

# ***Company Profile***

*WORKMANSHIP Co.,Ltd.*

## *About us*

*Workmanship* founded in August 1988 with Control Data Japan help by Hideaki Endo who brings over 19 years of experience in the computer maintenance business to provide systems,disk drives,tape drives,parts,repairs and support services.

Originally, we belonged to the engineering services department of Control Data Corp. in Japan before span-out as our own company. As a part of Control Data Japan we were responsible for maintenance services within the company. Control Data Corp and Cray in the U.S. are well-known worldwide as a manufacture of super computers and hardwares.

Our maintenance Services is a one of main job and it based upon the use of every possible means of information to solve customer problems.

Our extensive inventory consists of quality products from all the major manufacturers of computers and storages in all interfaces for your workstations, desktops, servers and/or other computers including your RAID Subsystems and other high-end data storage systems and various legacy systems.

Since 1988 *WORKMANSHIP* has offered our customers maintenance services for all of their computer and data storage requirements as a 3<sup>rd</sup> Party Maintenance company. Our service include repair of failed computers, disk and tape drives, sales and seeking of hard to find computers ,medias, disk, tape and other drives.

We make ourselves available for all situations, wherever needed, including emergency calls and periodical inspections. As the demands for a variety of customer service increase, we are ready and willing to devote our energies to the expansion of our sphere of the activities.

We use only the most highly skilled engineers and the best parts available for our customer service.

As we place a high degree of emphasis on technique, knowledge and information, we provide on-going vocational training for our engineers and staff. As a result of a step by step approach to training we expect to be able maintain a wide variety of quality services now, and in the future.

“ Quality is conformance to customer requirements “ Our commitment is to provide the best possible service that meets or exceeds our customer’s requirements, through continuous improvement of our technical capacity, service flexibility, and open communication with customers.

As on aside, our sales deivision is seeking and selling numerous maintenance parts including Raid Subsystems, NAS, SAN, LTO and DLT Tape drives, Tape Libraries, Hard Disk Drives, Network Switches, Routers, Personal Computers, Serves, Workstations such as SUN, IBM/RS6000, HP, SGI, and tools imported directly from the U.S.

We also seeking legacy products and the parts for sale.

We are assembling and selling our own products as original with brand new.

The original products are PC Servers with redundant power supply and bootable Mirrored HDD,RAID Subsystems and external HDDs.

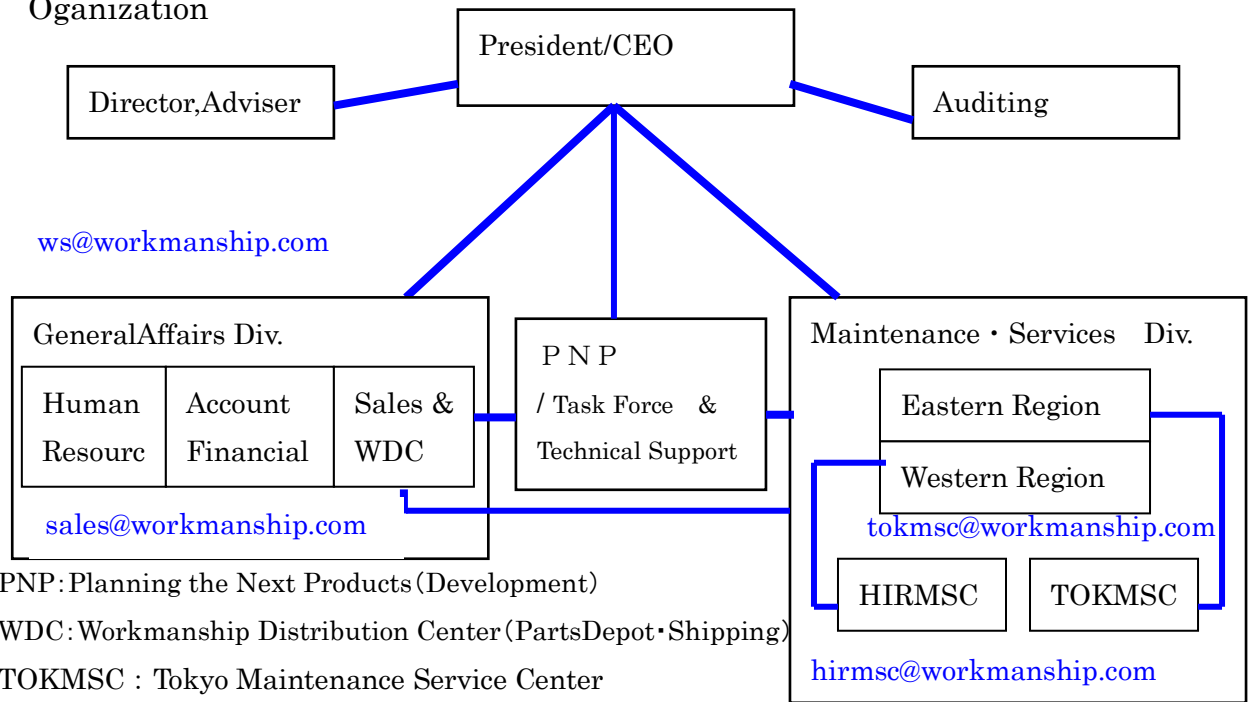
It is our goal to grow and improve our company and to provide the utmost benefit for our customers.

