Matsushita Electric Works Information Systems, Co., Ltd.
The Japan Research Institute, Ltd.

Matsushita Electric Works Information Systems and JRI Group Agree to Collaborate on Sales and Marketing

Through the recent agreement, it is hoped that products and services offered by two companies in the JRI group and those provided by NAIS-IS will complement each other, thereby increasing opportunities for order acceptance through increased solution menus for customers.

At the same time, NAIS-IS and JRI have also agreed to collaborate with the aim of providing higher quality solutions to small and medium-sized corporate clients and raising the level of services for those clients by combining the strengths of the respective companies, namely, JRI’s consulting functions and NAIS-IS’s systems integration functions, in order to achieve further business expansion.

Major Features of the Collaboration

1. Complementing products and services of NAIS-IS and the two JRI group companies
   (1) Offering NAIS-IS’s solutions to customers of JAIS, Ltd. (head office: Bunkyo-ku, Tokyo; President: Kazuhiko Matsumoto), a JRI group company
      JAIS will add NAIS-IS’s products and services to its own service menu for proposition and marketing.
      JAIS will actively develop total solutions business (business that unifies systems development and various processing and operation services) and also provide systems solutions to small and medium-sized businesses. The company will add business applications packages and solutions services, which have been developed by NAIS-IS based on its rich experience and know-how, to its own proposal menu in order to expand its sphere of proposals.
   (2) Offering salary calculation ASP services of JRI Office Engineering, Ltd. (head office: Chiyoda-ku, Tokyo; President: Michifusa Kohno; hereafter “JOE”), a JRI group company, to customers of NAIS-IS
      NAIS-IS will add JOE’s salary calculation outsourcing services to its own ASP service menu for
marketing.

JOE has been engaged mainly in salary calculation outsourcing services and related clerical work. In particular, the company boasts of its 35-year experience in salary calculation outsourcing services and has an excellent track record in this area. NAIS-IS will add JOE’s salary calculation outsourcing services to its own ASP service menu in order to propose and sell solutions to its customers.

2. Linking JRI’s consulting functions with NAIS-IS’s systems integration functions

Based on the consultation needs for management issues faced by its customers, NAIS-IS will introduce JRI as a consulting firm to add value to services for its customers. Conversely, if there are projects handled by JRI that lead to the sale of NAIS-IS’s products or information systems construction by NAIS-IS, NAIS-IS, through introduction by JRI, will serve JRI customers as a systems integrator for the construction of information systems based on customer needs.

As a systems integrator, NAIS-IS will also optimize JRI’s consulting functions in order to provide total solutions to customers and raise its service levels.

[Cooperation scheme]

NAIS-IS has rich experience and know-how in the construction and operation of information systems and networks and is able to meet a wide range of customer needs from large-scale systems to software packages. In particular, the company has an excellent track record of total systems solutions ranging from information systems consultation for small and medium-sized businesses in the manufacturing and distribution industries, to the design, development and operation of information systems.

Meanwhile, JRI offers a wide variety of consultation menus for management strategy planning, business process innovations, personnel administration reforms, and marketing for a wide range of industries in order to propose and support solutions to all kinds of issues. As the results of consultation often show that information systems constitute a key factor for solutions, JRI will
collaborate with NAIS-IS, a systems integrator that has an excellent track record of corporate information systems construction for small and medium-sized businesses.

At present, the effects of this collaboration on business performance remain uncertain, but it is expected that the collaboration will contribute to enhancing NAIS-IS’s solutions business.

[Matsushita Electric Works Information Systems, Co., Ltd.]
In February 1999, the information systems division of Matsushita Electric Works, Ltd. became an independent company named Matsushita Electric Works Information Systems, Co., Ltd. (NAIS-IS). NAIS-IS owns a dedicated computer center (IDC) and domestic networks that link more than 600 locations with high-speed networks connecting Tokyo, Chubu and Osaka as its core. Equipped with this infrastructure as well as abundant experience and know-how accumulated in the construction and operation of information systems and networks over the years as its strength, the company is able to meet a wide range of customer needs from large-scale systems to software packages. It is also actively working on ASP services in order to improve and expand its service menus and increase the number of users.

Major operations:
- Overall information systems integration
- Management and operation of computer systems for outsourcing contracts
- Design, development, sale and lease of computer software (ASP services)
- Sale of information network services, as well as information and communications equipment

(URL: http://www.naisis.co.jp)

[Japan Research Institute, Ltd. (JRI)]
An IT company belonging to the Sumitomo Mitsui Financial Group, JRI is a knowledge engineering firm that aims at creating customer value through three functions: information systems, consultation and think tank.

Major operations:
- Systems planning, construction and outsourcing
- Consultation on management strategies, administrative reforms and IT
- Think tank (research and analysis of economies in Japan and abroad, policy proposals and incubation)

(URL: http://www.jri.co.jp)

[JAIS, Ltd.]
JAIS provides total computer services by utilizing the JRI group’s total strengths.

Major operations:
[JRI Office Engineering, Ltd. (JOE)]

JOE provides reliable office support services by utilizing the JRI group’s total strengths.

Major operations:
- Salary calculation services, as well as consultations and outsourcing of personnel administration, general affairs and accounting
- Consultation and software development for rationalization and computerization of clerical work
- Sale, maintenance and management of computer hardware and software

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