

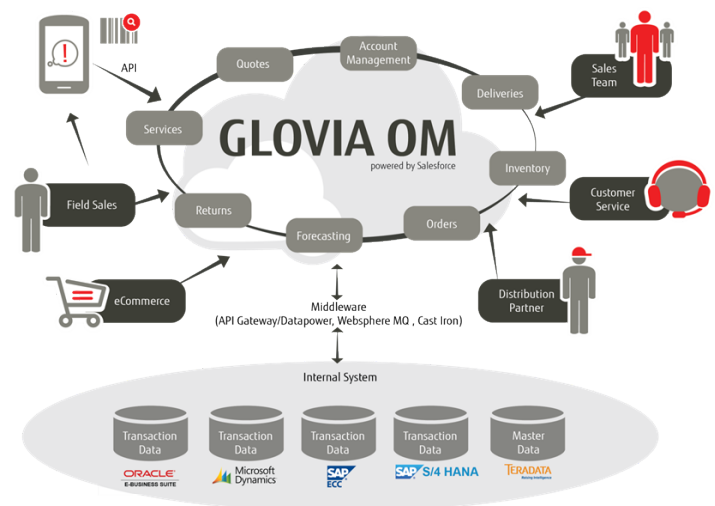
# FUJITSU GLOVIA® OM fully-customizable order management solution

Integrate all your business processes, from sales to fulfillment, with unmatched transparency and efficiency. Without ripping and replacing legacy system.

Your business's ability to plan ahead and react quickly to change is imperative to your business success. However, demand volatility coupled with complex business processes and disconnected systems makes it difficult for you to react quickly to changing conditions. This is where GLOVIA OM can help.

GLOVIA OM is a 100% Salesforce.com®-native, fully-customizable order and inventory management solution that connects sales, service, analytics and financial modules to deliver an integrated, transparent and seamless omni-channel business experience.

GLOVIA OM is Lightning-ready and leverages legacy systems to create a single, accurate source of information for everything from calculating shipping to applying promotions.



## Benefits

### Improve sales execution

- Increase sales visibility
- Single sales execution process for all source of demand
- Accurate, reliable order commitments
- Increase sales by up-selling/ cross-selling
- Shorten sales cycles

### Easy and quick to start

- No "rip and replace." No endless custom code
- Same technology, look and feel as Salesforce® platform

### Ideal for partner to end-user scenarios

- Optimize B2B2BC channels
- Customizable Partner Community
- Easily connects you with your customers and suppliers

