



クラウド・ビジネス・アライアンス

# Net One Systems CBA / OCPJ Overview

Oct. 30,2013

Net One Systems

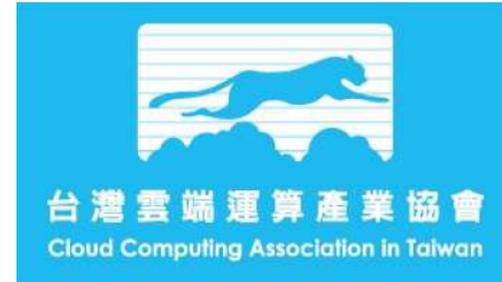
# Introduction of myself



## Hideyuki Fukuhara

- Employee of Net One Systems
- Work for The University of Aizu as a Professor
- Cloud Business Alliance
- Open Compute Project Japan

# A bridge



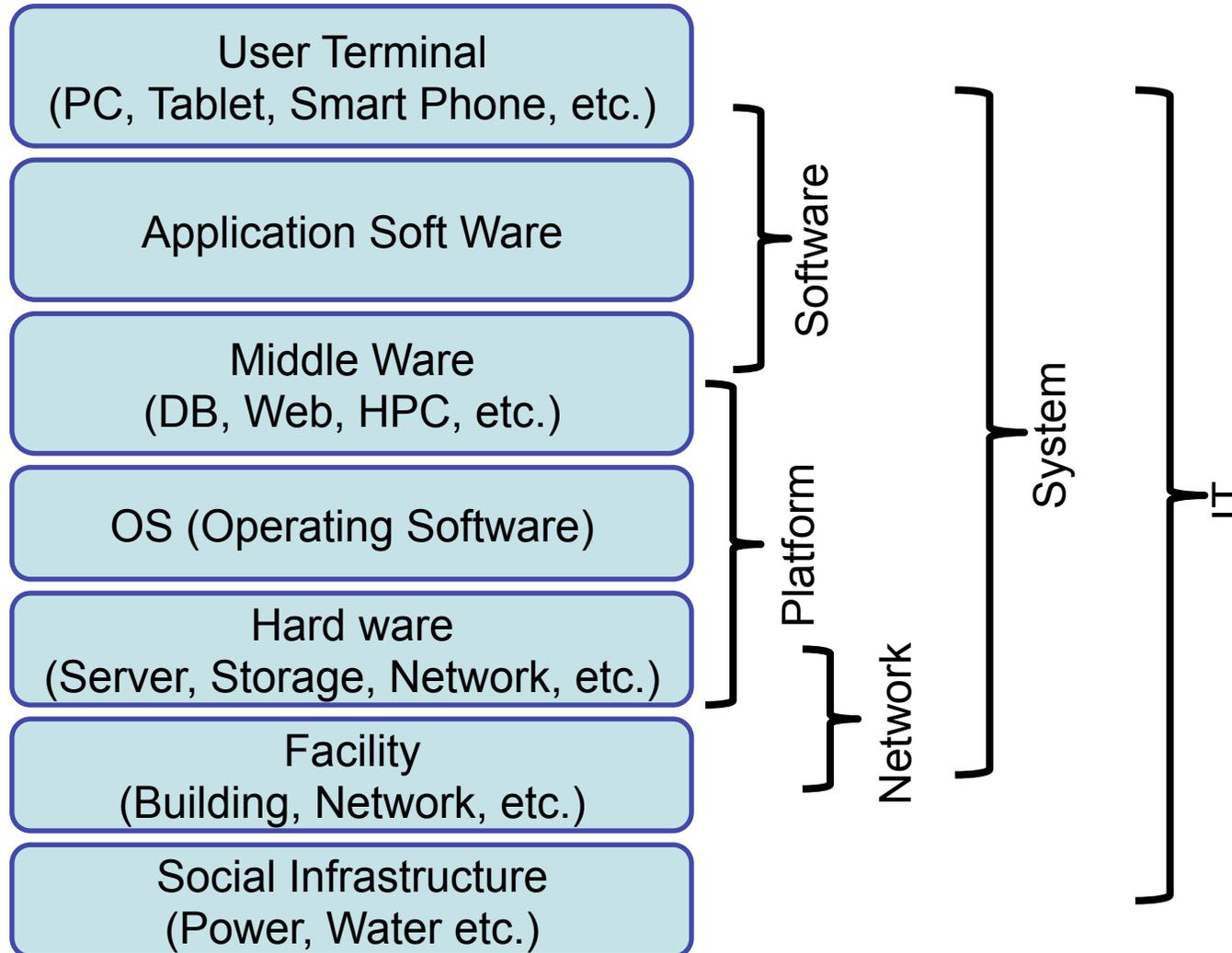
**OPEN**  
Compute Project  
Japan



**OPEN**  
Compute Project  
Taiwan



# Word Definition



# What is Net One Systems

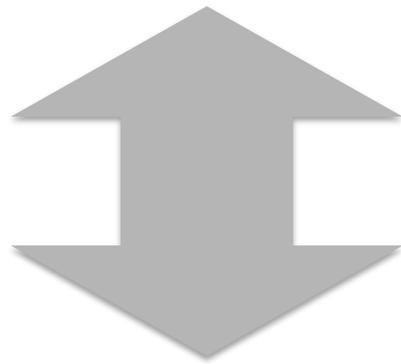
<b>Company Name</b>	<b>Net One Systems Co., Ltd.</b>
<b>Established</b>	<b>Feb. 1, 1988</b>
<b>President &amp; CEO</b>	<b>Takayuki Yoshino</b>
<b>Head Office</b>	<b>Tokyo, Japan</b>
<b>Capitalization:</b>	<b>JPY 12,279 M (March 31, 2012)(= TWD 3,696 M)</b>
<b>Net Sales (group)</b>	<b>JPY 154,869 M (= TWD 46,613 M)</b>
<b>Employees</b>	<b>2,210 employees</b>
<b>Group Companies</b>	
	<b>Net One Partners Co., Ltd.</b>
	<b>Xseed Co., LTD</b>
	<b>System Solution Engineering Co.,LTD</b>
	<b>Net One Systems USA, Inc. (estab. 1992)</b>
	<b>Net One Systems Singapore (estab. 2012)</b>

# Net One Systems at a Glance

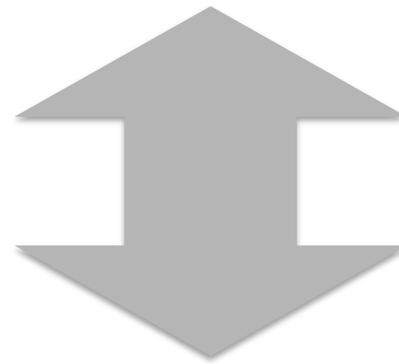
- Leading company in **Networking Product & Service** Market
  - Net sales: \154,869million
  - Account for 30% share of router and N/W switch market
- Provide a **next-generation ICT infrastructure**
- Propose **how to use “ICT”**, based on our expertise and experience of work style innovations
- **TOP500 Big Enterprise customers**
  - Carrier, Big enterprise, Government, Labs, Local Gov., Univ.
- **Facilities** for Customer Services

# Net One Systems goes toward the position

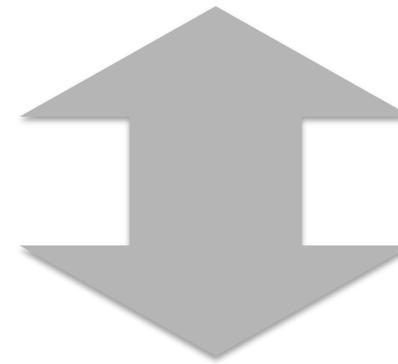
Customer goals  
Simple, Easy, Secure ICT Environment



