

Greetings

Founded in 1975, our company has kept introducing to the Japanese customers the most advanced computer network related products available from the United States, which are being utilized in a wide variety of environments here today. We have foreseen the advent of the fiber optics technology based communications, and deployed our businesses centered on “enabling cost-effective usage of fiber optics cables any time, anywhere”, simplifying construction of the IT network infrastructure with fiber optics cables. We provide our customers with fiber optics based network connectivity products, multi-media transmission systems that can help extend networking distances, and also realize construction of broadband network infrastructure. These products have been given high marks in our market for their high performance, and our meticulous tech support. Our good sales records endorse all this. After building the network infrastructure, it behooves customers to take security measures in utilizing such network infrastructure. Thus, we have been addressing network security issues in order to have our customers make use of network systems more securely and yet in high throughput. For this purpose, we have been offering highly value-added solutions by carrying in our product line UTM security appliances that protect information systems against threats such as viruses, spy-ware, etc. over the Internet, and security proxy appliances that can provide network acceleration and security measures against improper web-accesses. In addition to these products, we also handle software products which cover data backup, risk management, security measures to ensure efficiency of management, high availability, and safety of the information assets such as databases, applications being used through daily operations. We are grappling with an issue of how we can protect the corporate data from disasters , system failures, etc..

As aforesaid, we are offering these products to our customers with our top-notch tech support. Furthermore, eyeing the globalization of communications with ubiquitous computing, NGN technologies, we will keep our eyes and ears open in exploring new products and technologies to meet our market needs.

We look forward to your continued patronage and support in the months and years ahead.

Mitsuhiro Yamazaki
President & CEO
PSI Inc.

COMPANY PROFILE

- Headquarters: Shinjuku Kensei Bldg. 4F, 5-5-3 Shinjuku, Shinjuku-Ku, Tokyo ,160-0022 ,Japan

- Osaka Branch: Daisan Nakajima Bldg.8F, 5-11-10 Nishi-Nakajima, Yodogawa-Ku, Osaka City, Osaka-Fu, 532-0011

- Inauguration Date: March 3, 1975 under the name of Phoenix International Inc.
Established as PSI Inc.: January 10, 1994

- Paid-up Capital: Yen 50 million

- Board of Directors: Koji Ohara – Chairman
Mitsuhiro Yamazaki – CEO
Kosuke Kisara – Director
Takashi Yoshida – Director
Takehisa Nakayama – Director
Naoko Arimori – Director
Jiro Yoshikawa – Auditor

- No. of Employees: 25 (as of October 1, 2010)

- Bank References: Sumitomo Mitsui Banking Corporation
Higashi-Nippon Bank Ltd.

- Affiliated Company: Astro-Hidaka Corporation
The company hadles Navigation and Guidance Equipment of Kearfott Corporation and component for aircrafts of Astronautics Corporation of America.

- Web-site: <http://www.psi.co.jp/>

COMPANY HISTORY

- 1975 The company inaugurated its operation under the name of Phoenix International Inc. and started to export consumer electronics products to U.S. and Europe.
- 1985 Shifted its focus from export to import, and started to import high-tech gear such as tape backup sub-systems, storage sub-systems from the U.S. for domestic distribution.
- 1994 The sales department of Phoenix International went independent and the new company called Phoenix Sales Inc. was formed in January. Since then, the company has been focusing on domestic sales of the products below stated.
- 1995 Signed the distribution agreement with Transition Networks in Minnesota, USA on their fiber optics based networking connectivity products.
- Acquired the distribution rights of networking connectivity products made by Network ,Inc. in Texas, USA.
- 1996 Signed the distribution agreement with Xante Corporation in Alabama, USA on their super-high resolution laser printers. These printers have been sold in the DTP/pre-press industry here.
- 1997 Became a distributor of the backup software of Seagate Software (now Veritas Software Corporation) in California, USA.
- 1998 Entered into a distribution agreement with the Japanese unit of Computer Associates International, Inc. in New York on their backup/security management software.
- Signed the distribution agreement with Network Peripherals in California USA on their networking connectivity products.
- Acquired the distributorship of the fiber optics based multimedia transmission systems made by Physical Optics Corporation (now Broadata Communications, Inc.) in California, USA.
- 2000 Became a sales representative in Japan for Taiwanese New Elite Technologies(NETI), Inc. on their fiber optics based CATV related products and components.
- Changed the corporate ID from Phoenix Sales Inc. to PSI Inc. and increased the capital from Yen25 million to Yen50 million.
- 2001 Acquired the sales rights of multi-media digital network gear of Enerdyne Technologies Inc. in California, USA.
- Opened the Osaka Branch Office.
- 2002 Started to sell the networking connectivity products made by MiLAN Technology in California, USA.
- Acquired the stock of Astro-Hidaka Corporation held by Phoenix International Inc. and took over the business of instruments and electronic parts for aircraft applications from Phoenix International.
- 2003 Acquired distributorship of ThinkFree Office suite products made by ThinkFree Corporation in California, USA.
- Signed the distributor agreement with Fortinet, Inc. in California, U.S.A. and started to sell Fortinet's network security products.
- Signed the distributor of Strix Systems, Inc. in California, U.S.A. and started to sell their unique wireless related products.
- 2004 Started to sell Fiber optic connector cleaning system made by Westover Scientific, Washington, U.S.A.
- 2005 Signed the distribution agreement with Blue Coat Systems in California, USA on their network security appliances.
- 2006 Signed the distribution agreement with Digital Lightwave, Inc. in Florida, USA on their digital communication test equipment, such as Network Information Computer (NIC) and Optical Wavelength Manager (OWM).
- 2009 Signed the distribution agreement with JDSU in California, USA on their Communication Test & Measurement equipment, such as Fiber Inspection and Test products.

