



January 17, 2018

To whom it may concern

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

## **TOKAI COM's Cloud Service Now Comes Standard with Japan's No. 1 Data Integration Tool**

TOKAI Holdings Corporation announced today that its wholly-owned subsidiary, TOKAI Communications Corporation (hereinafter "TOKAI COM"), had launched a data integration\* option (see attachment) that comes standard with ASTERIA WARP Core for its cloud service. Boasting the largest market share in Japan, ASTERIA WARP Core is data integration middleware from Infoteria Corporation (headquartered in Shinagawa-ku, Tokyo; represented by Yoichiro Hirano).

Committed to helping its customers grow their businesses, TOKAI COM continues to provide one-stop comprehensive support for everything from implementation to design, creation, and operation of a cloud environment by leveraging its technological capability and the know-how it has gained through years of experience as a system integrator while providing multi-faceted cloud solutions that meet customer needs.

\*Data integration is a process of removing barriers that exist between applications and systems, such as varied data formats and interpretations, in order to share and use data across different sources. It combines data by connecting existing databases, file systems, business systems, and cloud services.

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To whom it may concern

TOKAI Communications Corporation

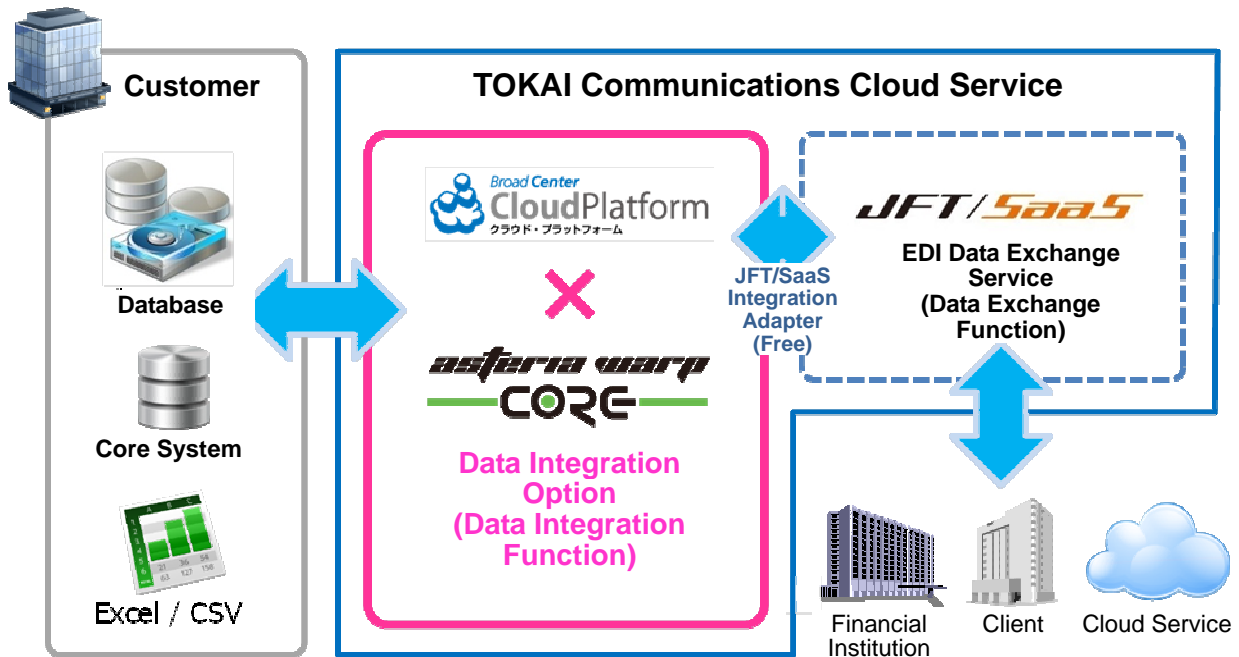
Infoteria Corporation

## Infoteria Starts providing Its Data Integration Tool, ASTERIA Warp Core, via TOKAI COM Cloud Service

**Aiming to Enhance Convenience for Customers and Build Stronger Partnerships**

TOKAI Communications Corporation (headquartered in Shizuoka City, Shizuoka; represented by Katsuhiko Tokita, President & CEO; hereinafter “TOKAI COM”) and Infoteria Corporation (headquartered in Shinagawa-ku, Tokyo; represented by Yoichiro Hirano, President & CEO; Tokyo Stock Exchange Securities Code: 3853; hereinafter “Infoteria”) have teamed up to provide a data integration option for TOKAI COM’s cloud service, the VM Series BroadCenter CloudPlatform Service (hereinafter “CPS-VM”). Designed to facilitate data integration among existing systems, databases, etc., the option combines CPS-VM with Infoteria’s data integration tool, ASTERIA WARP Core, and is available as of December 20, 2017.

<Overview of the New Data Integration Option Service>



### ■ Background

TOKAI COM’s JFT/SaaS cloud-based EDI data exchange service, which supports various communication protocols and cloud services, has been being used by customers from a diverse range of industries, including manufacturing, distribution, and finance. In May 2016, TOKAI COM started offering the JFT/SaaS integration adapter designed to facilitate a connection between JFT/SaaS and Infoteria’s ASTERIA WARP as part of its

efforts to enhance linkage between services offered by the two companies.