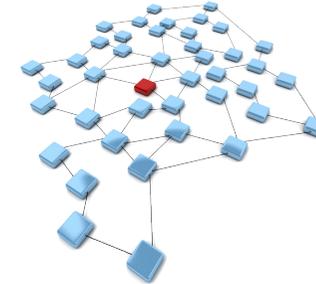
Cloud Service



Data Center



Network



JUNIPER NETWORKS

BROCADE



AMD



CITRIX

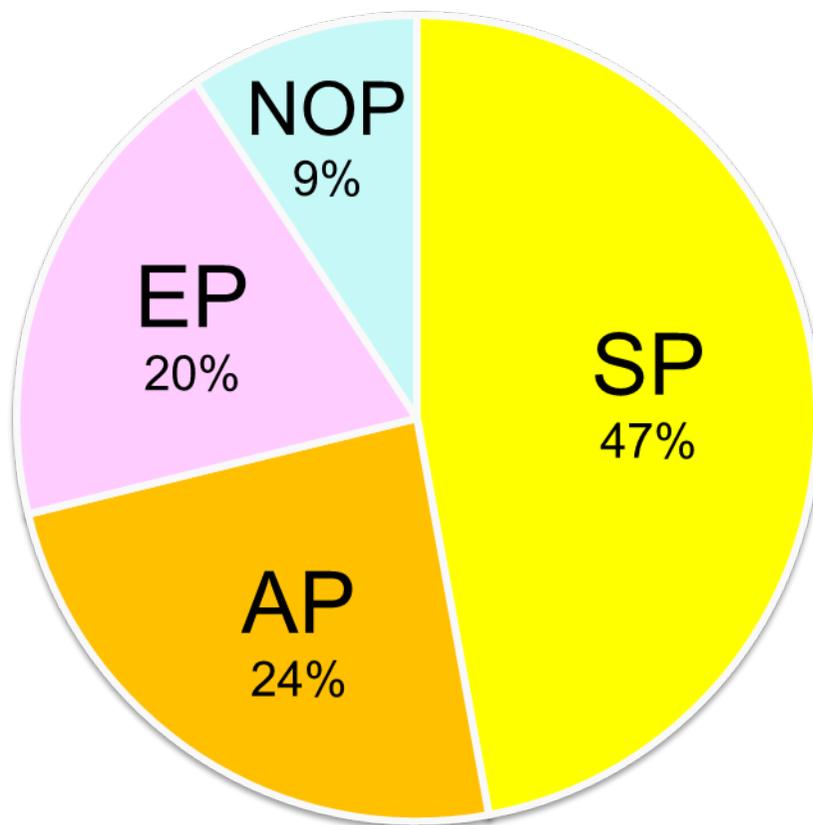
VMWARE



EMC<sup>2</sup>

# FY2012 Revenue by Market

## Revenue



Sector	M\
SP	72,654
AP	37,098
EP	30,039
NOP	14,391
Total	154,869

# Sales by Product/Service Catg. (2012)

1.5B\$

**Service** 32.5%

Consulting, System Design  
Operation Mgmt, Installation, Maint.

