



Market Needs FCA - Japan

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Market Needs - 1

FCA-Japan

As of Jan. 21, '98

■ Demands are

- High Performance File Server
- Storage Area Network Solution
 - | More Gbytes, Freedom of location/connection - - -
 - | Maintenance
- High End Network Solution
 - | High Traffic 3-D Mechanical CAD/CAM
 - | Multi Media Production Studio
 - Printing, Movie Picture, Game Production Industry
- Note: Gigabit Ethernet/ATM/FC coexist in enterprise system

■ Functional Issue

■ Network Environment

- | Seamless connection to Gigabit Ethernet
- | Seamless connection to WAN (ATM/STM)

■ Storage Environment

- | Compatibility with File Management System

■ Network Management and Viewer

■ Interoperability Issue

■ Optical Transmitters/Receivers

- | GLM, GBIC

■ NIC Boards

- | Among products (No dominant product like Adaptec in SCSI)

■ Switches

- | Among products

■ Still not plug and play

- Off the shelf items

FCA-Japan Activity in '97

(member : 30 companies)

FCA-Japan

Marketing & Planning

Committee

FCA-Japan Activities in '97

■ FCA-Japan WWW Open

- <http://www.hucom.co.jp/EXT/FCAJ/home.htm>

■ FCA-Japan Seminar

- 1997 October 31 about 80 attendance
- at Tokyo International Forum Center

■ Attend Exhibition of COM JAPAN '97

- 1997 November 4-7
- 20 square meter booth
- at Tokyo Big Sight

■ Took questionnaires on both events

FCA-Japan Seminar

- “Fibre Channel System” by Yuichi Arai at Hucom
- “Fiber Channel Standards, Industry Initiatives & Market Forecast” by Kumar Malavalli at Brocade Communication Systems
- “Japanese Trends in Fibre Channel” by Ryouhei Nakayama at NTT

CONTENTS supplier: Sumitomo 3M, Data Media Products, Tokyo Electron, Fujikura, Fujitsu, Hitachi, Hitachi Cable, Hucom, NTT

FCA-Japan Exhibits in COM JAPAN '97

- "FC system with using ATM interface" by NTT
- "FC system with Disk Array, Switch and Ethernet Hub" by Tokyo Electron Ltd.
- "Disk Array sub System" by Hitachi Ltd.
- "FC system with Disk Array, Switch"
by Hucom Inc.
- "FC GBIC and GLM module" by Fujikura Ltd.
- "FC GLM module" by Hitachi Cable Ltd.

Contents of the Questionnaire

- at Seminar
 - replied by ; 76 person
19 companies
- at Exhibition
 - replied by ; 150 person
106 companies

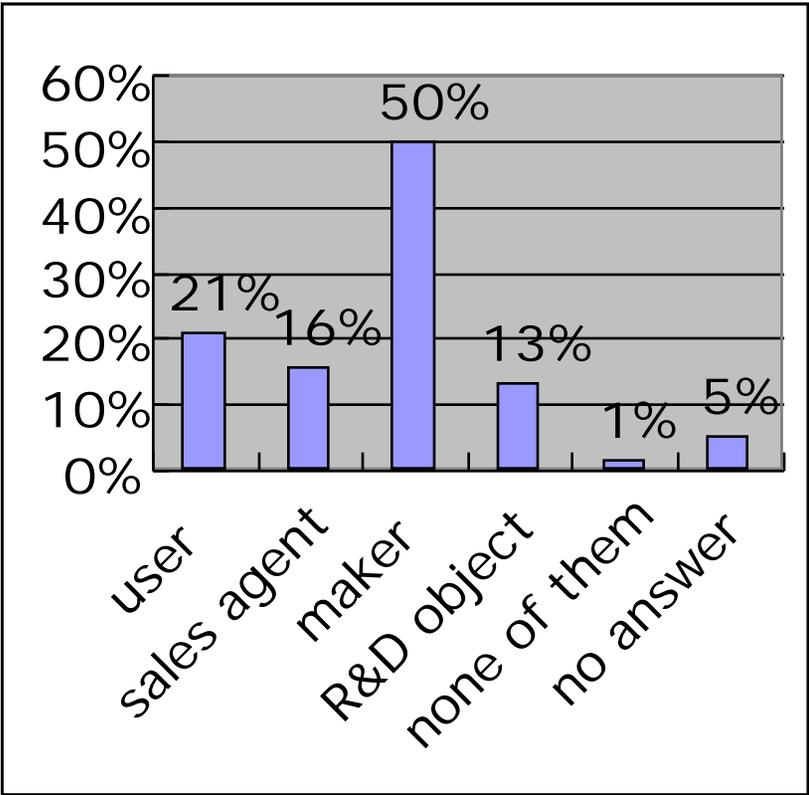
Company profile

	at Seminar		at Exhibition		
	member	non	member	non	
private company	50	26	38	98	
government	0	0	1	6	
university	0	0	0	1	
foreign company	0	0	0	3	
unknown/others	0	0	0	3	
TOTAL		76		150	

