manufacturing expertise and innovative development, we help you manage your bottom line now and anticipate your needs for the future.

Since the beginning of our company, we have actively continued to develop rich functionality that supports a wide range of manufacturing styles—from Projects, to Engineer-to-Order to High Volume Flow Manufacturing – and continually use the tools we have developed to address the unique business needs of Automotive, Electronics and ETO/A&D manufacturers in today’s lean environments.

Our unique legacy fosters the culture and values that set us apart. Our employees draw on decades of manufacturing and software development experience to deliver solutions that help manufacturers overcome their business challenges quickly and cost-effectively.

We Deliver A Total Solution

We are much more than an industry-leading ERP supplier. We have the resources, expertise, and support of Fujitsu, a multi-billion dollar technology leader and one of the top 5 IT solution providers in the world.



Achieve your goals with one solution from one company. As a strategic part of Fujitsu, we are an ideal partner for all your business needs.

No other ERP supplier can deliver the value Fujitsu Glovia can as a member of the Fujitsu family. Enterprise applications are an essential element of your IT strategy, but only part of it. You also need a wide range of supporting technology and services. Fujitsu's global presence, unmatched R&D investment, and integrated suite of technology offerings make us the ideal, long-term partner for all your IT needs.

We provide a comprehensive portfolio of technology services and products from a single, reliable point of contact. We help you reduce IT complexity and lower your costs and risks. No matter what you need, Glovia has the right solution: management and technology consulting services, application infrastructure and business process automation software, enterprise and open systems server products, data storage and management products, imaging solutions, mobile devices and much more.

Glovia does more than provide extended ERP solutions to manufacturers. As a world-class global manufacturer of IT products, our parent company, Fujitsu, is also an end user of Glovia. More than 30 Fujitsu factories run our solution, supporting the strength of Glovia as the best solution.

WE EXTEND YOUR REACH

Beyond the four walls, we enable you to collaborate seamlessly with your customers and suppliers, wherever they are. Within the four walls, we remove barriers and eliminate information silos to help you streamline your business.

Our extended solution gives you the power to see, act, and respond to customers—anytime and anywhere.

Manufacturers face constant pressure to cut costs and be more responsive. To do so, you must transform into demand-driven organizations and reach out to your customers and suppliers. We help you succeed by providing more visibility, flexibility and control to make you highly responsive, integrated, and lean.

You can deploy our solution strategically to manage an entire global business or individual company, or tactically to run a division or factory. Our customers often have customers, suppliers and operations that span the globe. We support multiple languages, currencies and complex business structures so you can manage your enterprise around the clock and around the world with a single, integrated solution.

Our manufacturing heritage provides us with true insights into your needs. We know your business evolves constantly, so we designed our solution to support change without requiring reimplementations. We know you may need to operate in more than one manufacturing mode, so our solution supports a wide range of operating styles simultaneously. We work to enable your growth and success—while never being a limitation to it.



WE PUT OUR CUSTOMERS FIRST

An ERP solution is only as good as the people who support it. Our professionals are talented industry experts who deliver exceptional value to our customers through implementation, training, education and support services.

Our professionals will help you realize immediate and ongoing value from your ERP investment. We work closely with you to define your strategic plans, operational tactics, and business requirements. We then bring together an experienced team of implementation professionals, software engineers, and support specialists to deliver a complete business solution at exactly the pace you want. We come in, get you up and running and in control.

Our training and support experts have deep knowledge of our solution, the industries we serve, and the complex business challenges you face. We provide a hands-on learning experience to educate end-users, which focuses on task-oriented courses and real world examples. From dedicated customer care centers around the globe, our technical support teams excel at delivering immediate, successful resolutions that enhance customer value and minimize disruptions.

Our commitment ensures that your investment with Glovia will meet all of your needs now and as your business grows.

WE DELIVER RESULTS

We work with you until you have the results you need. Whether you want to slash costs, improve customer service or increase responsiveness, we deliver.

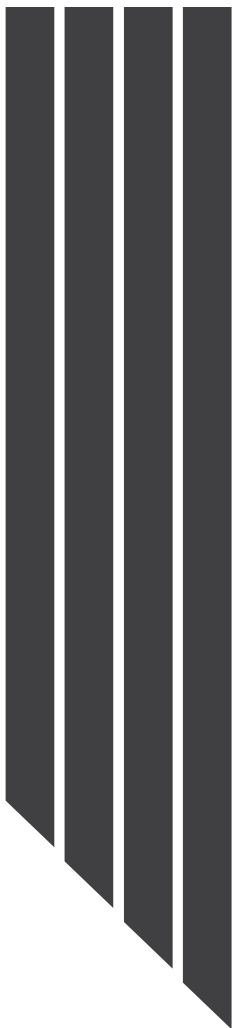
Beyond a rapid return on investment, you get ongoing value and bottom-line benefits.

From the start, we focus on value. Our solution has one of the industry's lowest total costs of ownership, typically a fraction of others. One customer even concluded that their Glovia investment was 1/10th what they would have paid for the same solution from another provider.

We fully leverage your existing investments so you gain tangible business benefits right away. We put you in control of the implementation pace. Our solution is fully integrated—you can easily add more capability whenever you choose.

We are also interested in your competitive health and overall prosperity and always strive to know what more we can do. We listen to you and invest aggressively in research and development to create the sheerest depth of capabilities for the most complex manufacturing and business environments.

This is the only way we do business—the result of our core beliefs, our insight into manufacturing, and our own use of the solution.



WE ARE A BUSINESS PARTNER

Just as we think of you as more than a customer, our customers think of us as more than a supplier—they consider us a partner.

Over 1,000 manufacturers, including many of the world's most recognized brands, use Glovia to run their businesses.

NOTES

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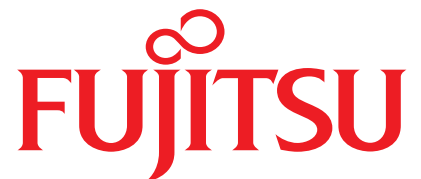
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The Fujitsu logo is displayed in a bold, red, serif font. The letter 'J' is stylized with a small infinity symbol above it.