**Network** 54.7%

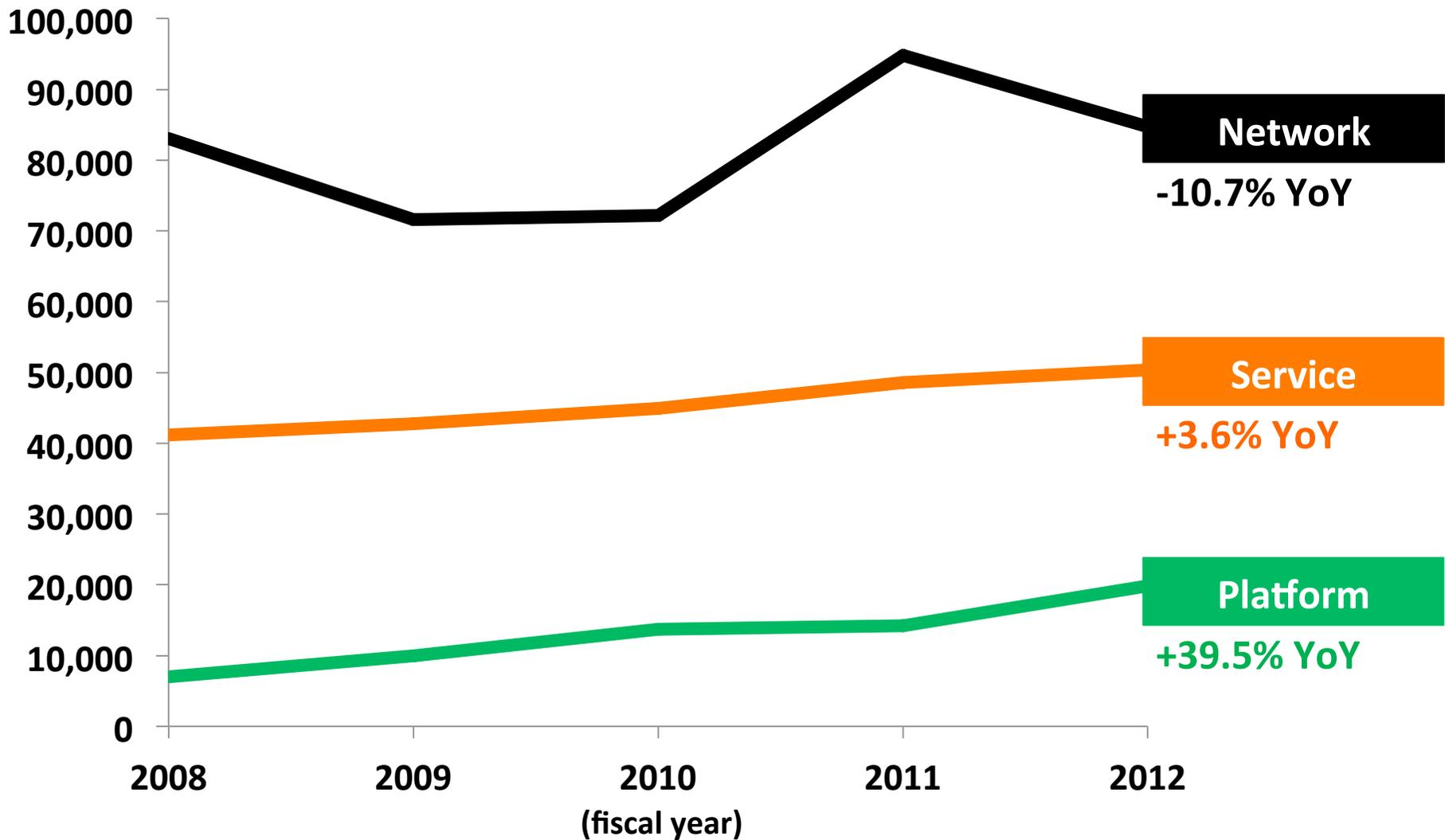
Router/Switch

**Platform** 12.8%

Server, Storage, Virtualization