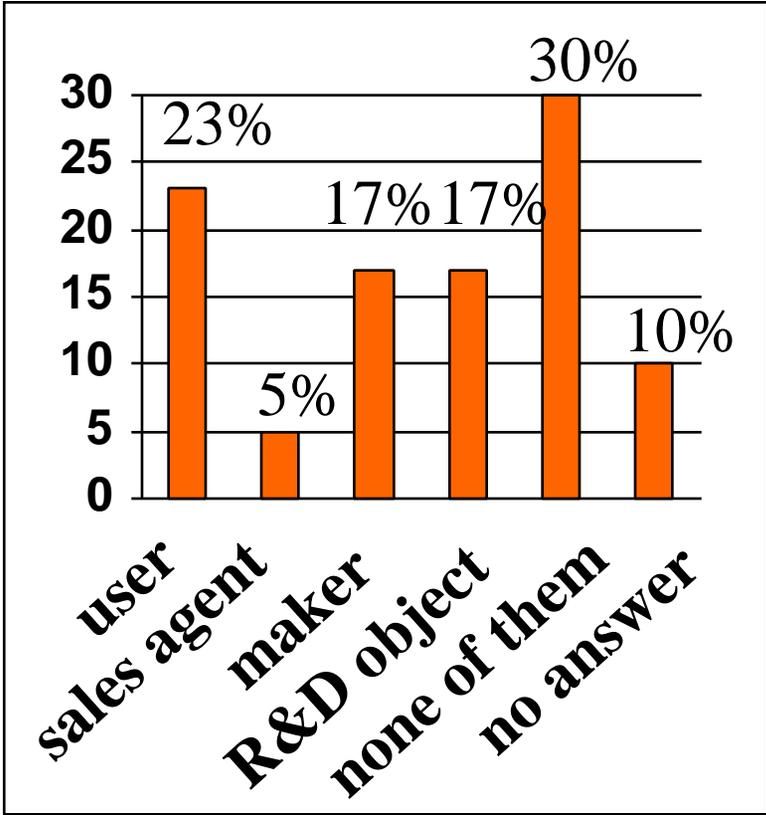
What is your company in FC market?



at Seminar

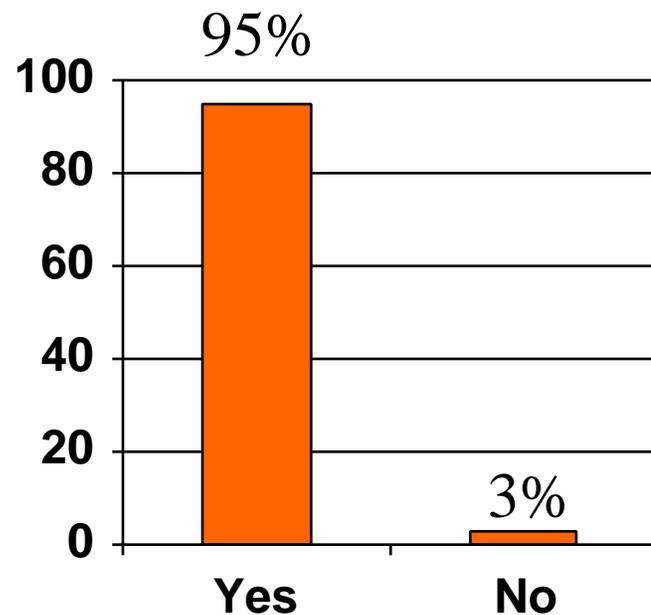


at Exhibition

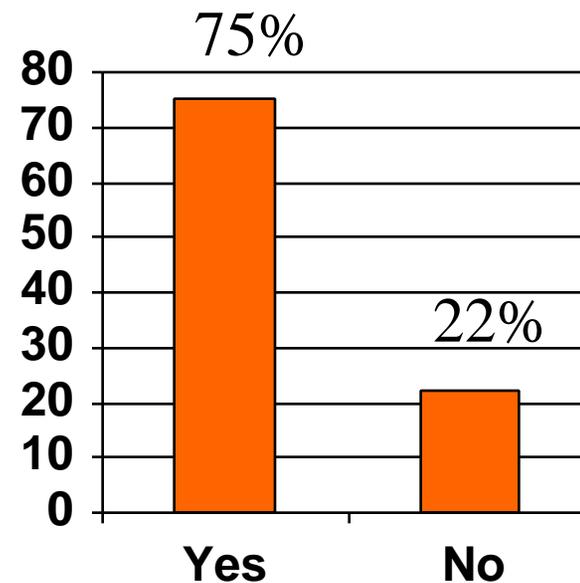


Do you know a word "FC"?

