



Foshan J.B. Automotive Products Co., Ltd.

JP1 takes up very little system resources of the client. During the application in the past year, the software had few effects upon the system. JP1 has not only promoted the level of management in the factory, but also reduced the TCO (total cost of ownership) of the IT operation and maintenance, helping the enterprise to raise its operation efficiency.

Customer Overview:

Located in Nanhai National Demonstration Eco-Industrial Parks, Foshan J.B. Automotive Products Co., Ltd. (hereinafter referred to as "Foshan J.B.") was established in June 2004. It has a total area of 75,917 square meters. The company is wholly-owned by Japan Brake Industry Co., Ltd. with the registered capital of seven million US dollars and the total planned funds of approximately 17.5 million US dollars.

Foshan J.B. is the first solely Japanese owned enterprise in Danzao County of Nanhai District. With about 180 employees, the company mainly develops, manufactures and sells automobile brake assemblies and spare parts, and motorcycle disc brakes and spare parts, which are supplied to the markets at home and abroad.

Due to adoption of asbestos as raw materials, traditional automobile brakes will produce harmful gas for human's health, while the brakes produced by Foshan J.B. employ a new high efficient, light polluted material with no emission of harmful gas. In addition, a thorough treatment is carried out by the company on discharge of the produced industrial gas and sewage in the production process so as to realize best environmental protection.

Taking Precautions and Strengthening IT Management

In Foshan, there are numerous auto parts enterprises similar to J.B. As a typical productive enterprise, Foshan J.B. has a quite high level of production automation in spite of few employees and small-scaled IT system. As the first Japanese funded auto parts enterprise in Nanhai District, Foshan J.B. not only takes the leading position in auto parts industry, but also possess many advantages in the construction of IT system and the concept of IT management.

Mr. Tatsuhiko Sato, Foshan J.B.'s Director and Deputy General Manager, believes that for the sustainable development of the company, Foshan J.B. shall take precautions on IT construction with continuous investment so as to advance all aspects of the company's management.

At present, Foshan J.B. mainly manufactures its parent company's products. In the following few years, its production capacity is oriented to new vehicle fittings. Usually, automobiles' service life is about ten years.

To protect the benefits of customers, the manufacturers of automobiles and spare parts shall ensure spare parts supply during the whole of the vehicles' service life, which brings about the increasing variations of manufacturers' auto parts products. Thus, it is necessary to strengthen the management capability for the effective allocation of production capacity.

For example, in 2008, as Yage's brakes supplier, Foshan J.B. prepares for the production of both new products for the new model Yage and brake fittings for the old model Yage vehicles. Currently, Foshan J.B. can supply up to 10 different types of brakes.

Under the present circumstances, the company is still in the stage of "few variety and high output" with no urgent needs for the systematic management of production, for it has just recently entered the Chinese market with a limited range of products. With the development of factory, Foshan J.B. will move to a larger range of products with lower outputs in the next few years. In such a situation, Foshan J.B. plans to manage its IT systems through software, and introduce the perfect production management system.

"At present, there is still no specialized personnel for IT management and maintenance in Foshan J.B. After the production management system is put into operation, the importance of IT system will increasingly grow. Should the IT system have something wrong, it will definitely greatly reduce the working efficiency of the management team, even having an immediate influence on production efficiency. In addition, we must consider the Group's union settlement. After Japan's J-SOX (Japanese Sarbanes-Oxley Act) enters into effect, the requirements for property transparency and the management of the listed company become stricter." Mr. Sato believes that "It is impossible for the Group to fulfill its obligations with no specialized IT system management software that manages the property information of ten thousand PC terminals".

Under the dual impetuses of the factory and the group, Foshan J.B. has started to seek a partner to strengthen its own desktop management capability and the level of IT management.



"After comparing product serviceability, ease of operation and maintenance, supplier support, and something like that, we prefer Hitachi JP1/SD desktop management software products"

Mr. Tatsuhiko Sato
Director and Deputy General
Manager of Foshan J.B.



Choosing Hitachi JP1 by Comprehensive Comparison

"After deciding to introduce the IT system desktop management, we exert ourselves to choose the specific type of desktop management software," Mr. Tatsuhiko Sato told the reporters, "After comparing product serviceability, ease of operation and maintenance, supplier support, and something like that, we prefer Hitachi JP1/SD desktop management software products."

