

October 23, 2023  
SCSK Corporation

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## **SCSK Announces Strategic Collaboration Agreement with Amazon Web Services**

**~ Enhancing our service offering with 3 key initiatives ~**

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SCSK Corporation (Head Office: Koto-ku, Tokyo; Representative Director, President: Takaaki Touma; hereinafter SCSK) has entered into a three-year, strategic collaboration agreement with Amazon Web Services<sup>1</sup> (AWS) to support customers' cloud journey by promoting the three key initiatives outlined in this agreement.

As part of the agreement, SCSK will commit to three key initiatives - (1) enhancing support for customers' lift and shift to AWS; (2) promoting integration of SCSK's software products with AWS; and (3) Further strengthening AWS certified engineer development by upskilling SCSK's workforce on AWS Cloud by 50%.

### **1. Background**

Global spending on cloud services is growing steadily as more and more customers seek to drive digital transformation (DX), reduce costs and improve operational efficiency by leveraging the latest cloud technologies. (A yearly growth rate of approximately 20%<sup>2</sup>)

SCSK, an AWS Premier Tier Service Partner, has been working closely with AWS to support over 800 Japanese companies and organizations in driving innovation and achieving their business goals with AWS since AWS launched AWS Asia Pacific (Tokyo) Region in 2011. To further accelerate digital transformation for its customers, SCSK entered into the strategic collaboration agreement with AWS.

### **2. Overview**

Through this strategic collaboration agreement, SCSK will leverage breadth and depth of AWS services and enhance its service framework to help customers grow their business and create new business opportunities.

### **Key Initiative 1: Enhancing supports for customers' cloud lift and shift to AWS Cloud**

SCSK provides various services to its customers, such as on-site support, remote support, software development, and system operation. Our Engineers, based on a deep understanding of each customers' system environments and business operation, can help

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<sup>1</sup> Amazon Web Services: Headquarters; Seattle Washington USA CEO; Adam N. Selipsky.

This collaboration is established with Amazon Web Services Japan G.K. (headquartered in Shinagawa-ku, Tokyo; Tadao Nagasaki, President).

<sup>2</sup> Gartner®, Forecast: Public Cloud Services, Worldwide, 2021-2027, 3Q23 Update, Colleen Graham et al., 28 September 2023, A yearly growth rate of the Cloud Services=Total Public Cloud Services, Worldwide, End-User Spending growth from 2022 to 2024.

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them navigate through their cloud journey. SCSK will support customers' migration, operation, data utilization, and cloud-native solutions development on AWS.

### **Key Initiative 2: Promoting integration of our software products with AWS**

SCSK is a leading provider of software solutions that leverage the power of AWS. Our flagship ERP product, ProActive C4, and our low-code/no-code tool, CELF, are designed to help our customers optimize their business processes and data analytics. The company will develop innovative services that integrate our software products with AWS and will focus on developing services that promote data-driven management for customers by combining SCSK's business software products with AWS data, analytics and machine learning services.

### **Key Initiative 3: Further strengthening AWS certified engineer development**

SCSK has reached a milestone of certifying over 2,000 employees on AWS Cloud as of March,2023. This achievement reflects SCSK's commitment to providing high-quality technical support services to its customers in various industries. SCSK will collaborate with AWS to further enhance its cloud capabilities with a goal of reaching 3,000 AWS-certified engineers by 2026.

For more information on AWS services provided by SCSK, please refer below.

URL:<https://www.scsk.jp/sp/usize/service/aws.html> (Japanese Only)

### **Comment by Muneyuki Watanabe, Director, Strategic Alliance and Channel, Amazon Web Services Japan G.K.**

AWS is pleased to sign a strategic collaboration agreement with SCSK Corporation. SCSK has a long history of supporting Japanese customers to grow their businesses on AWS by combining its application development and IT infrastructure operation support with its wealth of knowledge and experience across industries. We look forward to working closely with SCSK on the new collaboration agreement, and support their efforts to promote customers' modernization of their application and innovation with AWS.

### **Comment by Ken Takano, Managing Executive Officer, SCSK Corporation**

Since 2011, SCSK has supported Japanese enterprise customers' use of cloud computing by helping them leverage breadth and depth of AWS services regardless of their industries. We believe even more customers can scale their business on AWS by working with our engineers who have in-depth understanding of their businesses and digital transformation efforts on AWS, while also using SCSK's software products. SCSK will continue to offer its services based on our customers' needs through this strategic collaboration agreement with AWS.

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