Software, Video Conf. System

# Revenue Growth by Product Segment

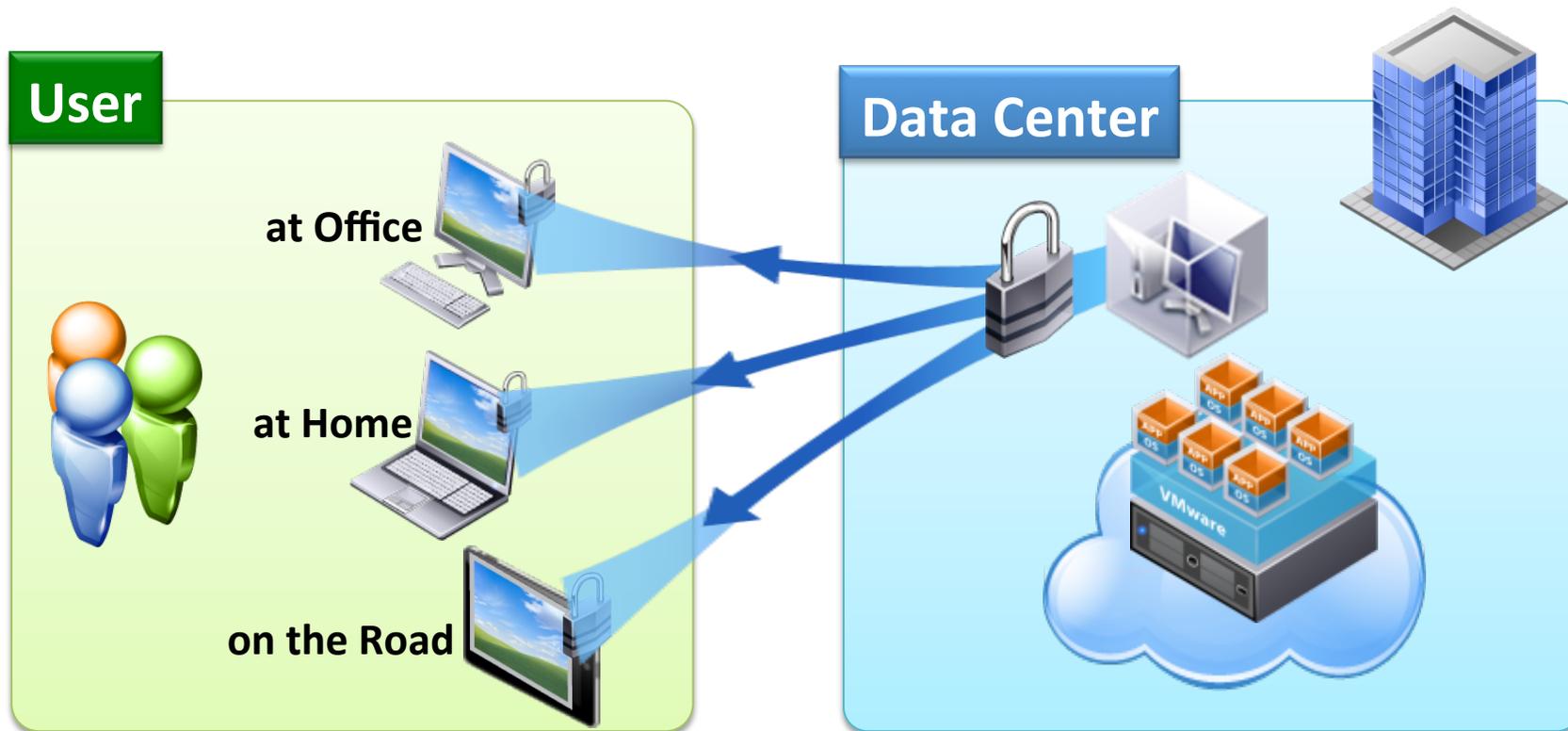
(yen in millions)



