

# PRESS RELEASE

*For immediate release*

## **Fujitsu Asia Announces ACA Pacific as Official Distributor for Singapore**

**Singapore, May 8, 2008** – Leading regional IT and communications solutions provider Fujitsu Asia today announced ACA Pacific Technology as its official distributor for all server and storage product lines in Singapore.

With the appointment, ACA Pacific will tap on its reseller network to distribute Fujitsu Asia's servers and storage devices in Singapore. ACA Pacific will also provide its resellers with skills training, sales support and marketing expertise for Fujitsu Asia's server and storage portfolio.

The partnership allows Fujitsu Asia to leverage on ACA Pacific's reseller network, as well as expertise in generating channel sales, to drive revenue growth in Singapore. In return, ACA Pacific will gain access to Fujitsu Asia's extensive server and storage portfolio and thus reinforce its position as a value distributor for best-of-breed solutions.

"As a leading IT and communications solutions providers, Fujitsu Asia has a comprehensive portfolio of cutting-edge hardware, software and solutions. This alliance with ACA Pacific will enable Fujitsu Asia to significantly extend our footprint in the fast-growing technology market in Singapore," said Mr Uno Motohiko, Vice President, Regional Marketing Group, Fujitsu Asia.

"We are delighted to be appointed the official distributor for Fujitsu's range of Servers and Storage products in Singapore. With Fujitsu on board, channel partners can now see ACA as a one-stop solution centre for their data storage requirements. This extended portfolio also puts ACA in the forefront of providing channel partners with valued added and integrated business solution to meet the market dynamics," said Mr Mark Gill, Managing Director, ACA Pacific Technology (S) Pte Ltd.

The announcement is in line with Fujitsu Asia's strategy of generating revenue through external channel support, as well as internal sales and marketing efforts, for separate components of its entire solutions portfolio.

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**About Fujitsu Asia Pte Ltd**

Fujitsu Asia Pte Ltd was established in Singapore in 1997 to provide leadership in business development, technology innovation and customer support as regional headquarters for the Fujitsu group of companies in Asia outside of Japan. Building on Fujitsu's three decades of experience in Singapore and the broader Asian region and with a pool of highly skilled engineering talent, Fujitsu Asia is dedicated to providing comprehensive integrated IT, telecommunications and networking solutions that deliver tangible business value and enable customers to meet the challenges of the new global economy. Fujitsu Asia is a wholly owned subsidiary of Tokyo-based Fujitsu Limited (TSW: 6702), a leader in customer-centric IT and communications solutions for the global marketplace. For details, please visit: <http://sg.fujitsu.com>

**About ACA Pacific Technology (S) Pte Ltd**

ACA Pacific Technology is an established IT marketing and value-added distribution company since 1988, serving the Asia-Pacific region. Solutions offerings include selecting and integrating only the "Best-of-Breed" software and hardware to meet customers' requirements. Being associated with the world's top IT product manufacturers and developers, ACA Pacific is constantly upgrading its distribution portfolios to bring the latest technology to the market, with offices in Malaysia, Singapore, Thailand and Australia, and an extensive network of over 800 trained and certified channel partners. Visit [www.acapacific.com.sg](http://www.acapacific.com.sg) for more information.

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