

Fact Sheet

glovia OM

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 leads management to invoicing; 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 currently being used by over 100 of the world's leading organizations. Unlike traditional ERP's, glovia OM is quick to deploy, simple to customize and seamlessly integrates with the world's leading cloud CRM, salesforce.com. Together, glovia OM with the Salesforce Platform offers world class tools to manage operations and increase sales.

Meeting Expectations

As a business, 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. Achieving all this is a must, in addition to providing immaculate service and keeping costs competitive.

Visibility of Operations

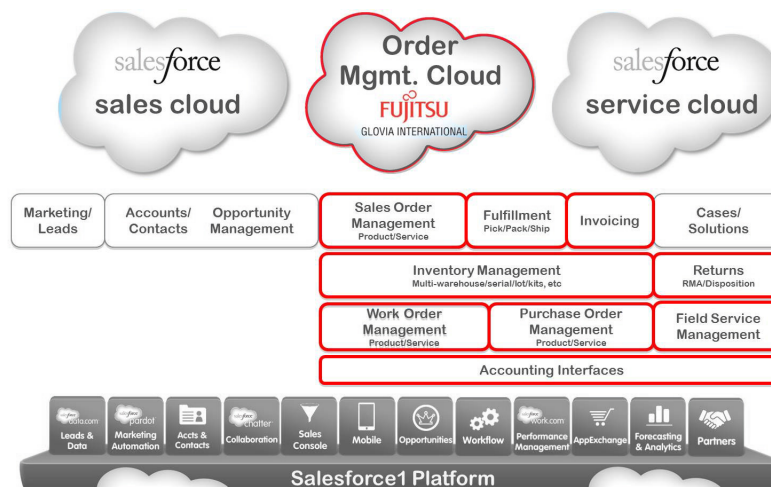
Using glovia OM real time updates and status changes of items such as orders, inventory and returns can be visible using a web browser or mobile device. Raise sales productivity while streamlining purchasing and manufacturing operations. Make the move on every new business opportunity, whether it be an up-sell with 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 managed in multiple warehouses – 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 seat 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.



Extend the Salesforce Platform™ with glovia OM Order Management

Benefits

- Improve sales execution
 - Increase sales visibility
 - Single sales execution process for all source of demand
 - Accurate and reliable order promising
 - Increase sales by up sell, cross sell
 - Shorten sales cycle
- Improve fulfillment process
 - Inventory accuracy with visibility
 - Flexible single process for warehouse operations
 - Reduce fulfillment cycle time, cost
- Efficiently procure goods and services
 - Improve purchase operations
 - Full visibility of purchasing process
 - Paperless procurement with approvals
- Efficiently manufacture goods
 - Improve materials operations
 - Improve manufacturing operations
 - Full visibility of manufacturing process
- Provide a world-class customer service
 - Generate additional revenue streams
 - Increase efficiency for a service order
 - Improve service request responsiveness
 - Decrease field service and material costs
 - Increase utilization of field service engineers
 - Improve visibility into service orders

Delivering Comprehensive Value and Results

For more than three decades, glovia has helped businesses around the world to manage, strengthen, and grow their businesses. We designed our solution to deliver tremendous value to our customers – stressing rapid return on investment and low total cost of ownership. And now we extend this benefit to our newest product family, glovia OM.

Essential glovia OM business benefits include:

- **Enterprise-Wide Visibility**
glovia OM provides you with true process transparency, seamlessly integrating systems and business processes, and links you to your customers and suppliers.
- **Unmatched Flexibility**
glovia OM supports your business without forcing you to change your business processes – glovia OM is an investment in your future.
- **Real-time Responsiveness**
glovia OM slashes order-to-fulfillment cycle times and helps you get the right product to the customer at the right time, place and price.
- **Improved Efficiency**
glovia OM helps you reduce costs as it effectively eliminates excess inventories, boosts productivity and manages resources.
- **Operational Flexibility**
We anticipated your need to be flexible, so we designed glovia OM to change as your business changes. Whether you need to support a new product or new business strategy, glovia OM works out of the box and never boxes you in.

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 provides advanced capabilities to manage and improve the entire business – from forecasting, product design, procurement, planning, manufacturing, sales, fulfillment, invoicing and payment.

Our solution streamlines operations and brings you closer to your customers and suppliers.

The advantages for you are enormous.

For example, you can respond quickly and accurately to customer demands by allowing your demand to trigger production and procurement.

Naturally, these benefits reduce costs and at the same time improves your standing with customers and against competition.

About Fujitsu America

Fujitsu America, Inc., is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including consulting, systems integration, managed services, outsourcing and cloud services for infrastructure, platforms and applications; data center and field services; and server, storage, software and mobile/tablet technologies.

For more information, please visit: <http://solutions.us.fujitsu.com/> and <http://twitter.com/fujitsuamerica>

More information

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Fujitsu green policy innovation

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at: www.fujitsu.com/global/about/environment/



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