

# News Release

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## Hitachi Solutions

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FOR IMMEDIATE RELEASE

### **Hitachi Solutions America and ZAP Technology to Offer Clients BI for Microsoft Dynamics AX and CRM**

*Hitachi Solutions America continues to offer industry leading solutions to its clients*

**IRVINE** —January 9th, 2013—Hitachi Solutions America, Ltd., a leading global provider of global industry solutions based on Microsoft Dynamics AX and Microsoft Dynamics CRM, today announced it will offer ZAP Technology’s Business Intelligence (BI) software to its existing and to its new Microsoft Dynamics AX and Microsoft Dynamics CRM clients. This collaboration with ZAP is in step with Hitachi Solutions’ strategic direction to bring world class industry solutions to its clients.

ZAP’s solution provides a “buy, not build” approach to BI to ensure a rapid return on investment that includes hundreds of pre-packaged analytics out of the box. Everything an organization needs to get up and running immediately – a wizard to automatically identify customizations and create the back end for fast deployment, a web-based interface, and a comprehensive functionality that covers all reporting and analysis – is provided in one solution.

ZAP will work alongside Hitachi Solutions to align industry content for specific vertical industries such as Industrial Equipment Manufacturers (IEM), Retail, and Construction.

“ZAP BI is the leading business intelligence software solution on the market and we are excited to be working with them. At Hitachi Solutions, we strive to consistently deliver the best industry solutions to our clients and partnering with ZAP helps us to deliver improved value,” said Mike Gillis, Hitachi Solutions America Chief Operating Officer.

“Partnering with Hitachi Group is an incredible opportunity for the ZAP team. Working with a business that thoroughly understands enterprise customers allows our solutions to be deployed and enjoyed by businesses across North America,” explained Garth D. Laird, President of ZAP North America. “With incredible professionals from sales and pre-sales through to delivery and support, ZAP knows when Hitachi Solutions Group engages with a customer, the process will allow excellent discovery and assure the deployment will be a success. We are also looking forward to building incredible value with Hitachi Solutions Group around Microsoft AX and CRM.”

## **About Hitachi Solutions**

Hitachi Solutions is a core member of Information & Telecommunication Systems Company of Hitachi group and a recognized leader in delivering proven business and IT strategies and solutions to companies across many industries. With a balanced view of strategy, people, process and technology, we work with companies to understand their unique business needs, and provide focused industry solutions to improve their business. From business strategy development through application deployment and maintenance, our consultants are committed to helping clients quickly realize measurable business value and achieve sustainable ROI. We offer a client-focused, collaborative approach and transfer knowledge throughout each engagement. Hitachi Solutions was recognized as the 2011 Microsoft Dynamics CRM Global partner of the year, the 2009 Microsoft Dynamics AX Global Partner of the Year, and two-time Microsoft Dynamics US Partner of the Year. Outside of Japan, the company conducts its business through three key subsidiaries, Hitachi Solutions America, Ltd., Hitachi Solutions Europe, Ltd. and Hitachi Solutions (China) Co., Ltd. For more information, call 949.242.1300 or visit <http://us.dynamics.hitachi-solutions.com/>

## **About Hitachi, Ltd.**

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with approximately 320,000 employees worldwide. Fiscal 2011 (ended March 31, 2012) consolidated revenues totaled 9,665 billion yen (\$117.8 billion). Hitachi is focusing more than ever on the Social Innovation Business, which includes information and telecommunication systems, power systems, industrial, transportation and urban development systems, as well as the sophisticated materials and key devices that support them. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.

## **About Zap**

Zap creates business intelligence (BI) solutions that help improve corporate performance. Our software is based on the Microsoft SQL Server® platform and is used globally by mid-market and enterprise organizations across most major industries. Zap also offers a range of out-of-the-box analytics for Microsoft Dynamics AX, NAV and CRM. Zap Technology is proud to have been named Microsoft ISV/Software solutions Partner of the Year 2009, and Microsoft Country Partner of the Year 2010. Headquartered in San Francisco, CA, Zap has offices worldwide. For more information, visit <http://www.zaptechnology.com>