

# News Release

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## **Hitachi Solutions Expands Global Presence with New Subsidiary in India**

*-- Added location extends company's commitment to global service excellence and delivery of Microsoft Dynamics-based business solutions to rapidly growing global market and Southeast Asia --*

**IRVINE, CA, US/Chennai, India, June 21, 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 opening of a new subsidiary in India. The expansion will help the award-winning Microsoft Dynamics Global ISV enhance the capabilities of its Microsoft Dynamics Global Center of Excellence, drive development and delivery of unique solutions for its growing global client base, and further extend its global go-to-market footprint

The new subsidiary – Hitachi Solutions India Pvt. Ltd. – will support Hitachi Solutions' global implementation efforts and directly provide sales, services, and customer support of Microsoft Dynamics-based solutions to the Southeast Asian market. Hitachi Solutions India operations will be based in Chennai, with the company also building a significant Global Development Center in Hyderabad and maintaining technology and consulting resources in Pune. The new subsidiary will also allow Hitachi Solutions to truly operate on 24/7 basis, and provide more flexibility and resources to support our clients' global deployment needs.

Initial staffing for Hitachi Solutions India will include experienced Microsoft certified consultants that will join from other Hitachi Group companies. Local resources will also be hired to help establish smooth operation of the new

subsidiary. In addition, local university based talent acquisition will be core to Hitachi Solutions strategy and in sync with the Microsoft Dynamics Academic Alliance Program.

Ananthanarayanan (Ananth) Subramanian will lead the operation as Chief Executive Officer of Hitachi Solutions India Pvt. Ltd. Mr. Subramanian joins Hitachi Group from HCL Technologies where he was Vice President and global head of the Microsoft Centre of Excellence. Mr. Subramanian brings more than 25 years of experience spanning across management consulting, financial services, business solutions, and IT. He holds a Bachelor's degree in technology from Anna University, India and a Master's in business administration from BIM, India. In his new role, Ananth will report to Mike Gillis, Hitachi Solutions Global Chief Operating Officer for its Dynamics business.

"I am pleased to join the global Hitachi Solutions team and look forward to supporting its efforts to establish a significant presence in India and grow its capabilities globally," said Ananth Subramanian, CEO of Hitachi Solutions India. "Hitachi Solutions Group has a proven track record in providing award-winning Microsoft Dynamics solutions for clients, and the new subsidiary will allow us to continue this tradition and fully support our client's global deployment and delivery needs here in Southeast Asia."

"We are excited to respond to the rapidly growing global demand for Microsoft Dynamics with the opening of a new subsidiary in India," said Mike Gillis, COO of Hitachi Solutions America, Business Solutions Group. "Ananth's background and experience make him ideally suited to lead the new operation and build an organization that can support the increasing scale and scope of Hitachi Solutions' global service delivery in the region, as well as worldwide."

India and other Southeast Asian countries are currently experiencing high business growth. This is in part because Japanese and Western multi-nationals are locating manufacturing and distribution facilities in the region. Hitachi Solutions India will also work with other Hitachi Solutions business units and personnel from Japan, U.S., U.K., and other markets to more aggressively address the burgeoning demand for Microsoft Dynamics in Southeast Asia.

“Hitachi Solutions continues to impress us with its commitment to providing Microsoft Dynamics solutions on a global level, as well as its dedication to partnering with Microsoft,” said Adrian Johnston, Vice President, Microsoft Business Solutions Dynamics, Asia, Microsoft Corporation. “Establishing operations in India solidifies its position as a global Microsoft Dynamics leader and we are excited to support them any way we can to ensure their success.”

### **About Hitachi Solutions**

Hitachi Solutions, Ltd., headquartered in Tokyo, Japan, 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. The company provides value-driven services throughout the IT life cycle from systems planning to systems integration, operation and maintenance. Hitachi Solutions delivers products and services of superior value to customers worldwide through key subsidiaries in the United States, Europe, China and India. The flagship company in the Hitachi Group's information and communication system solutions business, Hitachi Solutions also offers solutions for social innovation such as smart cities. For more information on Hitachi Solutions, please visit: <http://www.hitachi-solutions.com>.

### **About Microsoft Dynamics Business of Hitachi Solutions Group**

Hitachi Solutions Group prides itself on helping our clients to compete with the largest global enterprises with powerful, easy to use, and affordable 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.

"Global Center of Excellence" of Hitachi Solutions America strategically promotes the Microsoft Dynamics business of Hitachi Solutions Group globally. Hitachi Solutions Group had multiple Microsoft Dynamics Customer Excellence Award Winning clients and 6 finalists in 2012, a record for Microsoft awards.

Hitachi Solutions Group 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 key subsidiaries, Hitachi Solutions America, Ltd., Hitachi Solutions Europe, Ltd., Hitachi Solutions Canada, Ltd., Hitachi Solutions India, Ltd, and Hitachi Solutions (China) Co., Ltd. For more information, call 949.242.1300 or visit <http://us.dynamics.hitachi-solutions.com>.

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