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**Hitachi Information Systems Forms Partnership with
Global Network Provider Virtela Communications**
HitachiJoho to Sell “NETFORWARD/GL” That Offers Optimum Solutions
for Worldwide Networks

Hitachi Information Systems, Ltd. (President Hisashi Horikoshi, headquartered in Shinagawa-ku, Tokyo, hereinafter “HitachiJoho”) has formed a partnership with U.S.-based Virtela Communications Inc. (CEO Larry Morgan, hereinafter “Virtela”), a global network provider covering more than 190 countries. This is the first partnership that Virtela has established in Japan. Today, under the partnership with Virtela, HitachiJoho will start the “NETFORWARD/GL,” a worldwide network building and operation service that allows the customers to select the optimum combination of worldwide networks from multiple national and overseas carriers.

With the addition of this new service, HitachiJoho will be fully engaged in the worldwide network service business. The “NETFORWARD/GL” service is targeted at Japanese enterprises having business offices in overseas countries.

Virtela is a global network solutions provider which offers customers one seamless worldwide WAN (Worldwide IP-VPN or Internet VPN) by connecting over 200 carrier networks in more than 190 countries utilizing MPLS^(*1) and IP technology. Virtela offers its customers a customized WAN service that optimally meets their needs, leveraging an extensive database that contains information regarding cost, delivery, time, etc. of over 200 worldwide affiliated carriers.

Through “NETFORWARD/MI and ME,”^(*2) the network service under association with multiple numbers of Japanese telecommunication carriers, HitachiJoho has developed its reputation as a network integrator; while offering its customers the most optimal network services that meet their diverse needs with regards to cost, support or other requirements. By adding Virtela in the list of our partners, HitachiJoho is now ready to provide a worldwide WAN with excellent cost-performance which will satisfy our customers in Japan as well as in more than 190 countries and areas.

In the future, HitachiJoho will continue reinforcing its worldwide network service business by gradually adding more valuable features to “NETFORWARD/GL,” by designing and developing worldwide TV conference systems or providing LAN development services for our customers’ overseas bases through the Virtela partnership.

We have received the following message from Virtela’s CEO, Larry Morgan, regarding this news release:

Virtela is honored to partner with HitachiJoho and enable its customers to experience a single point of contact for best-of-breed outsourced network services around the world,” said Virtela CEO Larry Morgan. “We’re pleased to be working with one of the largest and most prominent systems integrators in Japan to augment their offerings with an enhanced level of network coverage, customization and management for businesses based in one of the world’s fastest growing regions.

*1: MPLS (Multi-Protocol Label Switching): Packet-forwarding technology using the layer 3 switching system which the IETF aims to standardize

*2: Provision of a NETFORWARD/MI, ME: “NETFORWARD/MI,” IP-VPN service and “NETFORWARDE/ME,” wide-area Ethernet service

1. Characteristics of “NETFORWARD/GL”

- (1) Total and one-stop worldwide network service from design to development and operation
- (2) 24-hour & 365-days bilingual support system in Japanese and English
- (3) Offering the best possible worldwide WAN to meet the customer’s needs from the global networks owned by Virtela as well as multiple carriers. When selecting the best carrier, we utilize our unique accumulated expertise in comparing the network carriers’ capabilities.
- (4) By using “NETFORWARD/GL” along with our domestic network service “NETFORWARD/MI and ME,” customers can enjoy our one-stop operation support system for networks both in and out of Japan.
- (5) Up to 50-70% cost reduction (compared to our existing service fees) is possible, if we make cost efficiency our number one priority.

2. Service Areas of “NETFORWARD/GL”

Our support covers over 190 countries and areas in Europe, Africa, Asia, Oceania, the Middle East and the Americas:

Europe and Africa	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Russia, South Africa, Spain, Sweden, Swiss, UK, and others.
Asia and Oceania	Australia, China, Hong Kong, Taiwan, India, Indonesia, Malaysia, New Zealand, the Philippines, Singapore, South Korea, Thailand, and others.
Middle East	Egypt, Israel, Kuwait, Saudi Arabia, Turkey, UAE, and others.
North and Latin America	Argentina, Bolivia, Brazil, Canada, Chile, Colombia, Costa Rica, Ecuador, Mexico, Peru, Puerto Rico, USA, Venezuela, and others.

3. Sales Prices and Performance Target

- (1) Sales Prices: To be quoted individually.
- (2) Sales Target: Over 100 customers and accumulated sales of 5 billion yen for the first three years

* The company names and product names described in this article are the trademark or registered trademark of each company.

About HitachiJoho

HitachiJoho (headquartered in Tokyo, Japan) is committed to contributing to the development of the information network society of the 21st century. This commitment involves providing high-quality solutions in IT and e-commerce with services that range from system planning/development to administration. To ensure the success of these endeavors, we will apply the wealth of skills and know-how we have accumulated over the years and continue to energetically embrace new developments in IT fields.

HitachiJoho offers the best IT solution for every business customer. Our motto, "The Best Application Solution," embodies our commitment to providing unique and complete IT solutions tailored to meet various business needs and assure full customer satisfaction.

For more information, visit <http://www.hitachijoho.com>.

About Virtela

Virtela Communications Inc. delivers award-winning network and security solutions to many of the world's largest and fastest-growing multinational companies. Currently serving customers across six continents, Virtela's network reach spans more than 190 countries. Virtela's unique Internet Protocol Service Fabric (IPSFSM), MPLS Service Fabric (MPLS-SFSM) and Ethernet Service Fabric (ESFSM) offer the foundation for delivering critical applications via the company's acclaimed service methodology, with a services suite that includes IP-based virtual private networks (VPNs), security services, Voice over IP, Video over IP, and network consulting services.

Virtela is headquartered in Denver, Colorado, with a second Network Operations Center in Mumbai, India. Virtela is a privately held company funded by investors including Norwest Venture Partners, New Enterprise Associates, Palomar Ventures, Symantec Corp., and Juniper Networks (Nasdaq: JNPR). Virtela is part of the Norwest Venture Partners family of portfolio companies, which have included PeopleSoft, Tivoli Systems, Polycom, Extreme Networks, Verio, and C2C. For more information, please call +1 (720) 475-4000 or visit www.virtela.net.