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## PRESS RELEASE

## Global Enterprise Reduces Operating Costs with the Vintara Application U.S. Tsubaki Achieves Enterprisewide Cost Reductions with Vintara

**OAKLAND, CA., December 15, 2002** – Vintara, the leading provider of Web-based process management solutions and services, today announced world-class enterprise, U.S. Tsubaki (TMCN.F: ADR) has leveraged Vintara's application and services to lower the cost for managing corporate quality.

U.S. Tsubaki came to Vintara with the challenge of building a Quality Management System (QMS) that is accessible from one central location, provides an ease of use to minimize training, has the flexibility to grow with the needs of the company and has the capability to manage the requirements of multiple standards.

The implementation of Vintara's Web-based application as the tool for managing quality provides U.S. Tsubaki real-time access and complete visibility to their QMS from one central location. By using the Vintara application the company has systematically and rationally moved towards consolidating the number of ISO 9000 registration certificates from six to one. This effort has resulted in a net savings of \$70,000 for registration costs alone.

According to Mark Lassen, Corporate Quality Manager for U.S. Tsubaki, "Implementing the Vintara application has created an immediate return on our investment; we now have better control of our quality function and have a clear plan for transitioning to ISO 9001:2000. The tremendous Vintara support has been instrumental in U.S. Tsubaki achieving our strategic goals."

The use of the Vintara application provides the company with a fully automated, Web-based Corrective Action tool that has eliminated a cumbersome paper process resulting in reduced response times in dealing with corrective actions. U.S. Tsubaki has reduced these response times from in excess of a month to as little as 24-hours ensuring a production problem is stopped and corrected on an almost real-time basis enabling the company to increase customer satisfaction while reducing costs significantly. The company estimates that the cost savings in corrective actions alone are significant, well in excess of \$100,000 over the next twelve months with the increase in customer satisfaction being immeasurable.

"U.S. Tsubaki has achieved total annual cost savings well in excess of \$170,000 through the implementation of our application," said Glenn Kohner, Chairman and CEO for Vintara. "These results clearly demonstrate what can be achieved with a technology platform that provides enterprisewide visibility and management for quality."

## About Vintara

Vintara is the leading provider of Web-based process management solutions and services. Founded in 1997, Vintara has a proven track record of helping the enterprise successfully prepare for and costeffectively maintain compliance with a range of domestic and internationally recognized standards. Our customers come from a variety of industries, with a diverse range of needs. In every case, Vintara has created solutions that meet and exceed their growing business needs.

Combining innovative technology with training and consulting services, our brands – ISO9, ISO14, ISO17 and OHS18 – deliver the solutions that help the enterprise manage their key business processes setting the path to continual improvement.

For more information on Vintara, please visit <u>www.vintara.com</u> or contact us at pr@vintara.com.