OCC

OSS Enterprise Solution

Data link-oriented ERP package using OSS

pentaho™
open source business intelligence™

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OCC Corporation – General Manager , Sales Support Division,
Corporate Planning Department
8 to 10 March 2010

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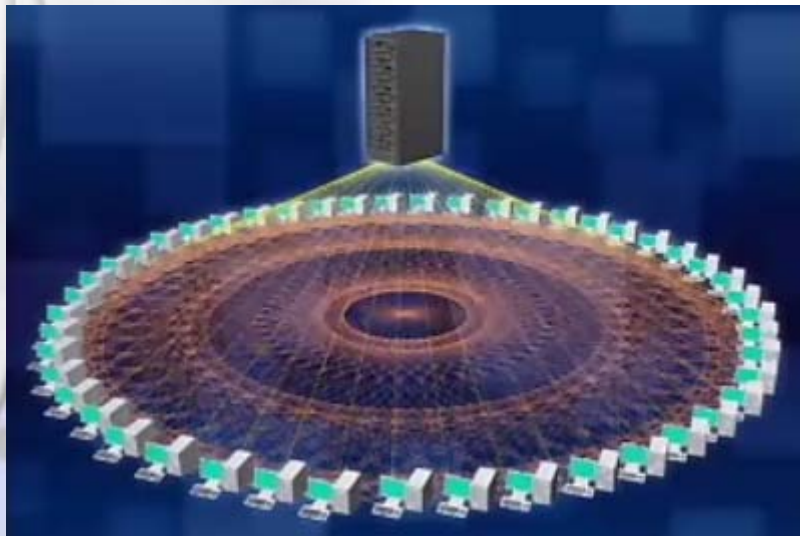5. OCC Business Model

Who am I ?

Tomohide YABIKU

General Manager, Corporate Planning Department of Sales Support Division

- **Feb. 1998, Earned M. Sc. In Astrophysics, Science University of Tokyo, JAPAN**
- **Apr. 1998, Employed with OCC**
- **Mar. 2001 – Feb. 2001, Guest Scientist, Fermi National Accelerator Laboratory, Illinois, U.S.A.**
  - Quark
- **Nov. 2001 – Feb. 2003, Researcher, Telecommunication Advancement Organization, Okinawa, JAPAN**
  - Geographic Information System (GIS)
- **Dec. 2003 – Nov. 2004, Guest Scientist, The Institute of Medical Science, The University of Tokyo**
  - Bioinformatics
- **Apr. 2006 – present, Okinawa Branch Manager, Nonprofit Organization Japan PostgreSQL Users Group(JPUG)**

What is my specialized field ?

- **High-performance computing**
  - *Parallel computing*
  - *Distributed computing*

Introduction of OCC

- Establised in 1966

- 540 employees

-Sales was 6 billion yen (in 2008)
 (about 67 million U.S. dollars)

Okinawa

Introduction of OCC

Company's business

- **Software Development**
  - *Groupware*
  - *Logistics System*
  - *Local Government System*

- **System Integration**
  - *Open Source Software*
  - *Network*

- **Internet Data Center**
  - *Cloud computing*
  - *Housing and Hosting services*
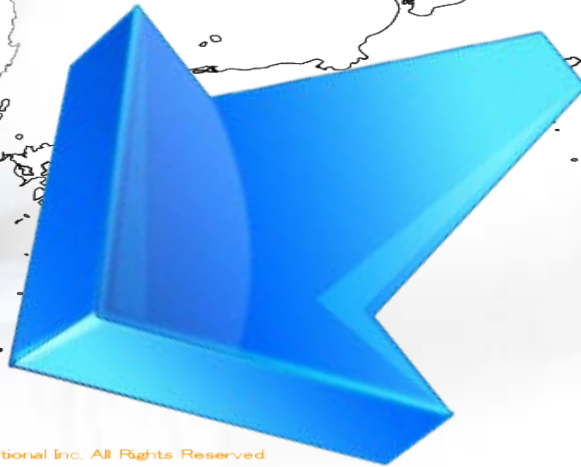
Software Development