# Grown-up Solution

## - Virtual Desktop Infrastructure (VDI) -

### Implemented 30,000 Virtual Desktops



**Anytime, Anywhere, Anyone, Any-Device  
in Secure Environment**

**Reduce Management Cost**

# Solution Briefing Center



## Demos of next-generation ICT solutions

- 22 solutions: 22 (as of August 2013)
- About 70 companies or 300 people /month visit
- About 100 firms (Sept., 2012 – Jun., 2013) business generated

Multi Vendor / Production environment  
as total system

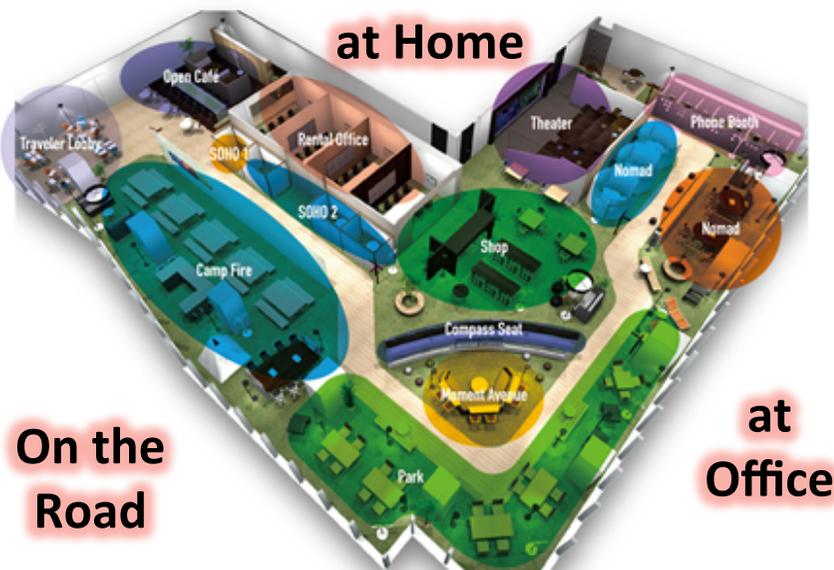


# Innovative Office at HQ



-Designed based on 14 concepts of new working style

- Experience-oriented facility
- Customers can visit and actually feel
- Seeing is believing



