



Paying attention to the changes occurring within the increasingly global and competitive business environment and seeking new and innovative ways to capitalize on product and operational advantages are vital to your success.

Hitachi Consulting is a recognized leader in developing and delivering value-based business and technology solutions to leading High Tech and Software companies.

Let us inspire your next success.



Industry Overview: High Tech & Software

Staying focused on bringing the right products to market and remaining competitive in your industry demands greater unity between your strategy and your tactics. To remain competitive, you must deliver the right products to market at the right time. Being successful involves having to do it all *and* with lower costs.

Hitachi Consulting practitioners in the High Tech and Software industry are busy helping many of the largest companies execute enterprise-wide operations improvements, improve their customer solutions, strengthen partner relations and manage the right combination of revenue, cost and performance metrics to drive measurable improvement rapidly.

We understand the big picture, as well as the daily nuances of your operations—the details that make the critical difference in executing soundly and efficiently.

Many of our consultants are former executives from manufacturers and software companies, averaging 15 years of industry experience.

Our commitment to your success is reflected by the company we keep, our results-driven focus and our dedication to knowledge sharing. Hitachi Consulting has worked extensively with leading High Tech and Software companies including:

- Actel Corporation
- Avocent
- Hitachi Data Systems
- Macromedia
- McAfee
- Metrowerks

Our clients benefit from our deep industry and broad technology experience. Additionally, our work in the High Tech industry is supported by our close ties to our parent company, Hitachi, Ltd., the fourth largest electronics company in the world.

Industry Overview: High Tech & Software

High Tech Case Study

Avocent, a leading supplier of KVM switching and network connectivity solutions to companies, such as Dell, IBM and Hewlett Packard, was struggling to meet the demands of its expanding, global customer base. They needed to better integrate shipping and receiving processes, and gain better visibility and management of inventory, which was spread across 28 worldwide locations, including many bonded warehouses.

The company envisioned a common experience for its customers anywhere in the world and engaged Hitachi Consulting to evaluate their IT systems and develop a road map for future improvement.

With the goal of automating its finance, supply chain, logistics, order management, human resources and reporting functions, Avocent selected SAP as its technology platform.

Business Benefits

With a single, integrated system in place, we eliminated manual processes and consolidated inventory and customer information. To promote better customer service, Avocent integrated its order entry system and eliminated the need for manual reconciliation, resulting in more accurate data and a quicker resolution of issues.

Corporate Management Solutions

We help High Tech companies drive product from conception, through creation, to a longer shelf life with innovation and best practices.

Our solution offerings include:

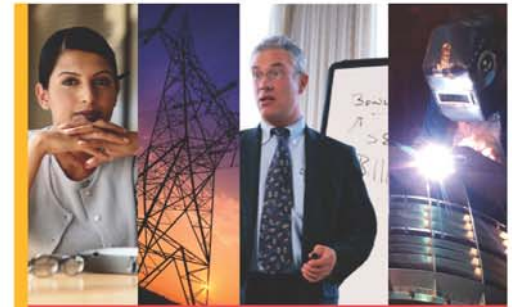
- Product lifecycle management (PLM), including development, planning and design
- Sales and channel design
- Marketing execution and analytics
- Channel and customer relationship management (CRM)
- Customer care

Technology Solutions

Strong technology helps High Tech companies execute more efficiently, putting plans and strategies into action. As companies plan, source, make and deliver their products, we integrate their business ideas with sound, process-driven IT, both internally and with external partners.

Our solution offerings include:

- Business intelligence
- Merger integration design and implementation
- Technology assessment and management
- Back office systems and processes



About Hitachi Consulting

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies across many industries.

We leverage decades of business process, vertical industry, and leading-edge technology experience to understand each company's unique business needs.

From business strategy development through application deployment, our consultants are committed to helping clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting's client base includes nearly 30 percent of the Fortune 100 as well as many leading mid-market companies. We offer a client-focused, collaborative approach and transfer knowledge to our clients throughout each engagement. For more information, call 877-664-0010 or visit www.hitachiconsulting.com

Hitachi Consulting - Inspiring your next success®.

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