System Integration

Internet Data Center
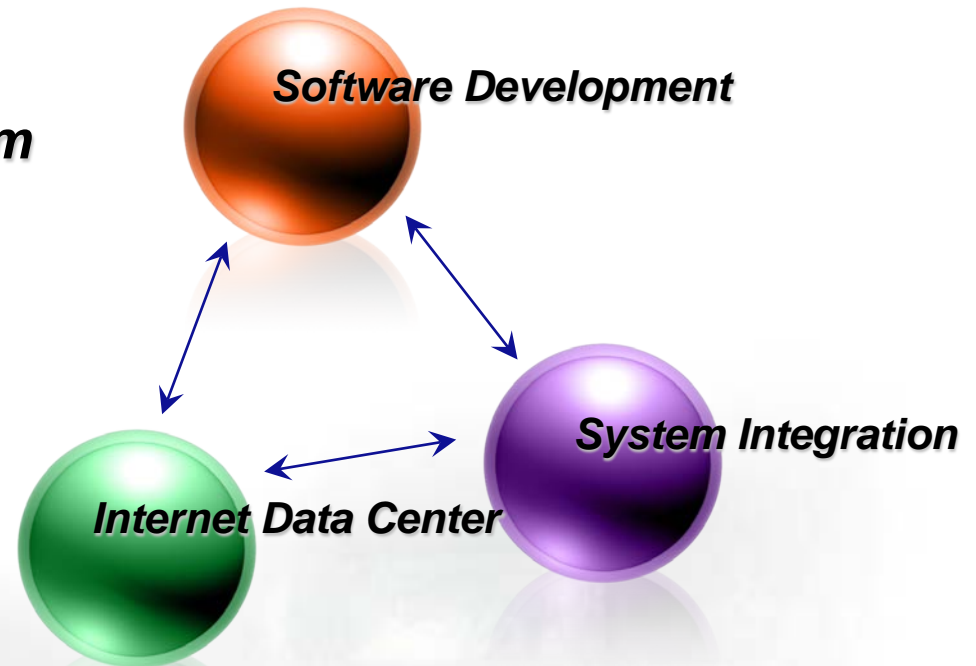
The Role of Datacenter in Okinawa

Increasing demand of datacenter in Okinawa

Why in Okinawa ?

Okinawa

1. Backup data

2. Cloud computing

3. XaaS

OCC

Risk of Earthquake in Japan

How many big earthquakes*1 have occurred in Japan ?

