

Activities of Application sub-committee in the Japan OSS Promotion Forum

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- Current Software Market Conditions
- The Image of Japanese IT Industry
- Expectation of IT Engineers
- Foundation of Application Sub Committee
- Changing PJC (Project Collaboration) to OSS Version
- The OSS Application Company
- Desktop Application Task Force
- Usability of Ruby on Rail (RoR)
- Plans and Activities for Next Two Years

Current Software Market Conditions

■ Global software market (Top 10 vendors)

-Western companies
in the lead

-No Asian company
included

Worldwide Top 10 Packaged Software Vendors in Revenue, 2007

| Ranking | Vendor |
|---------|-----------|
| 1 | Microsoft |
| 2 | IBM |
| 3 | Oracle |
| 4 | SAP |
| 5 | Symantec |
| 6 | HP |
| 7 | EMC |
| 8 | CA |
| 9 | Siemens |
| 10 | Adobe |

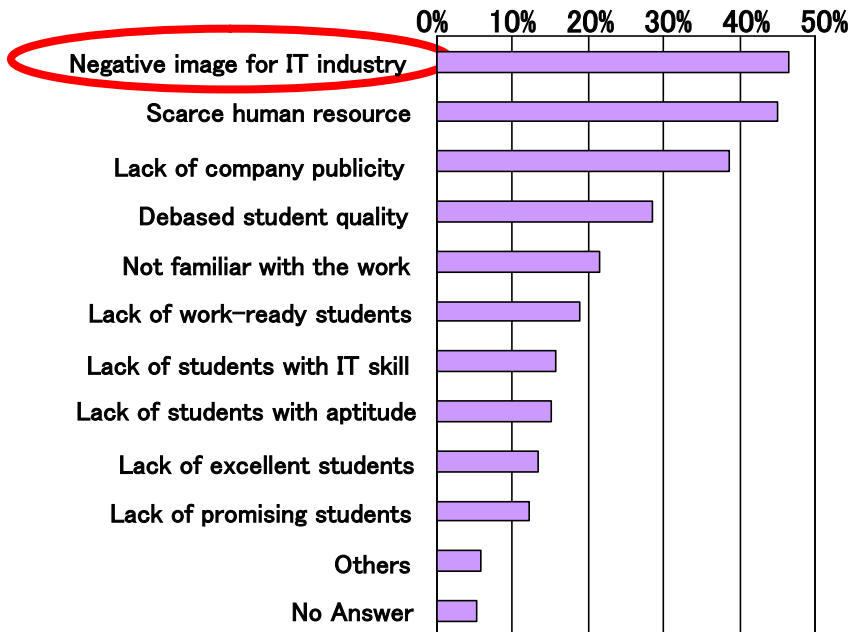
Source: Worldwide Packaged Software Revenue by Top 100 Vendors, 2005–2007 (\$M)
Worldwide Software 2008—2012 Forecast Summary [#213259]

■ The software market is dominated by top few companies.

The new business model is required for Asian companies
to take the initiative in the global software market.

The Image of Japanese IT Industry

■ IT industry has been less attractive in Japan:



【7 K-words for Japanese IT industry】

| <Japanese> | <English> |
|----------------------|----------------------|
| <Kitsui> | ▪ Hard |
| <Kaerenai> | ▪ Can't leave office |
| <Kyuryou-ga-yasui> | ▪ Low salary |
| <Kisoku-ga-kibishii> | ▪ Strict rules |
| <Kyuka-ga-torenai> | ▪ No holiday |
| <Keshou-ga-noranai> | ▪ Unhealthy |
| <Kekon-dekinai> | ▪ No marriage |

Refer to “独立行政法人 情報処理推進機構(IPA)
 IT人材育成本部 ITスキル標準センター
 IT人材市場動向予備調査【調査結果報告】
 ～新卒採用の状況(全体)～” P33
 URL:<http://www.ipa.go.jp/jinzai/itss/activity/activity2.html#20080129>

