

May 25, 2017

ITOCHU Techno-Solutions Corporation

BELLSYSTEM24 Holdings, Inc.

**CTC and BELLSYSTEM24 begin providing “Sansan uFollow” BPO service**  
Supporting system configuration work for invoicing by company division, user registration, and more

ITOCHU Techno-Solutions Corporation (HQ: Chiyoda Ward, Tokyo; President and CEO: Kikuchi Satoshi; Abbreviation: "CTC") and BELLSYSTEM24 Holdings, Inc. (Representative Director, President, CEO: Tsuge Ichiro; Headquarters: Chuo Ward, Tokyo; Referred to below as "BELLSYSTEM24") began providing a BPO service called Sansan uFollow for the cloud-based business card management service “Sansan.” CTC and BELLSYSTEM24 will sell Sansan licenses, including everything from Sansan configuration to migration, along with setting up related systems. CTC and BELLSYSTEM24 will primarily target companies and organizations considering how to strengthen and improve the efficiency of their sales activities, with the goal of providing the service to 30,000 users in three years.

Sansan is a cloud-based service for companies to share business cards internally and use related information efficiently for marketing and sales activities. It is an easy-to-setup cloud solution with a high level of security that even meets the standards of financial institutions. While Sansan is used at various companies, in a given company, different divisions use Sansan in different ways. The need to provide support for corporate usage has increased, particularly the need of reducing the amount of time spent on dividing up usage costs and re-configuring users when organizational changes occur.

Sansan uFollow is a BPO service that responds to the corporate needs above and contributes to greater management efficiency, with support services including cost allocation, user registration and configuration, initial migration of business card data, and more. The specific service details are below.

**Services Offered**

- |                                    |  |
|------------------------------------|--|
| 1. Usage information reports:      | Usage report output  |
| 2. Operation support for managers: | Configuration for divisions, user settings, owner changes, etc |
| 3. Allotment payment support:      | Report offerings for costs for each division                   |

CTC is already a Sansan reseller and SI partner, providing Sansan integration services for existing infrastructure and information systems. With Sansan uFollow and BELLSYSTEM24's high-quality operations, CTC can provide total support for Sansan from initial setup to continued operations.

CTC and BELLSYSTEM24 will continue to promote cloud services such as Sansan among customers through operation support, contributing to greater efficiency improvements.

### Sansan uFollow Lineup

Service Category	Service	Billing method and conditions
1. Service usage support	Sansan usage information in weekly or monthly reports. This information can be used for increasing usage, making business cards a greater asset to corporations.	<ul style="list-style-type: none"> <li>— 100IDs 50,000 yen/month—</li> <li>— 500IDs 100,000 yen/month—</li> <li>— 1000IDs 150,000 yen/month—</li> <li>— 2000IDs 200,000 yen/month—</li> <li>— 3000IDs 250,000 yen/month—</li> <li>— 4000IDs 300,000 yen/month—</li> </ul>
2. Billing allotment support	We provide allotment reports for the divisions decided upon internally. This lowers the amount of work that needs to be done by the division in charge of the service.	<ul style="list-style-type: none"> <li>*An additional 50,000 yen/ month applies to every additional 1000 IDs</li> <li>*An initial fee is also applicable</li> </ul>
3. Manager Support	User management work can be outsourced. This lowers the amount of work for customers, allowing for more attention to be paid to using Sansan.	<ul style="list-style-type: none"> <li>10,000 yen for 10 tickets</li> <li>*Number of tickets determined by the type of work</li> </ul>

\*All names of corporations and products in this document are the trademark or registered trademark of their respective owner.

#### [Inquiries Relating to this Press Release]

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