*1 Over level 5 on the Japanese earthquake scale

Hokkaido 32 times

Tohoku 69 times

Chubu 81 times

Kinki 27times

Kanto 113 times

Kyushu 54 times

Chugoku, Shikoku 27 times

Ref. Japan Meteorological Agency

Okinawa 0 times

(27 Feb. 2010)
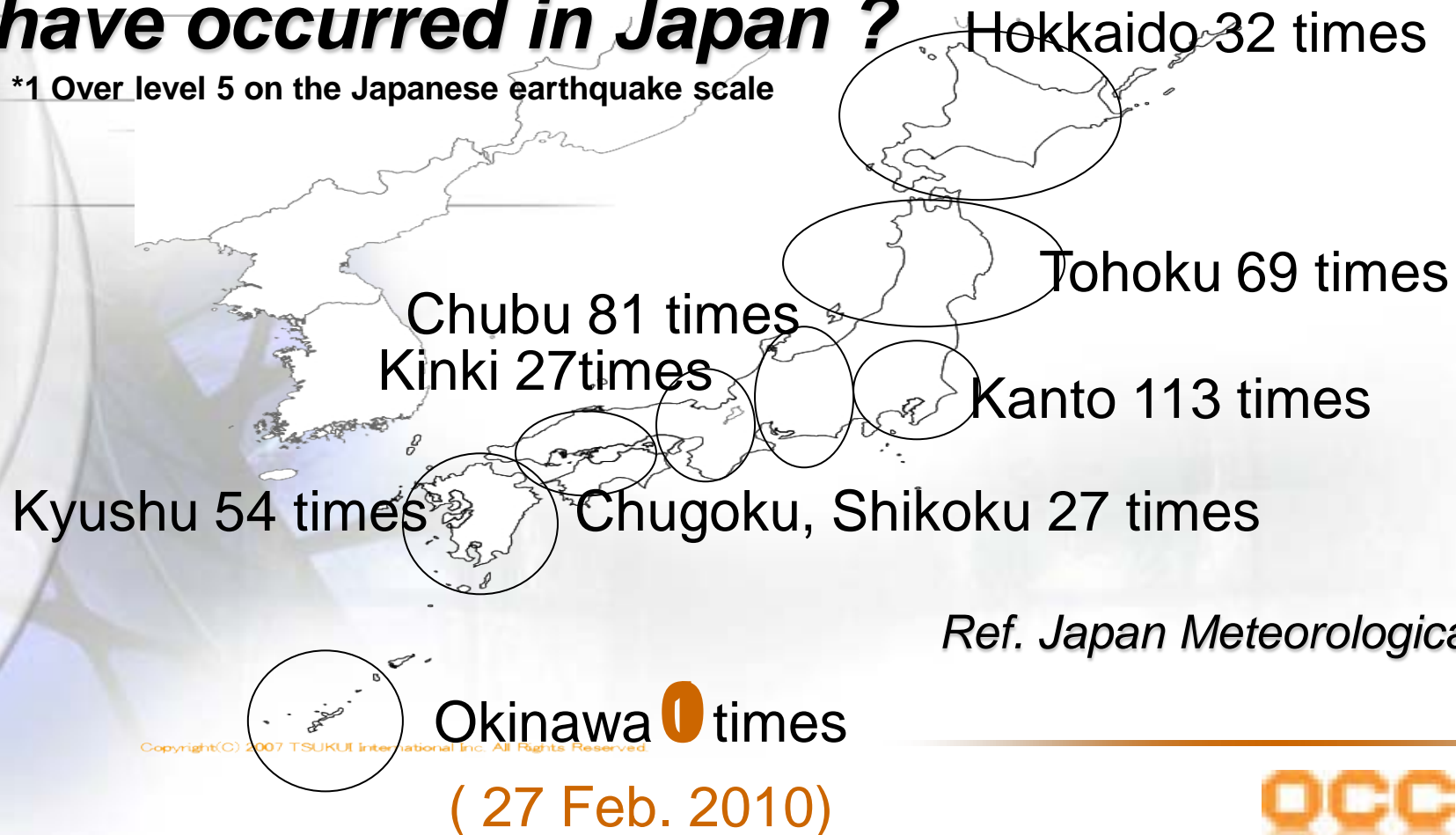
OSS Market in Japan

	Total ICT market(2007)	OSS market	
		2007	2010
Software	13.4 trillion JPY (150 billion USD)	690 billion JPY (7.7 billion USD)	780 billion JPY (8.7 billion USD)
Information Processing Service	5.4 trillion JPY (60 billion USD)	170 billion JPY (1.9 billion USD)	200 billion JPY (2.2 billion USD)
Internet Service	2.5 trillion JPY (28 billion USD)	2.1 trillion JPY (23 billion USD)	2.6 trillion JPY (29 billion USD)

