



Ryosuke Mori
Executive Vice President, Japanese Business Development,
Fujitsu America

Rio Mori serves as executive vice president of Japanese Business Development for Fujitsu America. In his role, Mr. Mori manages the important relationships between Fujitsu America and Fujitsu headquarters' top management and various business organizations (primarily the products business), as well as the Japan Originated Companies (JOC) business. In this leadership position, Mr. Mori supports Fujitsu America organizations in all interfaces with Fujitsu in Japan to ensure strategic and operational alignment and to promote the growth of JOC business. His proven success in the products business, coupled with his expert knowledge of Japanese and international business make him the ideal executive to strengthen and maintain our relationships with Japan.

Prior to his new role, Mr. Mori served as executive vice president of the platform products group for Fujitsu America. In that position he was responsible for promoting the Fujitsu PC, server, storage, and software products in the solution-led business model in North America. By leveraging the combined expertise of Fujitsu America in business solutions and IT infrastructure services, Mr. Mori had the task of increasing the footprints of the Fujitsu intellectual property in North America through the company's direct sales force, distributors, resellers, SI's, and other partners.

Before assuming his position at Fujitsu America, Mr. Mori was executive vice president of solutions and alliances for Fujitsu Computer Systems. In that role, he was responsible for building and implementing the Fujitsu growth strategy in the North American market, including the spearheading of software and business solutions based on TRIOLE (the Fujitsu global platform solution framework). His additional responsibilities included creating effective business alliances and managing mergers and acquisitions.

Since joining Fujitsu in 1983, he has held a variety of international management positions, including business development and planning, global product marketing, global account sales, strategic alliances, and international supply-chain operations.

Mr. Mori received his Bachelor of Arts degree in economics from Kyushu University (Japan). He was also awarded with a Master of Business Administration from the Wharton School at the University of Pennsylvania.