at Seminar



at Exhibition



What are you interested in? (at Seminar)



	Using	Will Use	Interested	Total
Optic/Metal cables	12%	9%	26%	47%
wiring system	5%	1%	28%	34%
Transceiver	4%	3%	22%	29%
Hub	13%	12%	34%	59%
Switch	9%	13%	45%	67%
Server	5%	9%	41%	55%
Disk Array Storage	17%	14%	47%	79%
FC-LAN Gateway	4%	0%	38%	42%
Systems	7%	4%	39%	50%

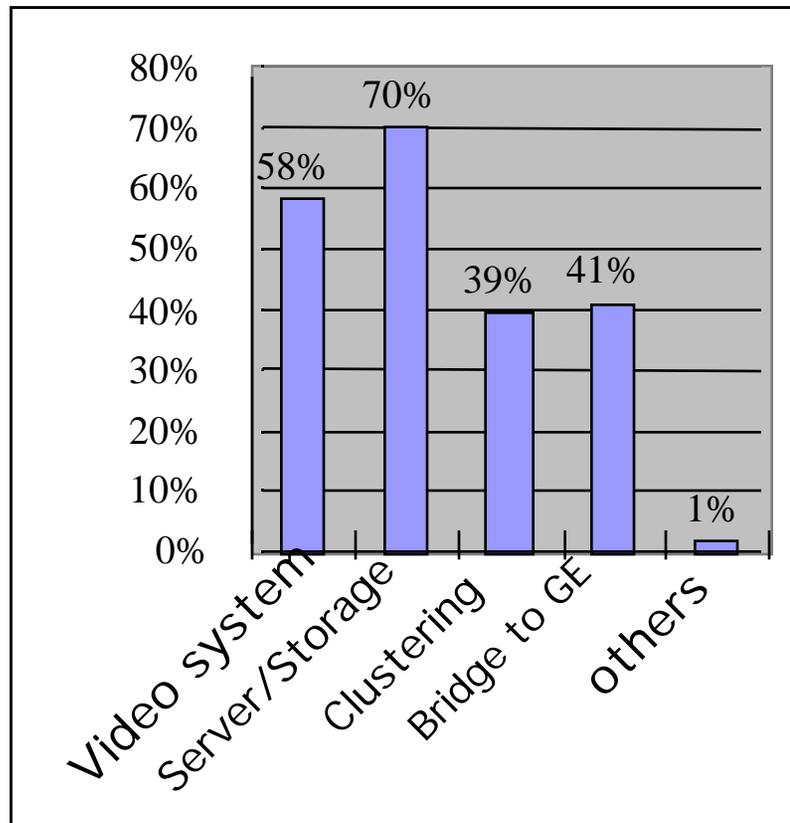
What are you interested in? (at Exhibition)



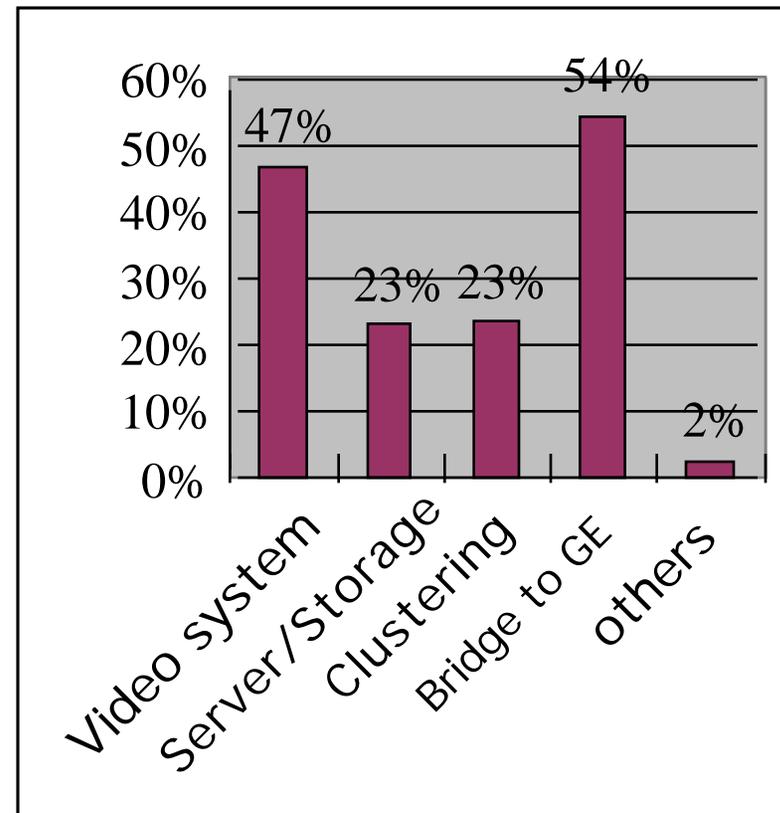
	Using	Will Use	Interested	Total
Optic/Metal cables	3%	2%	49%	54%
High speed wiring system	1%	3%	43%	47%
Transceiver	3%	4%	21%	27%
Hub	7%	4%	28%	39%
Switch	5%	3%	38%	45%
Server	7%	3%	29%	39%
Disk Array Storage	4%	2%	29%	35%
FC-LAN Gateway	3%	0%	31%	34%
Systems	4%	1%	21%	27%

