

# News Release

## Hitachi Solutions

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**FOR IMMEDIATE RELEASE**

### **Hitachi Solutions recognized as winner for 2014 Microsoft CRM Partner of the Year Award**

*Global Microsoft Dynamics CRM partner wins award for innovation using Microsoft CRM technologies*

**IRVINE, CALIFORNIA** —June 5, 2014 — Hitachi Solutions today announced it has won the 2014 Microsoft CRM Partner of the Year Award. The company was honored among a global field of top Microsoft Corp. partners for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

“With the maturity of Microsoft Dynamics CRM and its partner ecosystem, the competition was much more difficult today than it was in 2011 when we last won CRM Partner of the Year Award. Although the competition is much stronger this year, so are we,” said Mike Gillis, President and Global Chief Operating Officer, Hitachi Solutions America.

“Hitachi Solutions’ thriving Microsoft Dynamics CRM practice combined with the Microsoft Dynamics CRM product expertise, market share, and financial services industry focus of our newly acquired partner Customer Effective positioned us as a frontrunner in this competition; however, I think what really pushed us to the top is our passion for customers and the infectious energy of our people.”

The CRM Partner of the Year Award recognizes a partner that has excelled in providing innovative sales, services, solutions, and/or support based on Microsoft Dynamics CRM. The winner of this award demonstrates business leadership and success with strong growth in new customer additions and revenue while maintaining and growing their existing customer base.

“This year’s award winners were among some of the best and brightest our partner ecosystem has to offer, so it came as no surprise that Hitachi Solutions was included in that group as this year’s winner of the 2014 Microsoft CRM Partner of the Year Award,” said Phil Sorgen, Corporate Vice President, Worldwide Partner Group, Microsoft Corp. “We congratulate Hitachi Solutions on this amazing achievement and its continued dedication to providing innovative solutions that drive results for our mutual customers.”

The Microsoft Partner of the Year Awards recognize Microsoft partners that have developed and delivered exceptional Microsoft-based solutions during the past year.

With global capabilities and regional offices in the United States, the United Kingdom, Canada, India, Japan, China, and South East Asia, Hitachi Solutions is able to help its customers successfully complete with the largest global enterprises using powerful, user-friendly, affordable industry solutions based on Microsoft Dynamics AX and Microsoft Dynamics CRM. To learn more, visit <http://us.dynamics.hitachi-solutions.com>.

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#### **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 was awarded the 2013 U.S. Reseller Partner of the Year award and had multiple Microsoft Dynamics Customer Excellence Award Winning clients and 6 finalists in 2012, a record for Microsoft awards. Hitachi Solutions Group was awarded the 2013 U.S. Reseller Partner of the Year award 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. in Irvine, United States; Hitachi Solutions Europe, Ltd. in London, England; Hitachi Solutions Canada, Ltd. in Toronto, Canada; Hitachi Solutions India, Ltd. in Chennai, India; and Hitachi Solutions (China) Co., Ltd in Beijing, China. For more information, call 949.242.1300 or visit <http://us.dynamics.hitachi-solutions.com>.

#### **About Hitachi, Ltd.**

Hitachi, Ltd. (TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with approximately 326,000 employees worldwide. The company's consolidated revenues for fiscal 2013 (ended March 31, 2014) totaled 9,616 billion yen (\$93.3 billion). Hitachi is focusing more than ever on the Social Innovation Business, which includes infrastructure systems, information & telecommunication systems, power systems, construction machinery, high functional material & components, automotive systems and others. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.