# Success Case



6,600 VDI Service in April, 2013

A Company

22,000 VDI under Deployment

B Company

62,000 VDI under Deployment



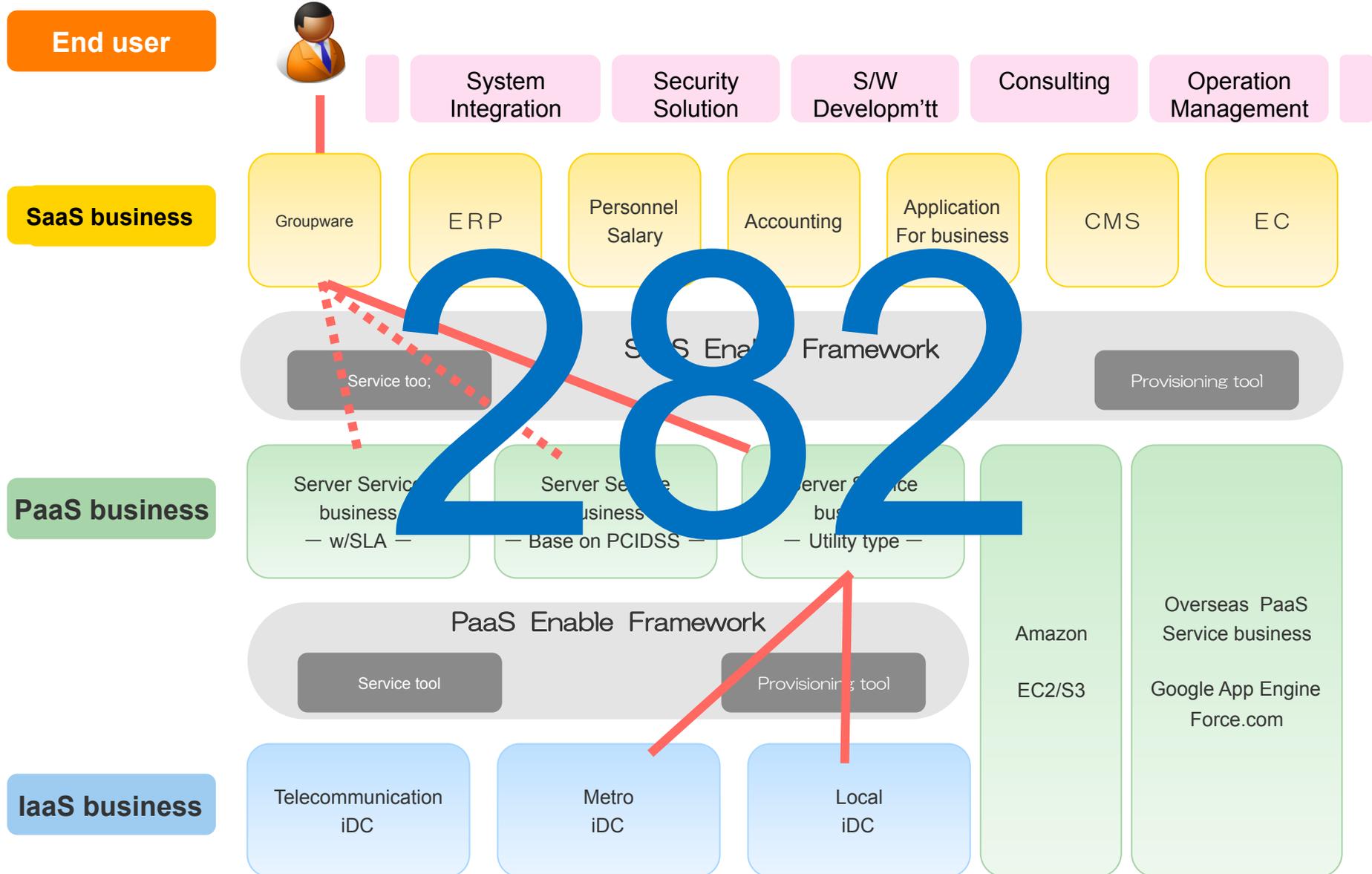
Real Work Style Innovation  
for Business Improvement

# Cloud Business Alliance Outline

- **Name : Cloud Business Alliance (CBA )**
- **Purpose : Realize and deploy open cloud system**
- **Approach :**
  - Mutual connection between various cloud services
  - Business model on interconnected cloud services
  - Business alliance / Technical alliance
- **History :**
  - Sept. 10, 2009 : CBA Announcement to establish (9 Companies)**
  - Oct. 29, 2009 : CBA Off the ground (15 Members)**
  - Oct. 25, 2013 : 282 Members (240 Companies, 42 Individuals)**



# CBA Members in all ICT layer



# Cloud News J FB page fans

(as of Oct.14, 2013)