1 USD = 90 JPY

Ref: Information technology Promotion Agency, JAPAN

QCC

The Existing Problems for Promoting OSS

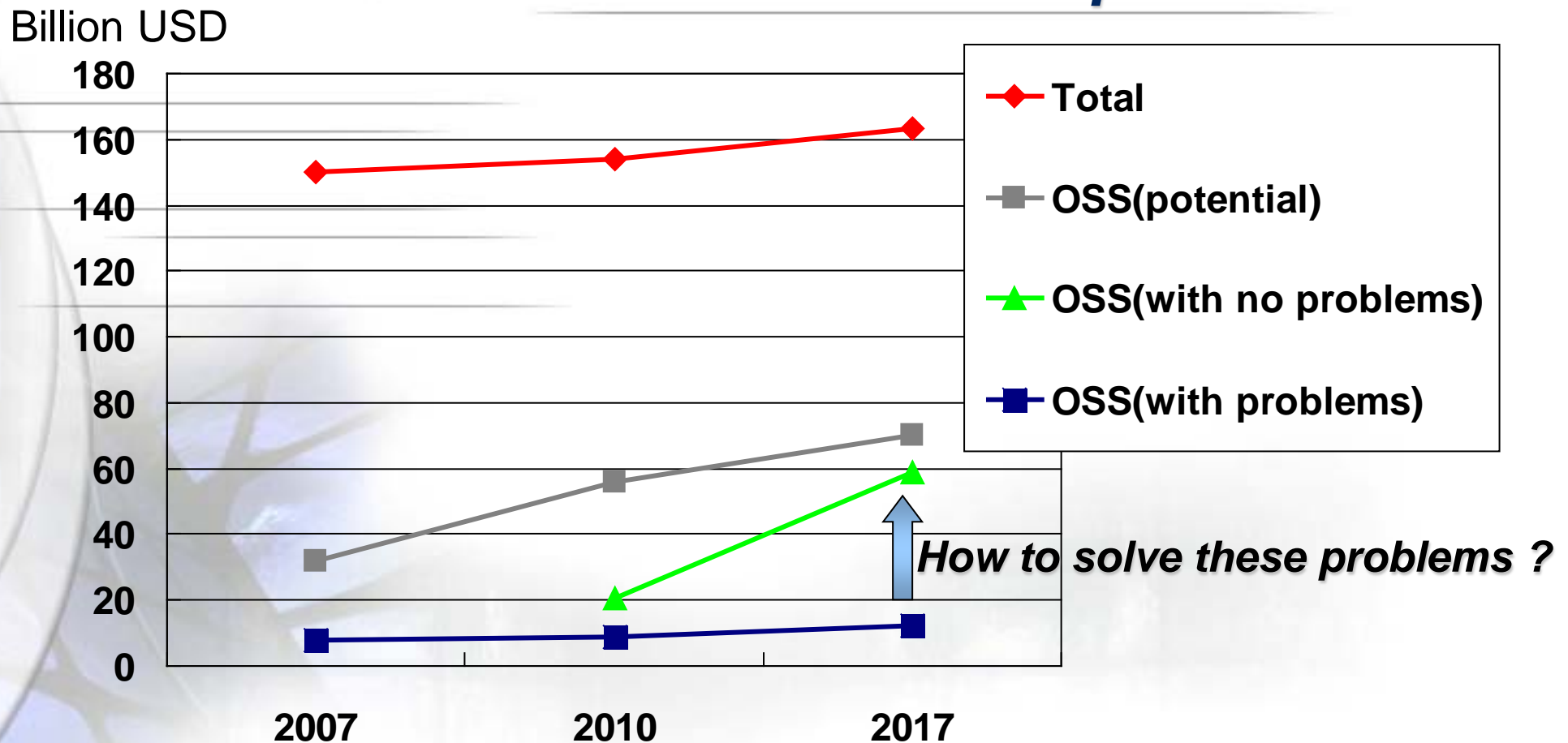## Why is OSS NOT being used widely ?

- Shortage of OSS staff

- Lack of skills in OSS

- Uncertain to support OSS

-Complicated license of OSS

Ref: Information technology Promotion Agency, JAPAN

# The Potential of OSS Market in Japan

If we solve all of these problems…

Billion USD

Legend:
- Total
- OSS(potential)
- OSS(with no problems)
- OSS(with problems)

How to solve these problems ?

Ref: Information technology Promotion Agency, JAPAN

OCC

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
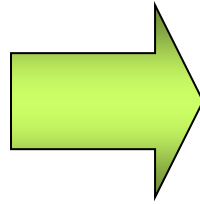- **Uncertain to support OSS**
- **Complicated license of OSS**
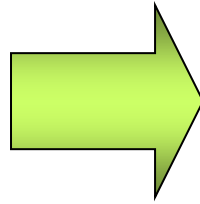
What kind of situation do you use OSS ?

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
- **Uncertain to support OSS**
- **Complicated license of OSS**

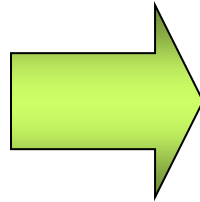**When it will replace an existing system.**

Sales Management

Replace

OSS

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
- **Uncertain to support OSS**
- **Complicated license of OSS**
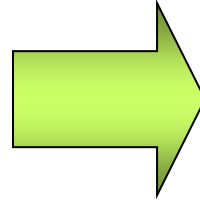
Why will you replace the system ?