THE PRODUCTS AND ACTIVITIES

- Computer network related products
- Network storage management and security related software
- Wireless related products
- Fiber optics based multi-media data transmission systems
- System integration and LAN installation works
- Maintenance works for computer network systems and hardware
- Pre-press and unique color print products
- Gyro and components for aircraft applications

Vendors and Product details:

- Transition Networks (Minneapolis, MN, USA)
 - Optical Fiber/UTP media converters
 - Mode converters
 - Network switches with optical fiber port(s) (multi/single modes)
- Broaddata Communications, Inc. (Torrance, CA, USA)
 - Fiber optics video/audio/data transmission systems
 - Fiber optics network data transmission systems
 - High quality fiber optics video/audio transmission systems
- CA Inc. (Islandia, NY, USA)
 - Backup Software ARCserve r15 series
 - Replication Software ARCserve Replication series
- Symantec Corporation (Cupertino, CA, USA)
 - Backup software (BackupExec and Net Backup series)
- Fortinet, Inc. (Sunnyvale, CA, USA)
 - UTM network security gateway products
- JDSU(California, USA)
 - Fiber optics connector Inspection Systems
 - Fiber optics connector cleaning systems
- XANTE Corporation (Mobile, AL, USA)
 - True 2400x2400dpi ultra-high resolution LBP based Computer to Plate product (PlateMaker 4J)
 - Desktop film making system (FilmStar 4)
- Astronautics Corporation of America (Milwaukee, WI, USA)
 - Components for aircraft applications
- Kearfott Corporation (Little Falls, NJ, USA)
 - Navigation and Guidance Equipment

MAIN CUSTOMERS

Aim denshi	ASAHI BREWERIES	The Asahi Shinbun
AXIO Corporation	Canon IT Solutions	Canon Marketing Japan
The Chugoku Electric Power	Chugoku Electrical Instruments	CITY-CABLE SYUNAN
CTC Technology	CTCSP Corporation	DAIKO TSUSAN
DAIMEI	DAIWABO INFORMATION SYSTEM	DENTSU KOGYO
Electric Power Development	Fuji film	Fujitsu
Fujitsu FSAS	Fujitsu Network Solutions	Fuji Heavy Industries
Fuji Xerox	THE FURUKAWA ELECTRIC	Fukunishi Electrical
Gunma University	Hitachi Electronics Services	Hirano Tsushin Kizai
Hokkaido Electric Power	Hokuden Information Technology	Honda Motor
ITFOR	ITOCHU Cable Systems	ITOCHU Techno-Solutions Corporation
JAL Information Technology	JRA	Jupiter Telecommunications
Kandenko	Kao	The Kansai Electronic Power
KDDI	Keio Corporation	Keio University
Kinden	Kintetsu	Koshow
Kurashiki CATV	Kyocera Communication Systems	KYOSAITECHNOS
KYOWA EXEO CORPORATION	LCV	Matsusaka CATV Station
Marubeni Infotec	Ministry of Defense	Minaminihon Microcomputer
Minaminihon Network	Min. of Land, Infrastructure, Transport and Tourism	
Mitsubishi Cable Industries Sales	MITSUI KNOWLEDGE INDUSTRY	MOTOYA
MUSASHI	NEC	Net One Systems
NEC Networks & System Integration Corporation		Networld Corporation
NHK	NHK ITEC	NISSAN Motor
Nippon COMSYS	Nippon Steel	NTT Advanced Technology
NISSHO ELECTRONICS CORPORATION		NTT Communications
NTT Comware	NTT Data	NTT DATA Getronics Corporation
NTT DOCOMO	NTT EAST	NTT PC Communications
NTT WEST	Ogaki CATV	Oriental Land
OMRON Corporation	Panasonic SS Engineering	Ricoh Sales
RICOH TECHNOSYSTEMS	Ryoden Trading	Ryoyo Electro Corporation
SOFTBANK BB	Softbank Telecom	Soliton Systems
SUMIDEN I-NET	Sumitomo Densetsu	SunTelephone
SWCC SHOWA HOLDINGS	Systema Corporation	TAKABUN COMMUNICATIONS
TAKiNET	Tohoku Electric Power	TOHOKU UNIVERSITY
Tokyo Electric Power Company	Too	TOSHIBA CORPORATION
TOYOTA Motor	The University of Tokyo	Victor Company of Japan