Taiwan: 432  
 Japan: 396  
 Total: 853

# Create Business Opportunities



ITRI exhibited  
ITRI Cloud OS

CEATEC 2012

23 CBA members exhibited  
Cloud Solution and services

CEATEC 2013



# ISO Container DC Project



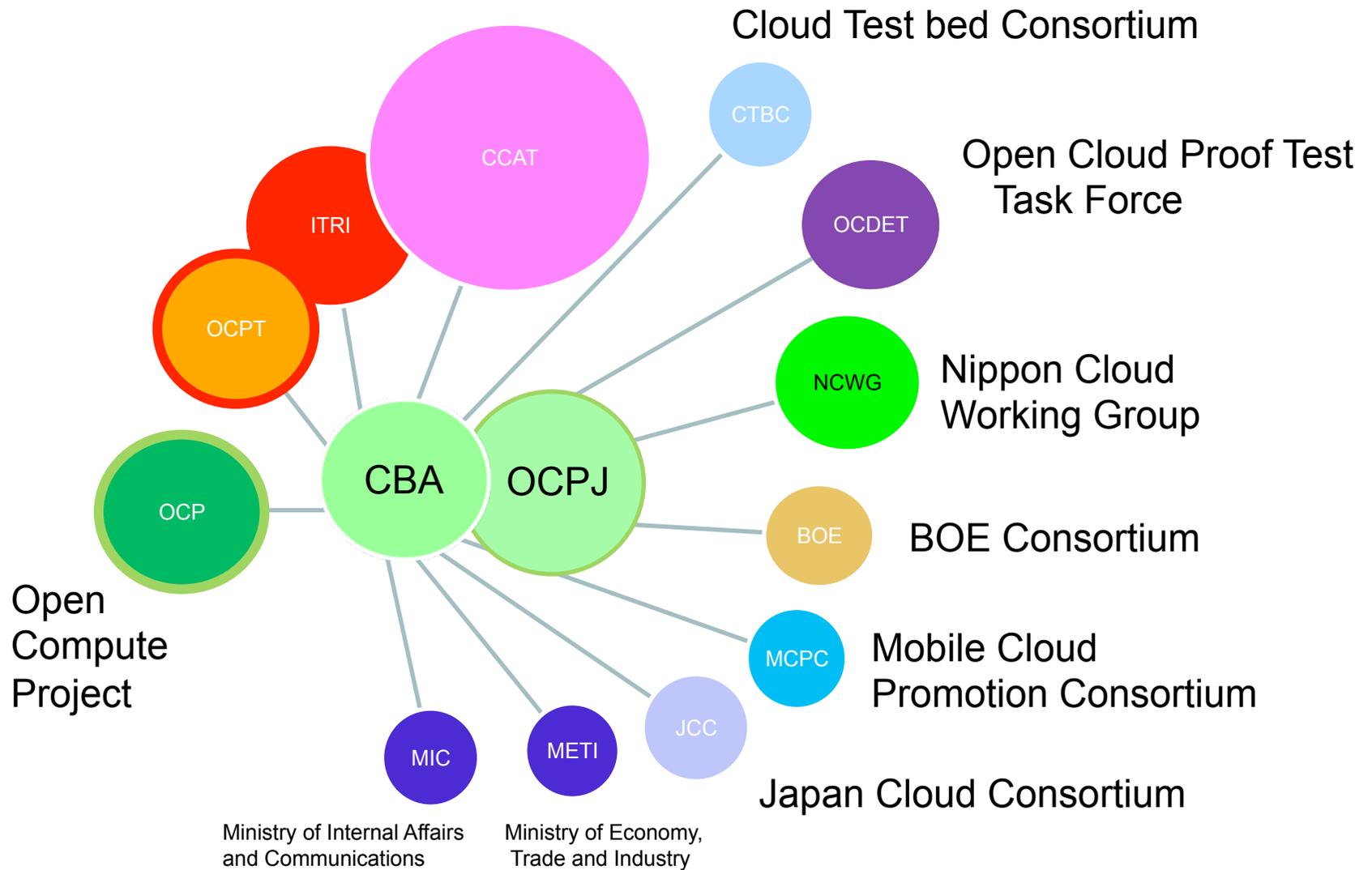
## ISO Container DC

- ▶ Easy carry by Ship or Trailer
- ▶ Easy Removal
- ▶ Easy System Expansion
- ▶ High Cooling Efficiency
- ▶ Outdoor Installation

Currently-operated

- Iwamizawa City
- NSW DC

# Alliance Expansion



# OCP-Japan History

## Timeline

Dec 2012

: Establish OCP-Japan under the stealth



May 2012

: Presentation to OCP about Japan community at OCP summit III San Antonio, TX



April 2011

: Interested in OCP by CBA core members

2013

January 2013



: OCP summit IV Santa Clara, CA  
: Open the OCP-Japan



2012

Oct 2012

: Organize OCP workshop at Tokyo



2011

Oct 2011

: Direct contact to OCP at OCP summit II NY  
: Trial translation of OCP white paper



