

News Release



Hitachi Solutions

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FOR IMMEDIATE RELEASE

Hitachi Solutions America Opens Canadian Subsidiary

New Office offers Microsoft Dynamic-Based Solutions and Services to Growing Canadian Client Base

IRVINE/TORONTO/CALGARY —April 18, 2013— Hitachi Solutions America, Ltd., a leading provider of global industry solutions and services based on Microsoft Dynamics AX and Microsoft Dynamics CRM, today announced the establishment of a new business subsidiary in Canada. The expansion will help the award-winning Microsoft global systems integrator better meet the needs of multi-national corporations and its growing Canadian client base, support the company’s strategic investment in the oil and gas sector and Financial Services industries, and further boost its global market footprint.

The new business unit will provide sales and delivery services for Canada, and will be staffed with local resources. The subsidiary will also allow Hitachi Solutions America to be more responsive to existing Canadian clients, enhance its ability to win new Microsoft Dynamics business in Canada, as well as provide talented resources for service delivery throughout North America.

“Microsoft Dynamics is a great fit for companies operating in Canada, which has become an international hub for the oil and gas and Financial Services industries. Canada is a key geography for Hitachi Solutions America and Microsoft both because of its strong business outlook and its talented and well-educated workforce. Expanding our business into Canada is a vital and strategic step for us to enhance our global presence,” said Mike Gillis, COO, Hitachi Solutions America, Business Solutions Group. “We are also pleased the new office will give us more face time with our Canadian clients, and that it will give them better access to the broad range of capabilities Hitachi Solutions America provides.”

“Hitachi Solutions America is one of our top sellers of Microsoft Dynamics products and solutions, with a reputation for customer excellence that is well known. Creating this new local office demonstrates their strong commitment to supporting the burgeoning Canadian market and to Microsoft as well. I am sure they will be extremely successful in this new venture,” said Rob Adams, General Manager, Microsoft Dynamics Canada.

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. Hitachi Solutions prides itself on helping our clients to compete with the largest global enterprises with powerful and easy to use industry solutions built on Microsoft Dynamics AX and Microsoft Dynamics CRM. 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 had 4 Microsoft Dynamics Customer Excellence Award Winning clients and 6 finalists in 2012, a record for Microsoft awards. 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>.