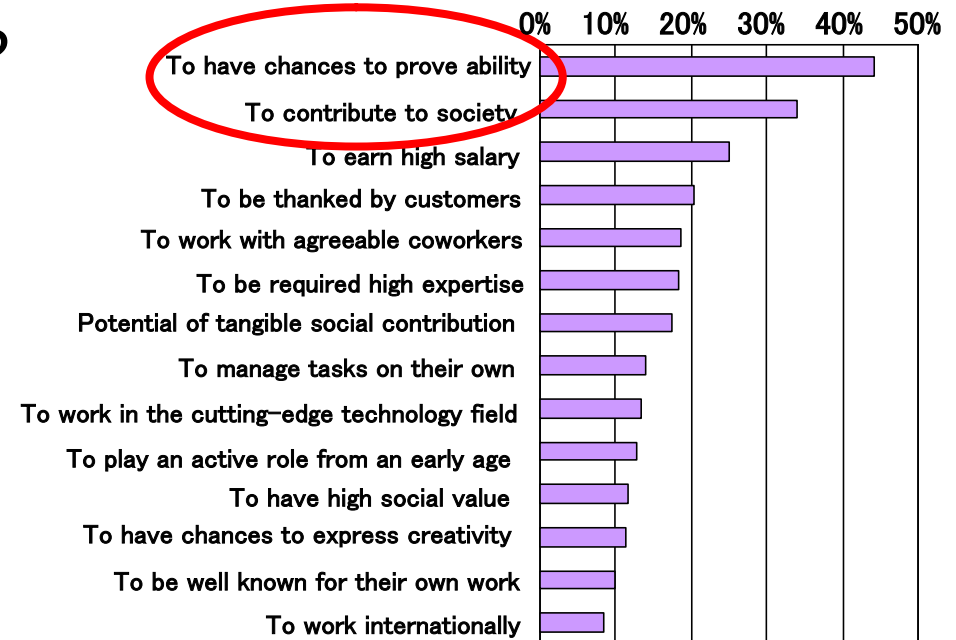
Promoting the image of IT industry work is necessary.

Expectation of IT Engineers

■ What do IT engineers want ?

- To prove their abilities
- To contribute to society

OSS



Refer to “独立行政法人 情報処理推進機構(IPA)IT人材育成本部 ITスキル標準センター IT人材市場動向予備調査【調査結果報告】(後編) ~仕事におけるやりがい(全体)~” P22

URL:<http://www.ipa.go.jp/jinzai/itss/activity/activity2.html#20080129>

■ What can be possible with Open Source development?

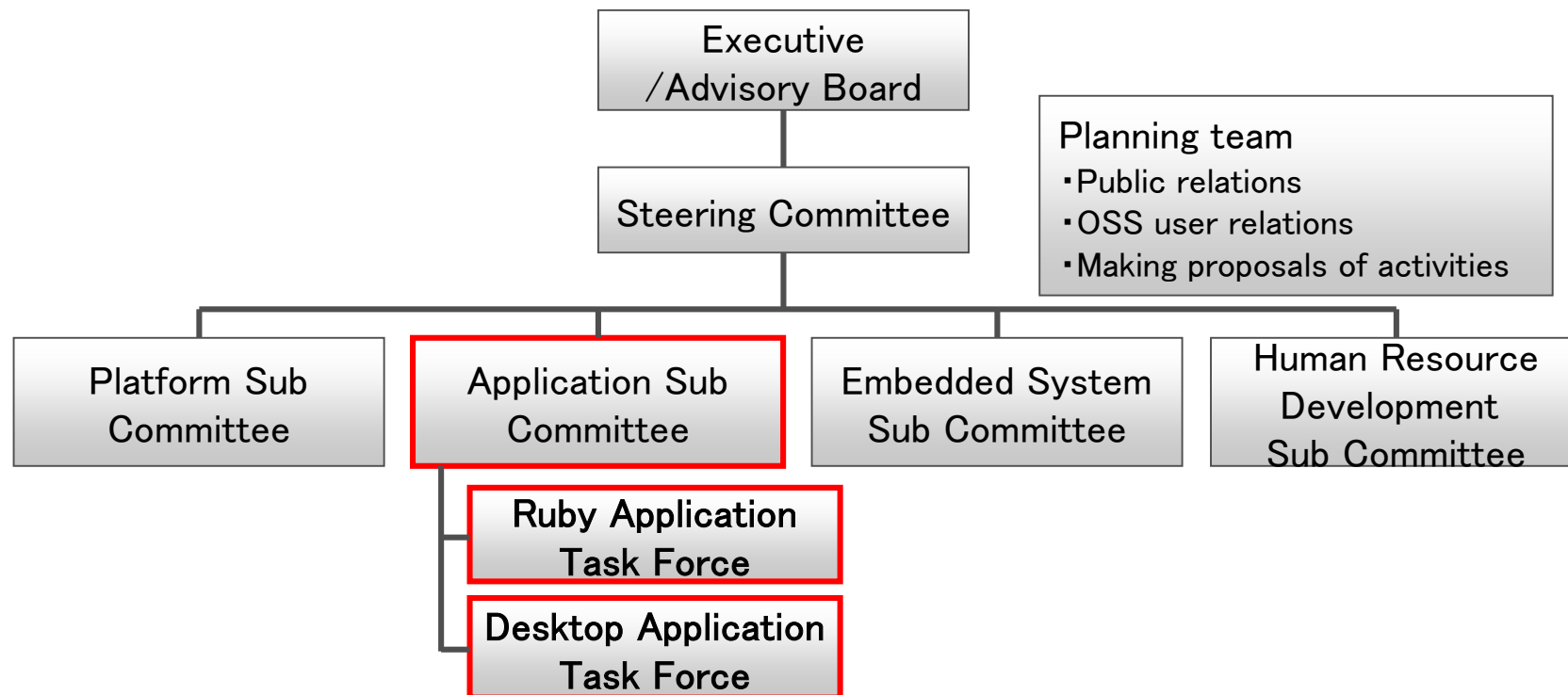
- To get the chance to work globally with your own ability
- To develop OSS as common property which contributes to development of society