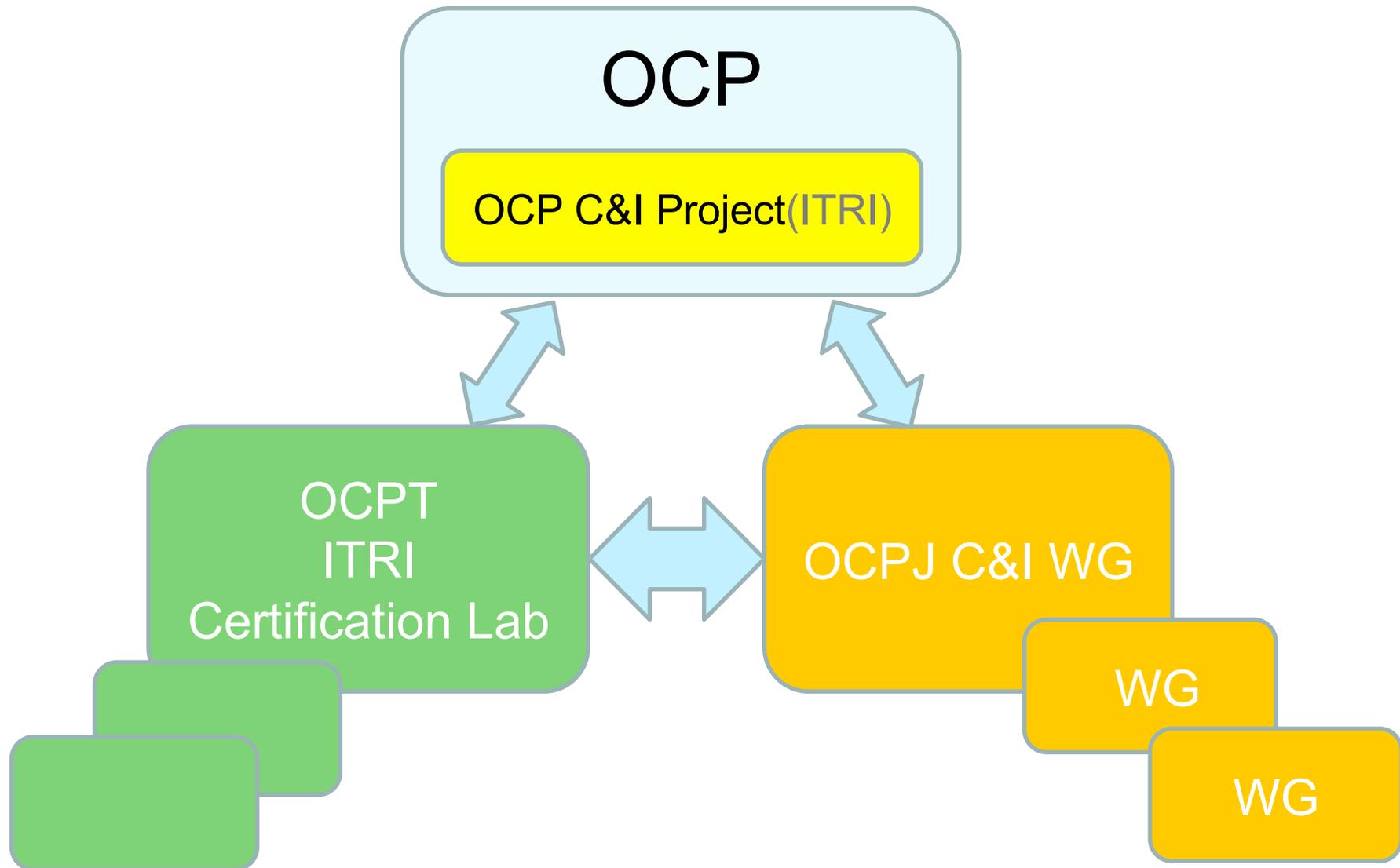
# OCP-Japan Members

(as of 2013/10/25)



58 Companies / 94 Members

	WG Name
1	White Data Center Project WG
2	Compliance & Interoperability WG
3	Future Lab WG
4	HVDC WG
5	Earthquake measures WG
6	Public Relations WG
7	Translation WG





charge ∠ channel ∠ change



net one