All of us at Workmanship are dedicated to this end.

# ■ Outline ■

COMPANY NAME	<i>WORKMANSHIP Co.,Ltd</i>
HEAD OFFICE	Shimizu Bldg.,3F,3-33 Asahien, Saeki-Ku, Hiroshima-City, Hiroshima-Pref.Japan 731-5133 P h o n e : 082-924-4044(from overseas: 81-82-924-4044) Facsimile : 082-924-4144(from overseas: 81-82-924-4144)
BRANCH OFFICE	1) Sales Div. /email: sales@workmanship.com same as Head office 2) Hiroshima Maintenance Service Center(HIRMSC)/email: hirmsc@workmanship.com Same as Head office 3) Tokyo Maintenance Service Center(TOKMSC)/email: tokmsc@workmanship.com Kyodo Bldg.3F,3-2-1, Iwamoto-Cho, Chiyoda-Ku, Tokyo 101-0032
ESTABLISHED	August 31, 1988
CAPITAL	¥40,000,000.- (\$ 333,333.33 USD/¥120)
STAFF	6 employees
DOIRECTORS	CEO : Hideaki Endo /
BANK	Momiji Bank Itsukaichi Ekimae branch Mizuho Hiroshima branch
SUBSIDIARY	
COOPERATIVE COMPANY	

Organization



PNP: Planning the Next Products (Development)

WDC: Workmanship Distribution Center (Parts Depot • Shipping)

TOKMSC : Tokyo Maintenance Service Center

HIRMSC : Hiroshima Maintenance Service Center



← Winter time in our area



Hiroshima style

Okomoniyaki lunch →



← A-Bomb memorial dome



← Miyajima shrine



# ■ Services ■

## 1) Sales .

### (1-1) Selling computer systems, parts & medias

Computer Systems and the Parts made in U.S.A. for repair

Sun, IBM/RS6000, SGI, HP, DEC and other Workstations

Seagate, CDC, Imprimis drives and parts

Maxtor and Quantum disk drives

HP, Hitachi, Fujitsu Disk drives

Other disk drives (SMD equivalent (ARRAID))

3.5", 5.25", 8", 9" and 14 inches disk

drives (ST506/412, ESDI, SMD, HP-IB I/F)

Enclosures with power supply and racks

RAID Subsystems, AudioVideo RAID (Huge and Ciprico)

Printers and parts (Sun, Canon, Printronix, Xerox, Calcomp)

Host Adapters

Terminals

Cables

Disc Packs

Power supplies

PCs and Servers

Tape units and parts / Tape Cleaner units

Autoloaders

Tape medias

Degaussers (Tape erasers and HDD erasers)

SAN and NAS devices

Network switches, Hubs and routers

Downed capacity SCSI HDDs (50MB, 100MB, 600MB, 1GB,

2GB, 4GB or others)

## 2) Maintenance Services

Unix Computer Systems

Seagate, CDC, Imprimis Disk drives

HP, Fujitsu disk drives

Printers (Sun, Canon, Printronix, Xerox)

Seagate disk drives

Maxtor and Quantum disk drives

Other disk drives (ST506/412, ESDI, SMD, HP-IB I/F)

3.5", 5.25", 8", 9" and 14 inches disks

Tape drives (HP, Cipher, STC, Kennedy, IBM,

Keystone, Exabyte, Sony, Archive)

Autoloaders (DAT, DLT, 8mm)

SAN and NAS devices

PCs and Servers (DELL, IBM, HP, DEC)

Terminals (DEC, IBM, Televideo, HP)

Re-size for all SCSI disk drives to small

Network switches, Hubs and routers

Narrow/Wide SE SCSI HDDs

1024/512/256 Sectors SCSI HDDs

### (2-1) Maintenance Services available

- OnSite Service Agreements for Computers, Workstations,

Raid Subsystems with Hard Disk Drives, Monitors, Tape drives,

Printers and other peripheral equipments.

- OnSite, Sendback, Percall and Remote Support on a hourly basis for above equipments.

- Software Consulting and Support by our relations.

If you have any questions concerning any of the products mentioned on our website, please do not hesitate to contact anyone on our staff at the following phone numbers or mails.

We will be delighted to answer any questions you may have.

Once you are set up as a client, we will have a technician standing by and waiting for your call. The Service program guarantees that you will talk to a technician within 60 minutes and onsite at your office normally same or next day from Monday thru Friday at 9AM to 5:30PM.