The ASTERIA WARP Core, which was added to the ASTERIA series in October 2016, comes with carefully selected basic functions and boasts excellent cost performance, making it easy to implement even for small systems.

The data integration option, an extension service for CPS-VM that comes standard with the ASTERIA WARP Core, will enable customers to easily implement the service at a low cost without the need to install an operating environment for the ASTERIA WARP Core on their own.

By combining the CPS-VM data integration option and the JFT/SaaS, TOKAI COM can offer functions that perform a series of processes, from integrating data on internal systems to exchanging data among multiple corporations via the JFT/SaaS, all on its cloud service. Since cloud computing provides resources on demand on a pay-for-use basis, customers can take advantage of this feature to start small and easily computerize operations that have not yet been computerized, such as editing of internal data, processes that are dependent on individual skills, and data exchanges with their clients via EDI, thereby improving and automating operations. Infoteria aims to leverage its collaboration with TOKAI COM to market the ASTERIA WARP Core to a wider range of corporations and bring in more orders.

#### ■ Overview of the Data Integration Option

The CPS-VM that comes standard with the ASTERIA WARP Core pre-installed is offered as an extension service for CPS-VM along with a support service. By subscribing to CPS-VM, customers can start using the ASTERIA WARP Core without making any additional capital investment.

Service Name	VM Series BroadCenter CloudPlatform Service Data Integration Option
Price (excluding tax)	Initial cost: 100,000 yen Monthly fee: 64,500 yen and up *The above price is for minimal configuration that includes the licensing fee for the ASTERIA WARP Core and the CPS-VM usage fee. A separate charge applies for the use of JFT/SaaS. The JFT/SaaS integration adapter will be provided free of charge. The price varies depending on configuration, etc.

#### ■ The Road Ahead

TOKAI COM and Infoteria will continue to work on expanding their services as they move ahead together as partners in enhancing linkage between services offered by the two companies as well as in planning and developing new services to meet customers' business needs. Through these initiatives, TOKAI COM and Infoteria will increase user-friendly cloud service options as they actively support corporations that are considering using cloud computing.

Services offered through collaboration between the two companies will enable corporate customers to easily computerize their internal business processes with a small initial investment, realizing more efficient and automated operations. As Japan continues to face pervasive labor shortages, TOKAI COM and Infoteria hope to help corporate customers improve their business processes and working conditions through services that are designed to automate business operations and save labor.

[For reference]

#### ■ About CPS-VM (Website: [http://www.broadcenter.jp/cloudservice/cloudplatform\\_vm/](http://www.broadcenter.jp/cloudservice/cloudplatform_vm/))

The BroadCenter CloudPlatform is TOKAI COM's network-based cloud service, providing access to a highly reliable and highly available virtual server environment, which is managed by TOKAI COM's data centers meeting the highest of standards. TOKAI COM's data center staffs operate and manage the service twenty-four seven, providing one-stop support for everything from implementation to daily operation and management. A remote backup option is available where data is backed up at an affiliated data center for business continuity and disaster recovery purposes.

#### ■ About JFT/SaaS (Website: <http://www.jft-edi.jp/>)

JFT/SaaS is an electronic data interchange (EDI) service available for a monthly fee of 30,000 yen and up. It enables

users with Internet connection to exchange data via various EDI formats, including the Zengin System, JCA, Ryutsu BMS (Business Message Standards), and Salesforce. Offering implementation support and after-sales maintenance services by a team of EDI experts, the service has earned high marks from users.

■ About the ASTERIA Series (Website: <https://www.infoteria.com/jp/asteria>)

Having enjoyed the biggest<sup>\*1</sup> share in the Japanese market for enterprise data integration (EAI/ESB) products over the last eleven years, the ASTERIA Series, including its core product, ASTERIA WARP, is middleware designed to integrate data on different computer systems in a non-programming environment. It has earned outstanding praise from users for connecting various types of systems, from main frames to cloud-based servers and spreadsheet software, and performing the data transformation logic without the need of any complex programming.

■ About TOKAI Communications Corporation (Website: <http://www.tokai-com.co.jp/>)

TOKAI Communications Corporation provides a wide range of services based on the technological expertise and know-how it has gained through years of experience in operating its own fiber-optic networks and data centers and as a system integrator. It provides one-stop services, including everything from design to operation and support, to help customers promote their business.

■ About Infoteria Corporation (Website: <https://www.infoteria.com/>)

Founded in 1998 as Japan's first XML<sup>\*2</sup>-dedicated software company, Infoteria Corporation develops and sells software products and services that connect a large variety of computers and devices within a company. Infoteria's core product, ASTERIA, is an application designed to interchange data among different computer systems without the need of programming that has been adopted by 6,497 mostly medium- to large-sized companies (as of the end of September 2017). Handbook is being used by 1,326 companies and public organizations (as of the end of September 2017) as the standard service for carrying around all kinds of electronic files such as marketing materials, product catalogs, and meeting handouts on a smartphone or a tablet.

\*1 2017 Software Marketing Overview: EAI/ESB Market Edition, Techno Systems Research

\*2 XML stands for Extensible Markup Language and is a computer language that uses arbitrary tags to describe data.

\*Infoteria, ASTERIA, and Handbook are registered trademarks of Infoteria Corporation.

\*All other company, product and service names, logos, etc. mentioned herein are trademarks or registered trademarks of their respective owners.

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