



IIJ Global

*For Immediate Release*

## **IIJ Global Launches Quick Start Pack for COLLABO de! World**

*-- New video-conferencing system to include video conferencing equipment and gateway functionality starting at JPY 25,000 per month, the lowest price in the industry --*

TOKYO—June 3, 2014—Internet Initiative Japan Inc. (IIJ, NASDAQ: IJJI, TSE1: 3774), one of Japan's leading Internet access and comprehensive network solutions providers, and its 100% owned subsidiary IIJ Global Solutions Inc. (IIJ Global)—provider of WAN services for corporate clients—today announced the launch of Quick Start Pack, an option on high-quality video conferencing system COLLABO de! World that includes both video conferencing equipment and gateway service starting as low as JPY 25,000 per unit per month, an industry-low price, according to an IIJ survey of competing products.

COLLABO de! World is a cloud-based managed video-conferencing system offered over IIJ's cloud service, IIJ GIO Service. Quick Start Pack includes the video conferencing equipment and gateway functionality necessary for high quality, secure video conferencing at around the same price as Web conferencing solutions. Video conferencing system is managed over the cloud infrastructure. Clients only have to connect the equipment to the Internet, and it is automatically configured and ready to use. The service utilizes market-leading Cisco products that automatically adjust sound and picture quality to deliver clear audio and video even when lines are unstable.

### **Package components and fees**

	Type 10	Type 20
Video conferencing equipment (rental)	Cisco TelePresence SX10 Quick Set	Cisco TelePresence SX20 Quick Set (2.5x zoom)
Internet gateway		✓
Address book management		✓
Video conferencing equipment maintenance	Device sent back for service	
Failure support		✓
User support		✓
Multipoint connection function (MCU)	NA	Internal multipoint function, four sites (including main site)
Dual display	NA	✓
Initial fee	JPY 40,000	
Monthly fee per	JPY 25,000	JPY 44,800

\* Displays and Internet connections are the responsibility of the customer. They can also be provided as an optional service.

\*\* Prices shown do not include tax.

-- Uses cases --

a. Between main site and 1 sub site:

Monthly fee	Main site	JPY 25,000
	Sub site	JPY 25,000

b. Between main site and two sub sites:

Monthly fee	Main site	JPY 44,800
	Sub sites	JPY 25,000 x 2 sub sites = JPY 50,000

With the launch of the Quick Start Pack, IIJ Global is offering a special promotion and free trial.

### **Special promotion:**

The initial fee will be waived for those customers who apply for the service by the end of September 2014.

### **Free trial:**

Customers can try out two Quick Start Pack (Type 10) sets for two weeks, free of charge.

The IIJ Group will continue to expand its *COLLABO de!* World services to support its customers' global business growth.

### **About *COLLABO de!* World**

*COLLABO de!* World is a cloud-based managed video conferencing service that provides video conferencing systems over IIJ's cloud service, IIJ GIO Service. It can be used in over 50 countries around the world. Because *COLLABO de!* World is a fully managed, one-stop service that provides everything from video conferencing system design to procurement, installation, operation, and help desk services, customers are not required to make any investment in equipment.

### **About IIJ Global**

IIJ Global Solutions Inc. (IIJ Global) was established in September 2010 as an IIJ Group company by acquisition of AT&T Japan's local Network Outsourcing service business. IIJ Global provides WAN Connectivity Services and Total Network Outsourcing Services from designing to building and managing corporate networks for enterprises. Not only limited to domestic but also offers Global network services. For more information about IIJ Global, visit the IIJ Global Website at <http://www.iijglobal.co.jp/en/>.

### **About IIJ**

Founded in 1992, Internet Initiative Japan Inc. (IIJ, NASDAQ: IIIJ, Tokyo Stock Exchange TSE1: 3774) is one of Japan's leading Internet-access and comprehensive network solutions providers. IIJ and its group companies provide total network solutions that mainly cater to high-end corporate customers. IIJ's services include high-quality systems integration, cloud computing/data center services, security services, and Internet access. Moreover, IIJ has built one of the largest Internet backbone networks in Japan that is connected the United States, the United Kingdom and Asia. IIJ was listed on NASDAQ in 1999 and on the First Section of the Tokyo Stock Exchange in 2006.

For more information about IIJ, visit the IIJ Web site at <http://www.iij.ad.jp/en/>.

*The statements within this release contain forward-looking statements about our future plans that involve risk and uncertainty. These statements may differ materially from actual future events or results. Readers are referred to the documents furnished by Internet Initiative Japan Inc. with the SEC, specifically the most recent reports on Forms 20-F and 6-K, which identify important risk factors that could cause actual results to differ from those contained in the forward-looking statements.*

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