## **(1-2) Seek hard to find products**

We will seek and Provide for the Legacy/Traditional products

Please feel free to contact our sales division by phone,Fax or email.

## **(2-2) Support Legacy products ,parts ,medias ,EOL/EOSL-ed products**

Customer support – long term – is a key to maintaining customer satisfaction and retention.

*WORKMANSHIP* has a variety of support programs available, and can offer a level of support that is unprecedented. Since every solution we build is tracked through our process, we can restore any machine to factory original state or we can build it up to the latest revision.

We know how to make the product better – and have the expertise to get it done. We truly are a partner over the product's entire life cycle.

### **For more informations**

Since *WORKMANSHIP* has been in the computer business since its beginnings, we are experts at the design of systems. From component choices for longevity to avoiding system components because of compatibility issues, Repair and Maintenance Services is offered through out Japan and Asian countries by *WORKMANSHIP* Support. Onsite Repair Service is available through two Maintenance Service Centers through out domestic in Japan. We *WORKMANSHIP* keep your Sun Microsystems,HP,IBM ,SGI,DELL and other Computer Equipments with network and systems operational by technicians, parts and all the resources necessary standing by to respond quickly. Don't wait until there is a problem, be prepared now with a service agreement that includes all parts and labor. Looking for a technician when you have a problem is not the smartest thing to do when you are running a business and downtime is expensive.

For a fixed monthly fee, we repair problems that come up with any covered hardware.Please refer our Contractual Maintenance Services. Our program includes a fixed monthly amount that includes the cost of parts, labor and support. Certified exact replacement or upgraded parts are used in all systems.

When you need service, you call directly to *WORKMANSHIP's* Maintenance Service Center where your call is answered directly by a call coordinator. The service includes all labor, parts and travel.

We *WORKMANSHIP* offers full service and support for computer systems and products from SunMicroSystems, Digital Equipment(DEC), Hewlett-Packard, IBM, SGI, Data General, Compaq, DELL and more.

■ **Map** ■

■ Head Office : ws@workmanship.com

■ Sales : sales@workmanship.com

■ Hiroshima Maintenance Service Center(HIRMSC): hirmsc@workmanship.com

Shimizu Bldg.3F,3-33 Asahien,Saeki-Ku,Hiroshima-City,Hiroshima-Pref. ZIP code 731-5133

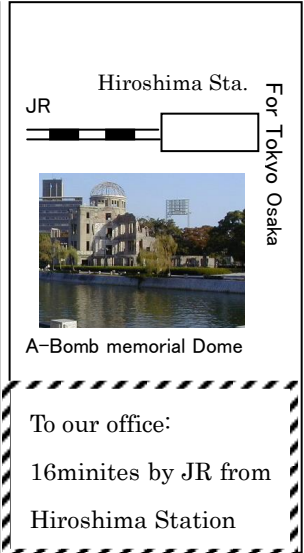
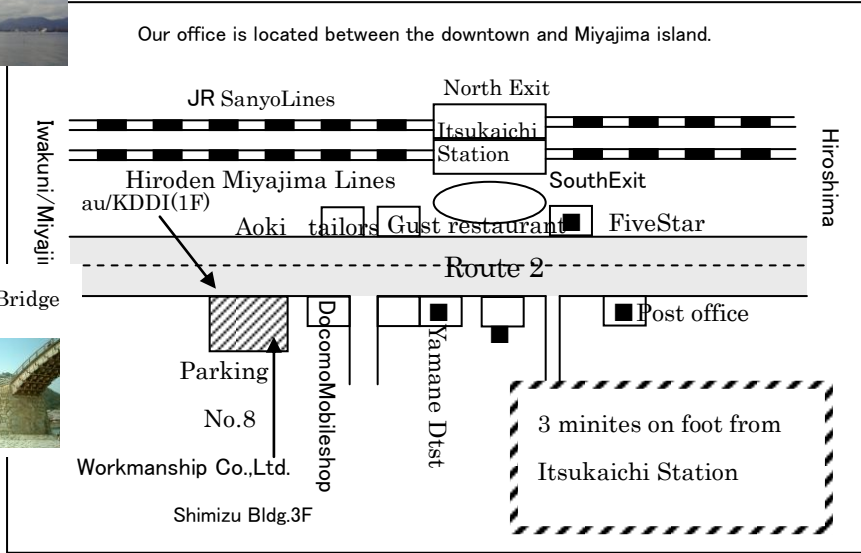
Phone: 8182-924-4044 FAX: 8182-924-4144



Iwakuni/Miyajiri



Kintai Bridge



■ Tokyo Maintenance Service Center(TOKMSC): [tokmsc@workmanship.com](mailto:tokmsc@workmanship.com)

Kyodo Bldg.3F,3-2-1 Iwamotocho,Chiyoda-Ku,Tokyo ZIP101-0032

Phone: 813-5687-5910 FAX: 813-5687-5965