Foundation of Application Sub Committee

- “Ruby on Rails” – Globally famous Japanese open source

Applications based on Ruby on Rails are developed by volunteers and applied to various fields such as SaaS

- Foundation of “Ruby Application Task Force”



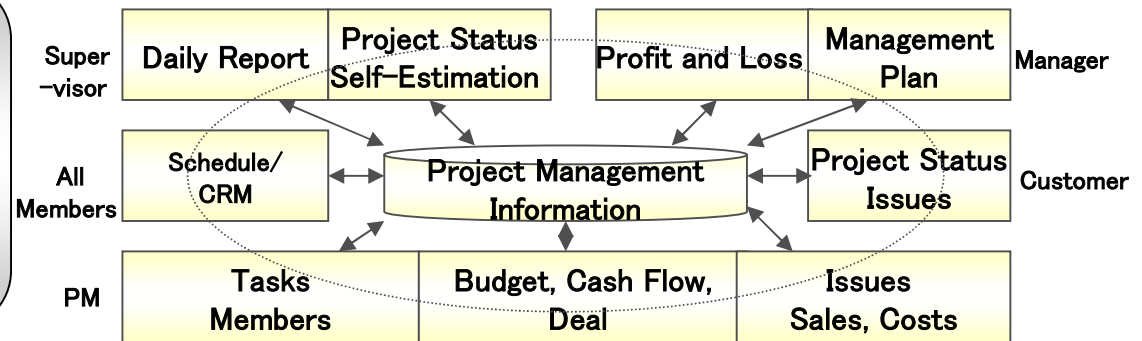
Changing PJC (Project Collaboration) to OSS Version



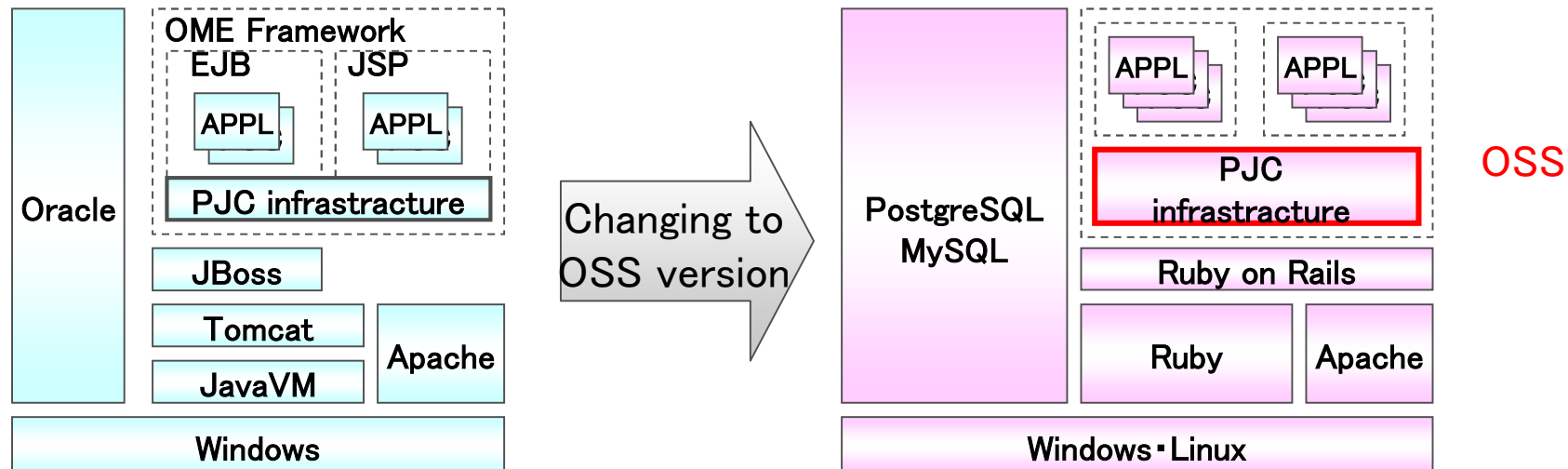
- PJC is proprietary software that will integrate all information
- We accumulate the participants' knowledge through changing PJC to OSS version



