

NEWS RELEASE:

NEW DAWN FOR COMPITA IN THE LAND OF THE RISING SUN **New venture build upon Japanese success story**

14th April 2003

Compita are delighted to announce the successful incorporation of **Compita Japan Company Limited**. The new company, based in Tokyo, is a joint venture between Compita's UK operation and the Japan-based agents who have been highly effective in representing Compita in the far east for the past fifteen months.

Commenting on the new joint venture, Rob Clark, Managing Director of Compita said, "This is an important development for Compita. By formalising the relationship with our agents in Japan - a relationship which has already proved to be highly productive - we have removed many of the barriers to effective operation in the Japanese market, and thus positioned the new company for significant growth in the world's number two economy."

The new company will employ local consultants, trained by UK staff, who will continue to operate in the far east alongside their Japanese colleagues for the foreseeable future.

Speaking from Tokyo, the new MD of Compita Japan Company Limited, Mr Mac Okajima added, "Success in the market to date has made Compita the fastest growing company in its field in Japan, and the 'Compita' brand has achieved a high profile. The formation of the new company will enable us to build upon this success by serving the market through local people, removing many of the language and cultural obstacles that can stall growth."

Compita's Process Professional portfolio of methods, training products and software tools, many of which have already been professionally translated into Japanese, all become available to the far east market through the new company.

"Having already worked with many of the largest Japanese corporations, including Nippon Telecom, Mitsubishi, Hitachi, Seiko Epson etc., and trained well over a hundred assessors and lead assessors in Compita's methods, Compita Japan Company Limited is well placed to develop the spread of software process improvement throughout Japanese industry." Commented Cyril Dyer, Compita's Consulting Practice Director.

NOTES FOR EDITORS

Compita Ltd is a leading provider of business process management products and services. It offers high quality products, training services and advice designed to give its clients sustainable business and competitive advantage through:

- the establishment, assessment and improvement of their business processes, skills and use of technology, and
- the identification and management of risks within their supply chain.

More information about Compita can be found at: www.compita.com

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