What do you expect for FC?

at Seminar

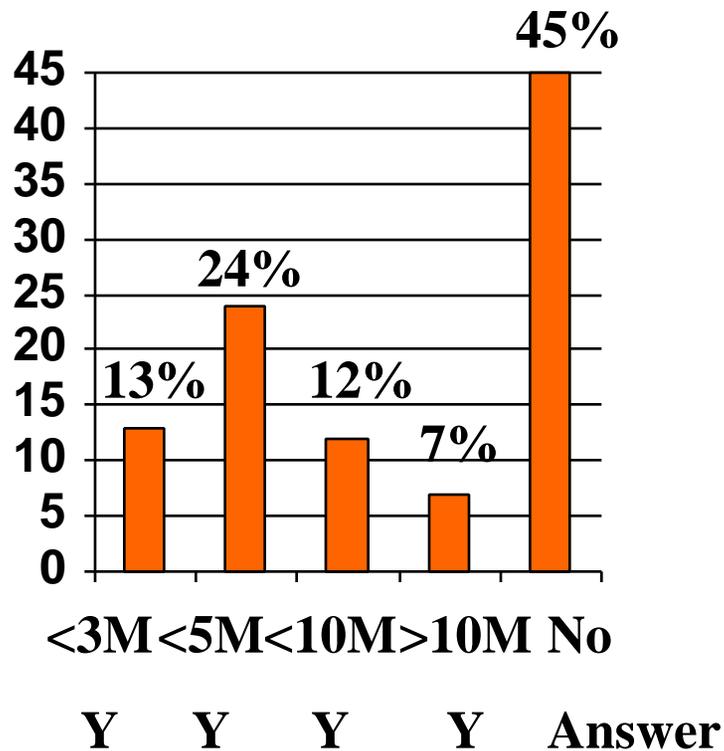


at Exhibition

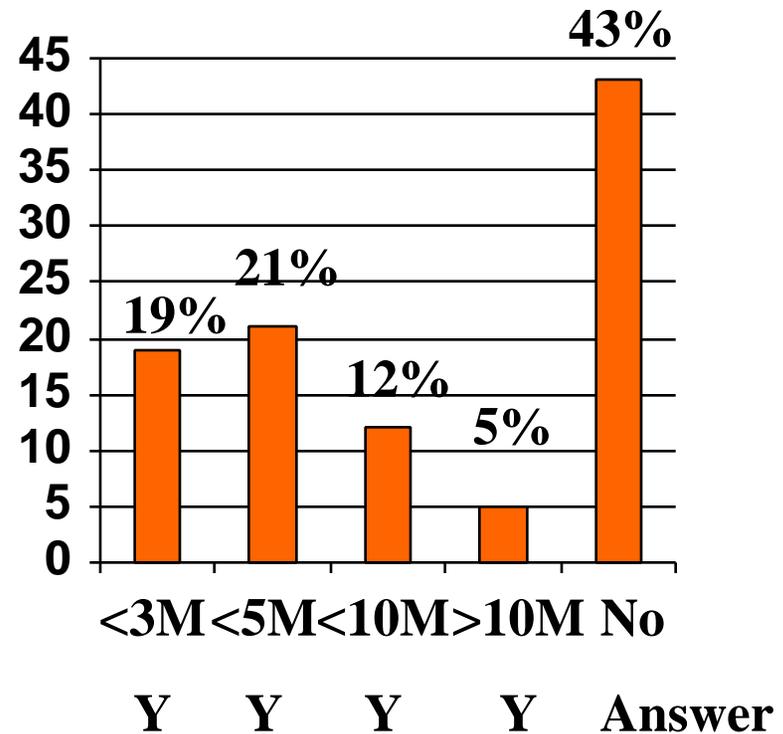


How much investment are you considering for FC system?