Sales Management

Replace

OSS

How to Solve the OSS Problems

Problems are …
- Shortage of OSS staff
- Lack of skills in OSS
- Uncertain to support OSS
- Complicated license of OSS
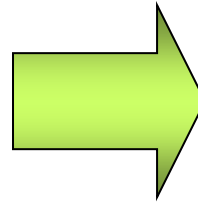
It is because there are some complaint in the system.

Sales Management

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
- **Uncertain to support OSS**
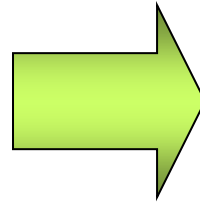- **Complicated license of OSS**

Why don't you add the function to the system?

Sales Management

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
- **Uncertain to support OSS**
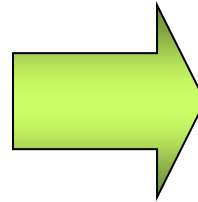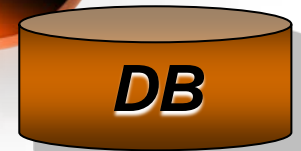- **Complicated license of OSS**

But it is generally expensive to add the new function to the proprietary software. Then, I want to use OSS. But ...

Sales Management

New Function

How to Solve the OSS Problems

Problems are …
- Shortage of OSS staff
- Lack of skills in OSS
- Uncertain to support OSS
- Complicated license of OSS

So, you can use the database of the proprietary software.

Sales Management

DB

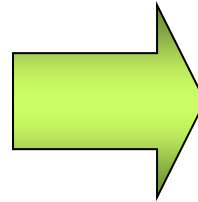*Yes.*
I can get all the data from the database.

How to Solve the OSS Problems

Problems are …
- Shortage of OSS staff
- Lack of skills in OSS
- Uncertain to support OSS
- Complicated license of OSS

That's great.
You can add the function
of the proprietary software
using the data.
If the Data Link Solution is used.
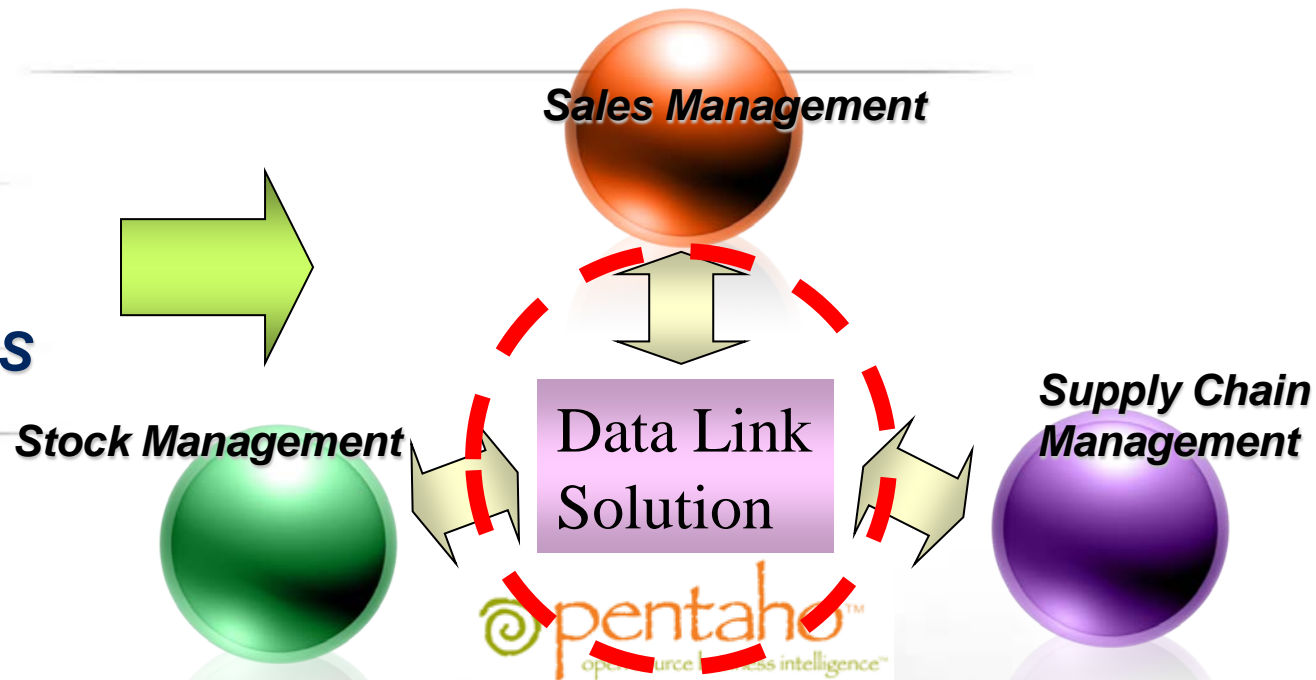
Sales Management

DB

Data Link Solution ?

