

Collaboration with Partner Companies

Themes of activities in fiscal 2008

Our goal at NEC Fielding is to be the company that our customers continually choose. In order to achieve this goal, the active cooperation with each of our partner companies is essential. We promoted the use of Electronic Data Interchange (EDI) with them for a faster and more efficient transaction process.

Results of activities in fiscal 2008

We have been working on strengthening the relationship with our partner companies. To contribute to the mutual business growth and CSR compliance, as well as reinforcing collaboration with the partners, we held several communication meetings and discussion forums on a regular basis. In addition, we made continuous efforts to improve technical and sales capabilities and promote acquisition of the official certification.

We also strived to promote the use of EDI for a faster and more efficient transaction process; as a result, the following companies agreed to become an EDI trading partner we can work with.

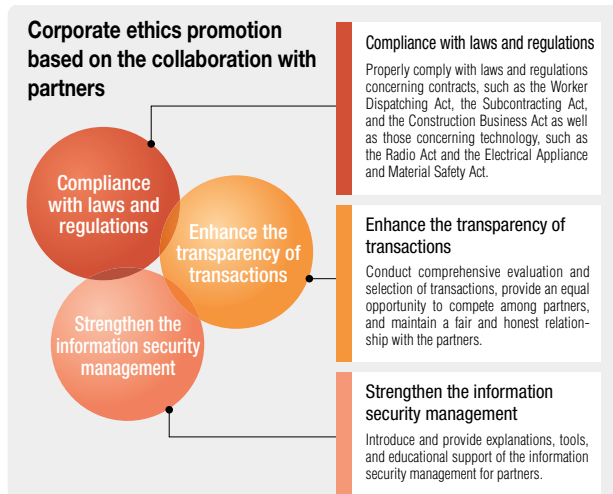
- Member partner companies: 31 out of 39 members
- General partner companies: 8 companies

Future challenges

We have long been promoting management of confidential information to prevent the occurrence of leakage of the same, and have fortunately not had any major incidents of this sort. We will work to heighten and share control awareness with our outsourcing and sub-outsourcing companies as well, in order to tighten arrangements to prevent incidents.

Corporate ethics promotion as a foundation of business activities

Many of the goods and services we supply to our customers rest on the materials and services we procure from partner companies. In accordance with our basic policy on material procurement, we intend to promote CSR approaches through closer interaction with these partners.



Promotion of green procurement

In establishing a recycling-oriented society, the role of corporations in protecting the environment has grown increasingly important over the past few years. At NEC Fielding, we promote green procurement*. We preferentially purchase environmentally-friendly products from companies that actively protect the environment.

* **Green procurement** : Please refer to page 6.

Our management features

We request partner companies that provide services and software, as well as hardware and materials, to meet the criteria based on our Green Procurement Guidelines.

Requests to partner companies

1. Establish an environment management system
2. Demonstrate strict control over regulatory restricted or prohibited substances

Achievements in fiscal 2008

Except for some products by other companies that customers want to purchase, we have achieved almost 100% of green procurement from major partner companies in terms of monetary amounts of procurement. Nevertheless, we understand that environmental issues are those we should continuously focus on, and will maintain our efforts to strengthen the procurement management in collaboration with our partners.

Strengthening support and expanding collaboration with partner companies

In order to strengthen the cooperative relationship with partner companies, we try to explain them our current business conditions and the future direction in every occasion such as the business trend explanatory meeting held semiannually and the New Year's greetings exchange meeting. We also set up a discussion forum to exchange information with our top management.

We are also committed to enhancing and expanding collaboration with our partner companies by holding topic-specific periodic meetings and occasional discussion forums for each field of transaction. In fiscal

2008, again, we held the Training Course for Business Etiquette Instructors designed for managers of our partner companies. Fourteen people from fourteen companies attended the course. Aiming to improve customer satisfaction and CSR together with our partners, we will continue to offer training and encourage more partners to join.



Training Course for Business Etiquette Instructors for partner companies