at Seminar



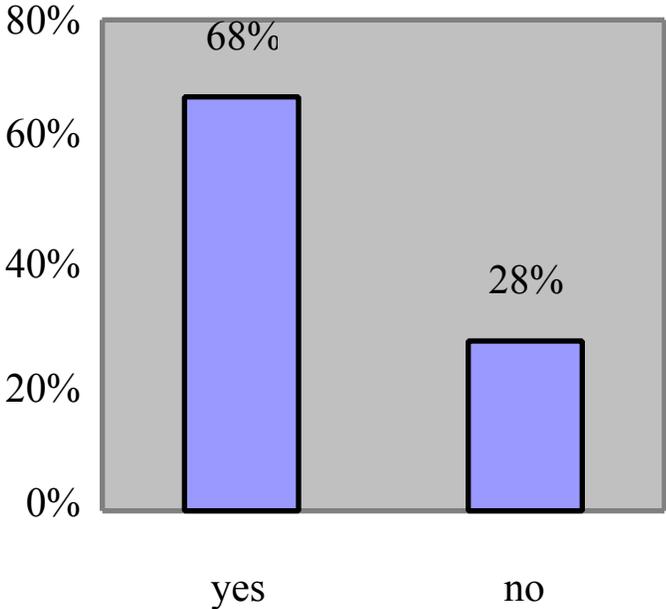
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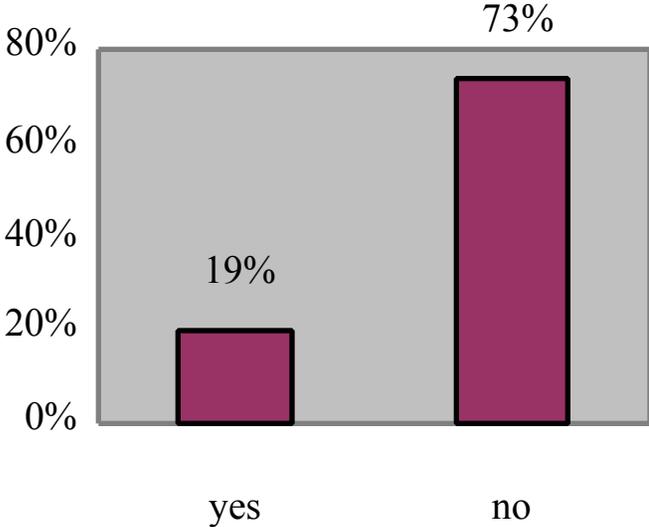
Have you known "FCA-Japan"?



at Seminar



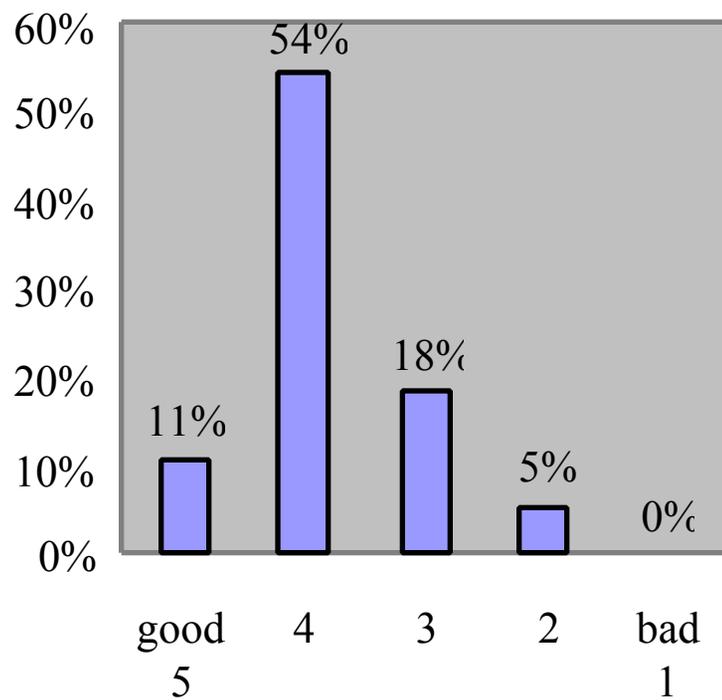
at Exhibition



What is the impression on these events?



at Seminar



at Exhibition

