

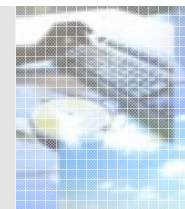
Promotion of OSS Business

Dec. 3rd, 2004

Fujitsu Limited

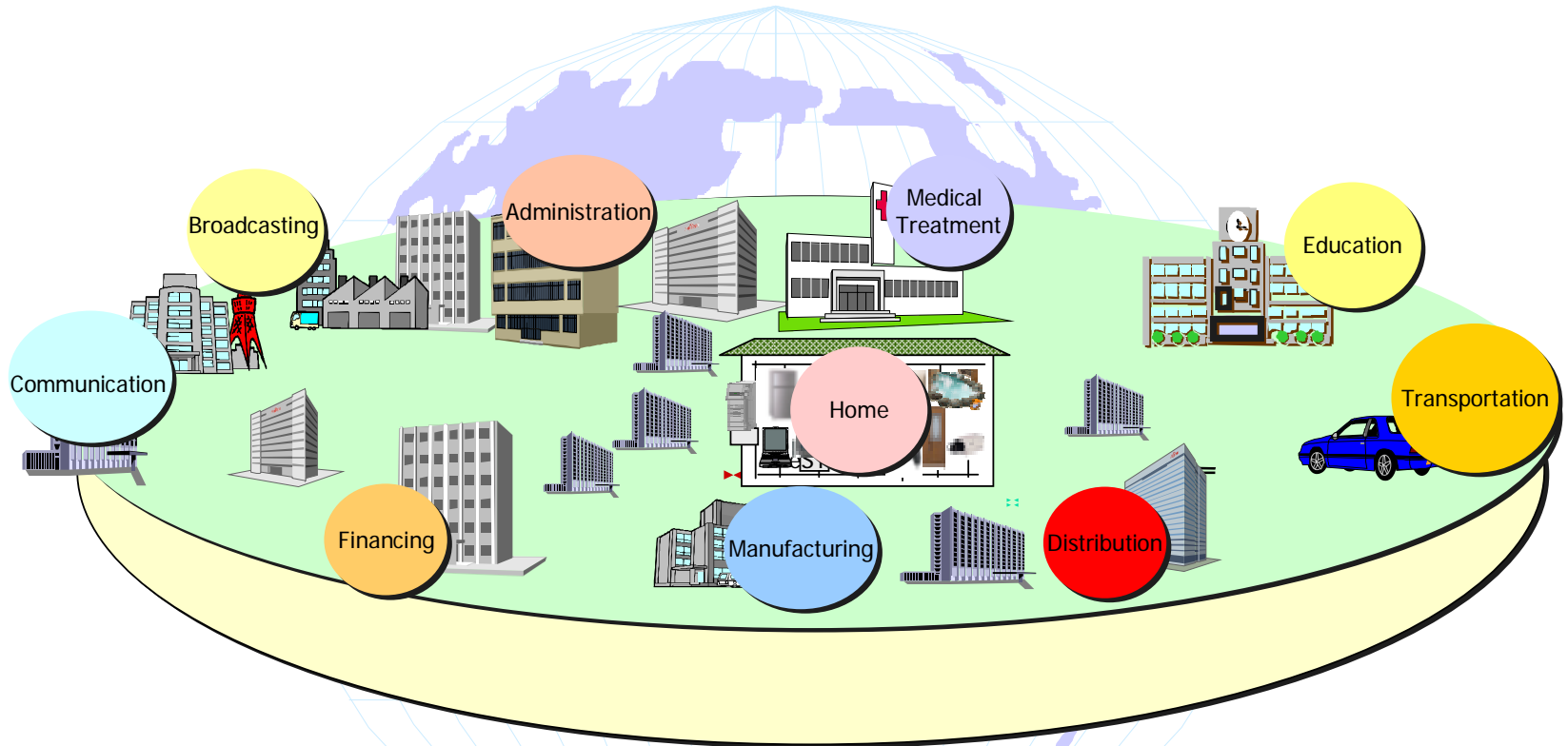
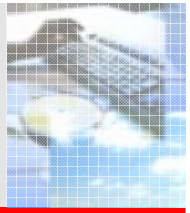
Yasushi Ishida

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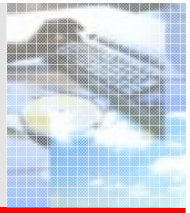


- 1. Advent of the New IT Society**
- 2. Toward Wide Utilization of OSS**
- 3. Efforts at OSS Business Expansion**

1. Advent of the New IT Society



- **Users Can Utilize IT without Any Stress**
- **All Users Can Enjoy High Quality Service at Anytime**



Creation of New Society System

Features of OSS

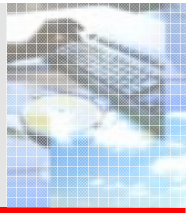
- Utilized at Anytime
- Opened Source Code
- Community in which Wisdom of Engineers is Accumulated

*Features of OSS
Promotes Creation of
the New Society*

Conditions for Creation of the New Society

Voluntary Efforts of
Active Participants
are Essential

- Creative Idea
- Trial & Error
- Discussion among Members



Demands from Society System on IT

- Support for Continuous Social Activities
- Contribution to Improvements of Quality of Life

Providing the Best-effort

Varied Service Levels Required of IT Systems

Continuous Assurance of a Certain Level of Function & Quality

High Hurdle for the Present OSS

2. Toward Wide Utilization of OSS



User

- Proper Understanding of OSS
- Training of Engineers
- Raising Awareness about Risk

Each player recognizes
their roles and shares
their values.

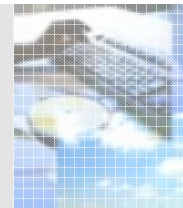
Community

- Accumulation of Common Skills
- Contribution to Compatibility & Interoperability

Vendor

- Quality Assurance of OSS Products
- Assuring Interoperability
- Integration Skills

3. Efforts at OSS Business Expansion



Fujitsu's Efforts

Development of High Quality Products Applied to OSS Environment

- IA Servers for Mission Critical Systems
- “Interstage” (Middleware)

Contribution to OSS Standardization Activities

- Providing Software that Implements Web Services Reliability Standard
- Opening Eclipse COBOL for Wider Adoption



Efforts of Business Promotion WG

Objective

Development of Essential Infrastructure for OSS Business

Background

Accurate & effective information network among OSS-related parties (users, vendors, system integrators, & communities) is quite important to accelerate OSS business.

WG Members : 13 companies / organizations

- Vendor : Fujitsu (Chair), Nihon Unisys, Hitachi, & NEC
- System Integrator :
Nomura Research Institute, NS Solutions,
NTT DATA, & NTT COMWARE
- Distributer :
Turbolinux, Novell Japan, Red Hat Japan,
& Miracle Linux
- Other :
OSDL Japan



Annual Plan for 2004 & the Present Status

Themes	Purposes	Outputs	Current Status
(1) Verification of TCO Merits	Clear Explanation of TCO Merits of OSS	Guidance for TCO Analysis	Drafted
(2) Information of Products & Services	Filling a Lack of Information on Products & Services of OSS	Template for Vendors to Provide Information	Under Trial
(3) Guidance for IPR Issues	Solving Misunderstanding & Anxiety about OSS IPR Issues	Materials for Vendors/ Users/ Engineers to Promote Better Understanding of IPR	Planned



FUJITSU

THE POSSIBILITIES ARE INFINITE