- ◇ Support conveyance and succession of information and knowledge among Asian nations
- ◇ Promote productivity by integrating project management, management accounting, intelligence sharing
- ◇ Manage projects effectively



- PJC-OSS project based on Ruby on Rails



The OSS Application Company



- Name : Earth Inter Systems Co., Ltd.
- Foundation: Sept 17, 1996
- Number of Employees: 69 (as of Aug 1, 2008)
- Location : Osaka (HQ), Tokyo, Dai Lian, Tian Jin
(Chinese local corporation)
- Business:
 - Software Development
 - Distribution of Self-Developed Package
 - IT Consulting
 - Employees' Diversity (Jpn:Kor:Chn=5:3:1, Rate of IT Engineers in Japan)
 - Internship
 - Development of Human Resources by Education Using PJC –
 - <http://www.earthinter.co.jp/>

- Purpose
 - To spread applications which will operate OSS such as OpenOffice.org and ORCA (Online Receipt Computer Advantage)
 - To investigate the medical field's IT environment infrastructure by OSS
- Activities
 - Promotion of education
 - Survey on the condition of vendors which provide service and support
- Output (plan)
 - Plan for continuous activities with a community
 - Showing the OSS business case
- Current Activities
 - Participating OpenOffice.org Conference2008 (Beijing) Nov 5-7
 - Considering collaboration among Japan, Korea, and China

■ Development Function

- : Even beginners can easily develop web application
- : Automatically-generated scripts make it easier to use RoR
- × : It is necessary to know RoR very well to develop multiple applications
- × : Development against RoR restrictions forbids developers to use the development functions

■ Debugging Function

- : IDE (Integrated Development Environment) has been rapidly improving its functions
- : Error can be found in RoR Server log
- × : Difficult for beginners

■ SaaS

- : Many plugins are included for recognition such as "single sign on"
- × : Standard packages which implements the access control functions on "single sign on" are not included

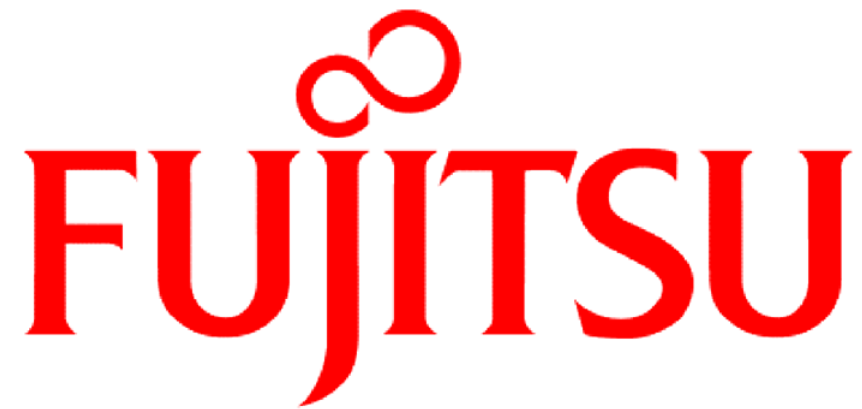
■ Plans in Fiscal Year 2008

Develop the application proto type with RoR

- To Do
 - Study on existing OSS applications
 - Evaluation of existing OSS applications
 - Development of OSS application prototype based on RoR
- Output (plan)
 - The OSS application proto type based on RoR

■ Plans in Fiscal Year 2009:

Propose the business model with SaaS



FUJITSU

THE POSSIBILITIES ARE INFINITE