Platforms

Managing Complexity and Capacity in Changing IT Enviroments

Business Strategy

The rapid penetration of the Internet has brought about a new era in IT systems. Now, processes are distributed among multiple systems that are linked together. Many corporations, for example, have created integrated information systems, combining a core ERP system forming with accounting, production control and other built-in functionalities together with SCM and CRM systems. Having these distinct management systems linked to each other as well as to suppliers and customers for 24/7 e-commerce requires ever larger and more complex IT systems. Moreover, higher technical skills are required to handle system changes and capacity upgrades, as well as to keep the system running smoothly. These factors have placed an enormous burden on customers.

It was to resolve these issues that we developed TRIOLE, a new IT infrastructure designed to specifically address the problems of complexity and capacity in a rapidly changing IT environment. TRIOLE forms a central pillar of our business development this fiscal year. Our goal with TRIOLE is to present an open-systems construction and operational infrastructure environment in which we will select the best system components—including products from other vendors—and offer customers seamlessly integrated systems. Specifically, we are emphasizing three key points. The first is, based on the external network infrastructure environment, to ensure that the customer's internal infrastructure can accommodate linkages to a full spectrum of systems inside and outside the company, and to enable these systems to be easily accessed from any terminal, including mobile phones and PDAs. The second is to ensure efficient and stable operation of systems comprised of multiple components. The third is to enable speedy system construction and deployment, as well as to ensure that the system can be easily expanded as a customer's needs grow. Offering the TRIOLE IT infrastructure and its high value-added component products will be a major focus of our business initiatives in the current fiscal year.

Mobile Phones
FOMA F2051

Notebook PCs
FMV-BIBLO

Desktop PCs
FMV-DESKPOWER

Product Strategies

- For servers, the nucleus of the TRIOLE IT infrastructure, we are adding Linux-based systems as a new pillar of our lineup, which includes UNIX, Windows and mainframe servers. While Linux has proven popular as an operating system for smaller Web and e-mail servers, we are now working to provide Linux servers for a wider range of applications, from small systems to large-scale enterprise systems. We are also enhancing our lineup of systems for large-volume storage and back-up as a key element in our TRIOLE initiative.
- In our PC business, we continue to use supply chain management and precise demand forecasting to optimize production, and we are offering products with fresh designs and easy-to-use features.
- In our mobile phones business, we are focusing on the emerging 3G handset market, as well as on cameraphones and handset models with features that are targeted to appeal to important consumer market segments.
- In telecommunications, we are providing highly competitive products with particular focus on the fields of optical transport (photonics), 3G mobile infrastructure and IP network equipment. We are also pursuing alliances to promote greater business efficiencies. By making our photonics products IP-compatible, we have bolstered our lead in the metro segment, and we are also moving into new areas, such as the cable TV market. In mobile infrastructure, we continue to focus on our business with NTT DoCoMo in Japan, while Evolium, our joint-venture with Alcatel, is the focal point for our expansion in overseas markets. And in IP networks, we are leveraging the technological advances we pioneered in our telecom networking equipment business and applying them to the promising areas of VoIP and IP-VPN.

IA Servers
PRIMERGY

UNIX Servers
PRIMEPOWER

Optical Transmission Systems
FLASHWAVE

IP Routers
GeoStream