### Improve fulfillment process

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

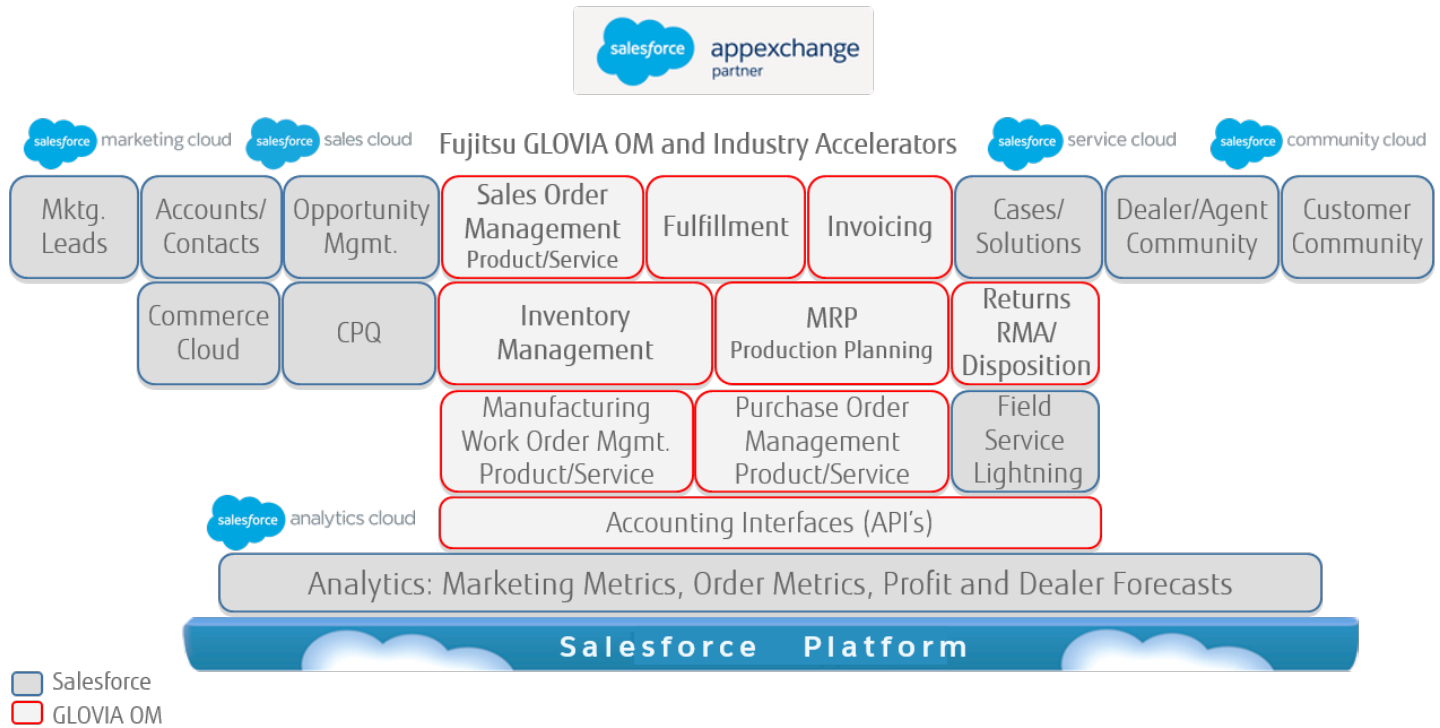
### Improve productivity and customer experience on the go

- Apps for smartphones and tablets
- Offline and online connectivity with full access to business functionality
- Connect easily with bluetooth enabled devices like hand-held scanners and portable printers
- Gain visibility into inventory across multiple locations
- Quickly respond to emerging needs

For more information or to schedule a demo, visit [www.gloviam.com](http://www.gloviam.com).

More information

# GLOVIA® OM on the Salesforce® Platform



## Benefits

### Efficiently procure goods and services

- Improves accuracy and efficiency of purchase operations
- Bid to purchase
- Gain full visibility of entire process
- Paperless procurement with approvals and workflows

### Increase fields service efficiency

- Track assets across multiple sites
- Apply contracts for warranty/ maintenance
- Rapidly create service tickets
- Schedule appointments for FSE
- Generate field service invoice
- Native application to Salesforce platform



For more information or to schedule a demo, visit [www.gloviam.com](http://www.gloviam.com).

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**More information**

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## Digital Transformation

New digital technology is becoming incorporated into the heart of business and society. Digital is not a single technology, rather a set of connected technologies such as cloud, mobile, Internet of Things (IoT), analytics, Artificial Intelligence (AI) and supporting security technologies. Digital technology can radically transform how the world works. For instance, a manufacturer can leverage a connected, digitalized production line to gain a real time view of its operations, and make changes more quickly, transforming its efficiency. Connectivity greatly reduces transaction costs, and therefore improves the bottom line. Digital technology fundamentally changes an organization, how it operates and how it creates value. Digital transformation is metamorphosis. A core change, not a cosmetic change or an extension. A reconfiguring of a business to provide higher value products or services. Digital technology has grown through four major waves of development. The first wave, the internet, made computing technology available to all, and was the first platform for digital services. The mobile internet followed by making digital services accessible anywhere.

**Find out more at:**

<http://www.fujitsu.com/us/vision/digitaltransformation/>

### More information

For more information, please visit:  
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