How to Solve the OSS Problems

Problems are …
- **Shortage of OSS staff**
- **Lack of skills in OSS**
- **Uncertain to support OSS**
- **Complicated license of OSS**

Sales Management

Stock Management

Data Link Solution

Supply Chain Management

The Benefits expected from this System are

- **Proprietary software can be used on a regular basis**

- **OSS cannot be seen from you.**

The approach will NOT affect the environment of the computer operators! They will not actually use the OSS.

Pentaho Outline

- **Pentaho is an Open Source Software for Business Intelligence (BI) Suite.**
- **Pentaho's function**
    1. **Data Integration**
    2. **Reporting**
    3. **OLAP Analysis**
    4. **Dashboards**
    5. **Data Mining**
- **Various Databases are supported. (Oracle, MS SQL Server, MySQL, PostgreSQL…)**

What is Data Integration of Pentaho

What was the profit of the project ?

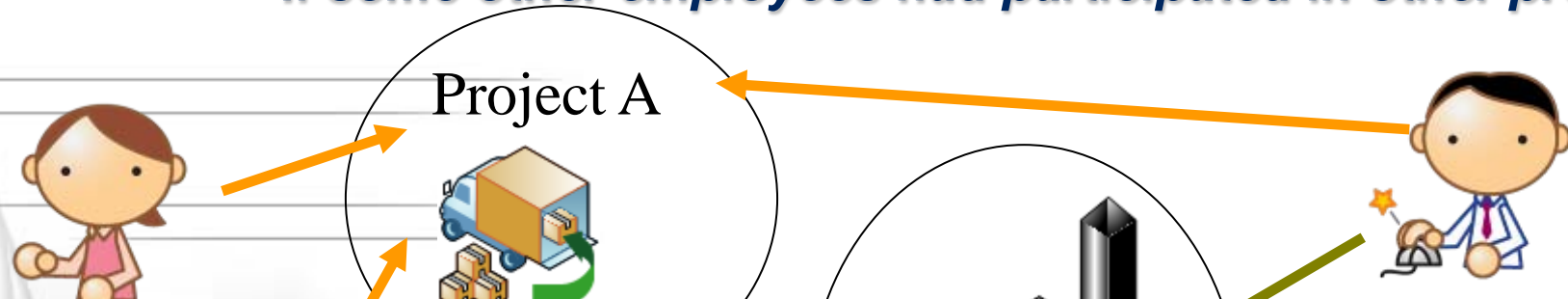Sales Data
10 million USD

Daily Report
Salary
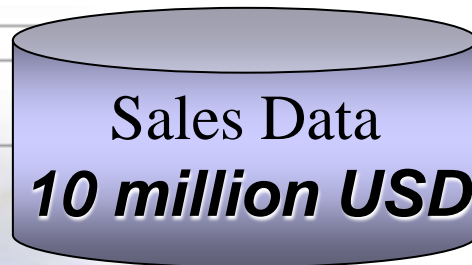
In general,
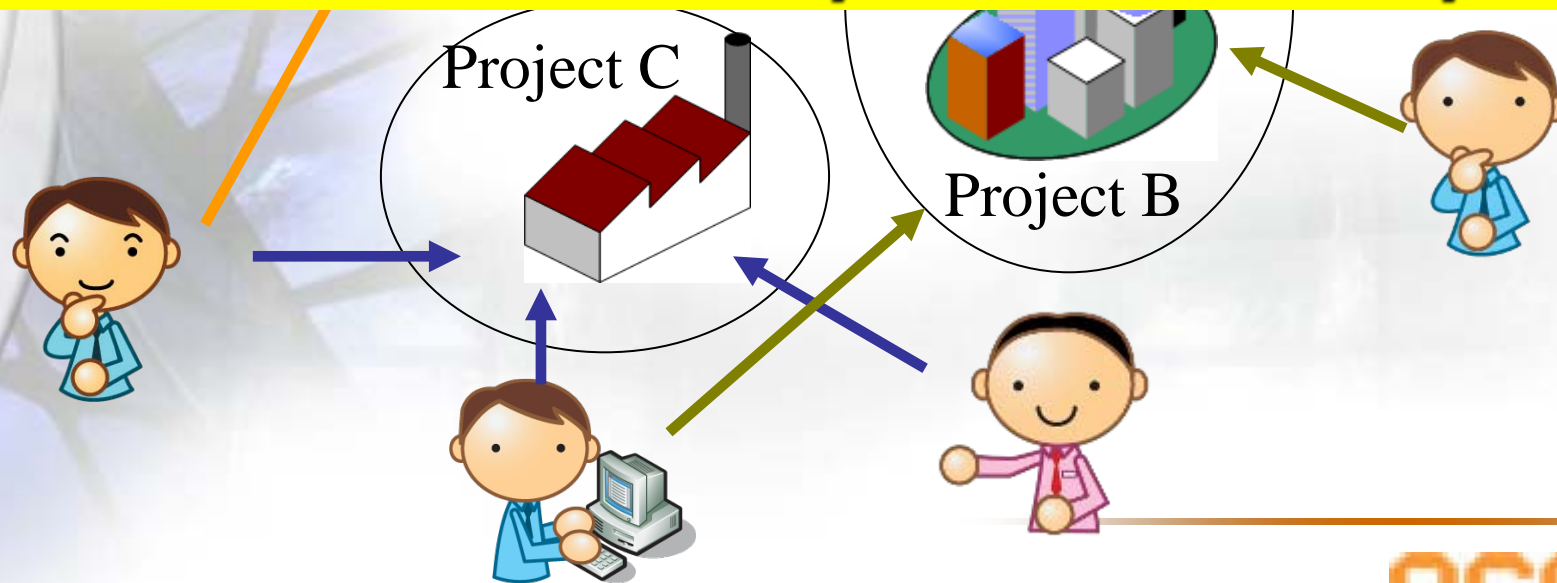*Profits = 10 million USD - The salary of several employees*