Mr. Sato said they choose Hitachi JP1/SD desktop management software mainly for the following reasons:

Firstly, Hitachi's JP1 helps Foshan J.B. comply with IT laws and regulations. Also, Foshan J.B. has established IT systems operation procedures conforming to international ITIL standards, which has satisfied the requirements of factory, parent company and the Group's IT management. In 2007, the group requested its over 1000 subordinate enterprises to observe the Japanese J-SOX law. After American sub-prime mortgage loan crisis, the Group has higher requirements for compliance with internal regulations and traceability. For Foshan J.B. located in China, it will, as a foreign-funded enterprise in China, follow the corresponding C-SOX rules in near future, which shall be also considered in management work.

Next, JP1 can meet the personalized demand of production bases for auto parts enterprises. Compared with the Group, the factories of auto parts enterprises also have such personalized demand. The JP1 system operation management enables the factories and the parent company to have cooperative monitoring. In this way, it can reduce the factory's IT operation costs. Mr. Sato is very satisfied with the service provided by Hitachi JP1. "JP1's highly effective and perfect service assists us to solve the problem that our professional IT administrators are insufficient."

Thirdly, because the JP1 system operation management solution contains operation and maintenance functional modules, such as

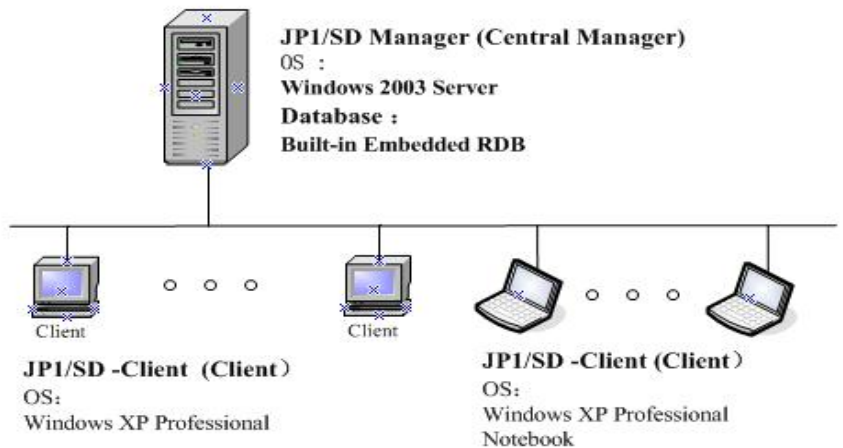
desktop management, job management, and performance management, it has enough expansive possibilities to satisfy the development demand of Foshan J.B. According to the ideas of Mr. Tatsuhiko Sato, after the production management system is put into operation, the company is going to add the modules of job management and server operation management in the JP1 system operation management software so as to strengthen future factory production monitoring by taking corresponding control measures.

Besides, "compared with similar products, JP1 is more suitable for a Japanese invested enterprise's cultural atmosphere such as Foshan J.B." After signing a contract with JP1, JP1 engineers completed product introduction and installation only in a few days.

The introduction of JP1/SD desktop management software enables Foshan J.B. to be operated without on-site maintenance. Moreover, the administrator may group the client ends according to the specific working arrangement. Various management report forms are created from the JP1 products. With the JP1/SD desktop management software, the system administrator can centrally distribute operating system patches and avoid virus vulnerability. Meanwhile, since the authorized installation of particular software list for the client PCs can be defined, JP1 prohibits illegal software application on company computers, and greatly enhances system security level. JP1 can also monitor the client users' daily operation through operation log tracking so as to enhance staff work efficiency.

Mr. Sato, deputy general manager of Foshan J.B., believed that "JP1 takes up very little system resources of the client. During the application in the past year, the software had few effects upon the system. JP1 has not only promoted the level of management in the factory, but also reduced the TCO (total cost of ownership) of the IT operation and maintenance, helping the enterprise to raise its operation efficiency."

The introduction of JP1/SD desktop management software enables Foshan J.B. to be operated without on-site maintenance.



All trademarks, trade names referenced herein belong to their respective companies.

JP1

Contact Information

Hitachi Information Systems (Shanghai) Co., Ltd.
Rm. 1901 Ruijin Building, #205 Maoming South Road, Shanghai 200020, China
Tel. +86-21-64731244 (Dir) Fax. +86-21-54560486
URL. <http://www.jp1.cn>
E-mail. JP1@hiss.cn