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TOKAI Holdings Corporation  
Katsuhiko Tokita, President & CEO  
(Code No. 3167 Tokyo Stock Exchange First Section)

To whom it may concern

## **TOKAI Cloud Service Adopted as Recommended Operating Environment for Adobe Connect**

“JMT Cloud: Shizuoka Zone,” a cloud service provided by TOKAI Communications Corporation (hereinafter “TOKAI Communications”), a wholly owned subsidiary of TOKAI Holdings, has been adopted by Samuraiz Corporation (Headquarters: Shinagawa, Tokyo; Representative Director and President: Ritaro Tani) as the recommended operating environment for Adobe Connect as detailed in the attachment.

Adobe Connect is a web conferencing system provided by Adobe Systems Incorporated that is widely used in Japan and abroad by global corporations and government institutions including the US Army. In the 2015 “Magic Quadrant for Web Conferencing” research report by Gartner, Inc. Adobe was positioned in the Leaders Quadrant for the eighth consecutive year.

The JMT Cloud service is rated highly by customers for its broad range of services and the stability of its communication lines. As a result, JMT Cloud has been adopted as the recommended operating environment for Adobe Connect. JMT Cloud helps reduce operating costs associated with Adobe Connect, and also improves quality, achieves greater stability, and enables connectivity to existing systems.

TOKAI Communications handles the information and communications business of the Group. TOKAI Communications offers a one-stop solution for a broad range of services in the field of information and communications for corporate clients, including point-to-point communication services and various cloud services, backed by a fiber-optic network covering Japan’s highest traffic areas including Tokyo, Nagoya, and Osaka and spanning a total of 6000km from the Kanto region through Okayama, as well as numerous high-spec data centers and the technology and expertise built up over many years as a system integrator.

Leveraging recent growth in cloud-based service use, TOKAI Communications plans to continue providing diverse internet communications technology solutions to keep pace with the growing businesses of our corporate clients.

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TOKAI Communications Corporation

To whom it may concern

## **Cloud Service “JMT Cloud” Adopted as Recommended Operating Environment for Web Conferencing System Adobe Connect**

**Recommended by Samuraiz Corporation, the sole Adobe Connect distributor in Japan**

“JMT Cloud: Shizuoka Zone” (hereinafter “JMT Cloud”), a cloud service provided by TOKAI Communications Corporation (Headquarters: Shizuoka City, Shizuoka; President & CEO: Katsuhiko Tokita; hereinafter “TOKAI Communications”), a wholly owned subsidiary of TOKAI Holdings Corporation, has been adopted by Samuraiz Corporation (Headquarters: Shinagawa, Tokyo; Representative Director and President: Ritaro Tani; hereinafter “Samuraiz”), the sole Adobe Connect distributor in Japan, as the recommended operating environment for Adobe Connect.



### **1. Status and Challenges**

Adobe Connect, offered by Samuraiz, comes in either a hosted or software version.

The hosted version does not require users to have their own server, reducing managing costs such as for operating system and application security measures. On the other hand, this causes some issues for customers, such as the inability to manage the network environments of web conference participants and a reliance on manufacturers for content management.

The software version affords flexibility in adapting web conference participants' access to the customer's network environment and security policies, and also enables customization options such as connectivity to other systems. However, this requires the burden on customers of investment in hardware and the cost of systems management and security measures, etc.

### **2. What Can Be Achieved through the Partnership**

JMT Cloud, provided by TOKAI Communications, is rated highly by customers for the stability of communication lines using the company's fiber-optic network, in addition to its range of offered services and rich track record. By adopting this cloud service, the partnership will combine existing groupware and other communications infrastructure, providing stability and improved voice and video performance when using Adobe Connect.<sup>1</sup> After spending a month testing the operation of

Adobe Connect on JMT Cloud and confirming the improvements in voice and video quality and stability when web conferencing, Samuraiz decided to propose this service to customers as the recommended operating environment for Adobe Connect.

1. Linking existing systems to Adobe Connect requires separate development.

### 3. Features of Linked Services

- (i) Does not require server installation, lowering operating costs
- (ii) Offers better and more stable voice and video quality when web conferencing
- (iii) Can be linked to existing systems to create and schedule conferences

- (i) Does not require server installation, lowering operating costs<sup>2</sup>

The JMT Cloud service provided by TOKAI Communications is a “bring your own license” (BYOL) environment, allowing customers to use the service without having to invest in servers. It also allows flexible adjustment of servers and network resources to match the web conference scale and load status, so users can hold large-scale seminars or many simultaneous meetings without worrying about server environments or conference size.

- (ii) Offers better and more stable voice and video quality when web conferencing

Because the service uses the stable communication lines provided by TOKAI Communications, even with many participants accessing the microphones and webcams of web conferences, stable and high quality images can be distributed without much delay. This is provided at low cost and at fixed rates, using TOKAI Communications’ fiber-optic network.<sup>3</sup>

- (iii) Can be connected to existing systems to create and schedule conferences

Through groupware that is used as an internal communication tool, it is possible to create and schedule conferences. It is also possible to connect to customers’ email servers and reduce management costs when sending web conference and seminar invitation emails.

2. Hosted services will not require an Adobe Connect server, as before.
3. Communication lines (internet connections) are provided on a best-effort basis.
4. May require separate customization.

### [Reference]

#### ■ What is Adobe Connect?

Adobe Connect is a web conferencing system provided by Adobe Systems Incorporated that is used widely in Japan and abroad by global corporations and government institutions including the US Army.

In Japan, Adobe Connect is used by large corporations and government institutions for various purposes such as web conferences and large-scale webinars. Gartner, Inc. positioned Adobe in the Leaders Quadrant of its 2015 “Magic Quadrant for Web Conferencing” research report, a place held for the eighth consecutive year.

[For further details regarding Adobe Connect]

URL: <http://www.samuraiz.co.jp/adobeproduct/connect/index.html>

## ■ What is JMT Cloud?

JMT Cloud is a cloud service provided by TOKAI Communications and used by many customers such as corporations, SI and SaaS providers, and software developers. It is a public cloud service that can be used as a one-stop virtual platform, merging various regional cloud services via a web portal. Operating via a dedicated web portal, customers can easily build IaaS environments, and use these environments for websites, etc. Virtual servers, operating systems, internet connectivity, storage, firewalls, load balancing, snapshots, and other necessary functions are provided in a standard package, allowing customers to build these environments themselves on screen.

[For further details regarding JMT Cloud]

URL: <http://www.jmtcloud.jp/>

## ■ About TOKAI Communications Corporation

TOKAI Communications owns a fiber-optic network and multiple data centers, and provides a broad range of solutions based on technology and expertise built up over many years as a systems integrator. TOKAI Communications provides diverse support of customers' businesses on a one-stop basis, both upstream and downstream, from systems design and construction through operation and maintenance.

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## ■ About Samuraiz Corporation

Samuraiz is the sole distributor in Japan of Adobe Connect, distributing directly from Adobe Systems Incorporated. Taking a customer's perspective, Samuraiz aims to act as a software and service marketing platform company, providing simple and optimal services and solutions to customers by offering innovative technologies and services that justify the investment with information and productivity gains .

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