



June 19, 2003

Dear Sirs:

NEC Corporation  
The Japan Research Institute, Ltd.

**NEC and JRI to Form Sales Partnership in the Field of  
Knowledge Management Solutions for Manufacturing Industries**

**Offer solutions to shorten lead time  
and enhance efficiency of design development**

NEC Corporation (main office: Minato-ku, Tokyo President: Akinobu Kanasugi, hereafter NEC) and The Japan Research Institute, Ltd. (main office: Chiyoda-ku, Tokyo President: Shunich Okuyama, hereafter JRI) have entered into a sales partnership in the field of knowledge management solutions directed at manufacturing industries.

The partnership combines NEC's expertise in marketing solutions to manufacturing firms and technical capabilities in systems integration and JRI's product excellence in knowledge management and consulting expertise. The new partners are now ready to provide knowledge management solutions for manufacturing industries to more customers and in forms better suited to each of them, which will enable each customer to share internal ideas and know-how on product design changes and shorten lead time and enhance efficiency of design development.

Major features of the partnership are as follows:

**1. Offer knowledge management solutions directed at manufacturing industries**

NEC offers knowledge management solutions directed at manufacturing industries drawing on its know-how accumulated through its business with manufacturing firms and taking advantage of JRI's J-PKM and other knowledge management applications software. By utilizing these solutions, it will become possible to automatically provide appropriate ideas and know-how on design changes while responding to the needs of various components taken charge of by different designers throughout the different stages (such as general design and detailed design) of a product development project. Further, progress of a project can be reviewed and controlled on the basis of the difference between the targeted and actual numbers of design changes in each stage of development. Thus, problems in design can be found and addressed earlier, and design development projects can be carried out with shorter lead time and enhanced efficiency.

**2. Develop consulting experts**

The partners will forge ahead with the development and training of consulting experts, with a view to offering knowledge management solutions for manufacturing industries that will address every detail of diverse needs of individual user companies.

### 3. Joint efforts in sales/marketing activities

To push ahead with the provision of knowledge management solutions aimed at manufacturing industries utilizing J-PKM, the partners jointly establish a 15-member task team, which will make proposals to user companies. Through the activities of the task team composed of experts from both companies, NEC and JRI will make available mutual details of their respective proposals to customers, share information about customer companies, use mutual demonstration facilities, and thus strengthen and expand their sales activities.

The partners cooperate with each other in marketing and sales promotion activities, co-hosting seminars, joining forces in exhibitions and placing cooperative advertisements. As one such cooperative effort, NEC and JRI will jointly introduce the public knowledge management solutions for manufacturing industries utilizing J-PKM at the 14th Design Engineering & Manufacturing Solutions Expo/Conference to be held from July 25 to 27 at Tokyo Bigsight.

Within the next three years, NEC and JRI expect to sell 50 users the manufacturing knowledge management solutions they have developed as a result of the partnership.

With competition gathering pace in recent years, manufacturing companies are required to respond promptly to changes in business and market conditions, and to shorten development time and further reduce costs. As a result, there are growing needs to share ideas and know-how on design changes internally in order not to repeat the same kinds of mistakes in the design development phase and to enhance design development capabilities.

NEC and JRI have entered into a sales partnership to meet such market needs.

NEC has made efforts to expand its solutions business aimed at manufacturing industries. NEC systematized its PLM solutions last December, and has forged ahead with planning and development of PLM solutions and strategies of alliance with domestic and overseas software companies and SI companies. The partnership with JRI is part of such efforts. NEC regards J-PKM a core product among its PLM solutions, which it will strengthen and enhance in future.

JRI released last December its “J-PKM Package” as a knowledge management solution targeted specifically at design development divisions of manufacturing companies. J-PKM Package is an original product with (1) consulting (2) packaging and (3) customization systematized into one. JRI will further expand its sales, taking advantage of this sales partnership with NEC, which covers wide areas including marketing, consulting and systems integration.

(Note) All company names and product names are the property of their respective owners.

**Please refer to the followings as to contact information**

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