If some other employees had participated in other projects,
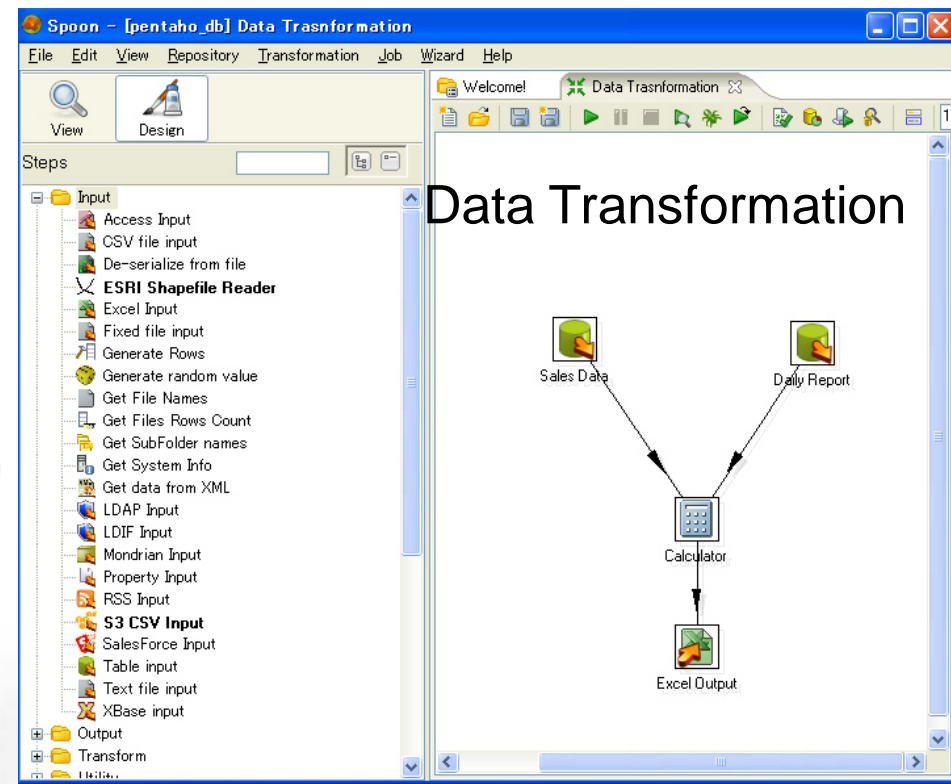can you calculate the exact profits of each project ?
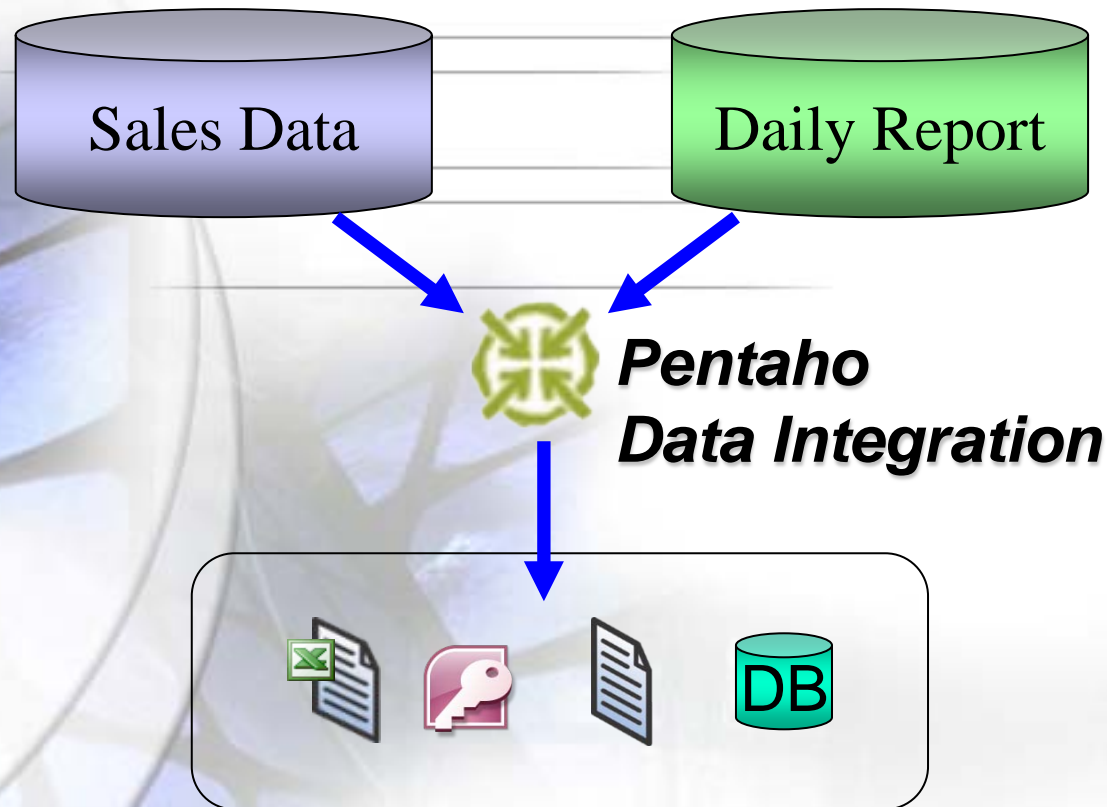
Complicated Calculation

If some other employees had participated in other projects,

Project A

Project C

Project B

What will be the exact profits of each project ?

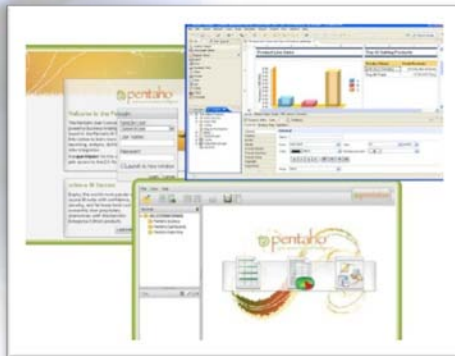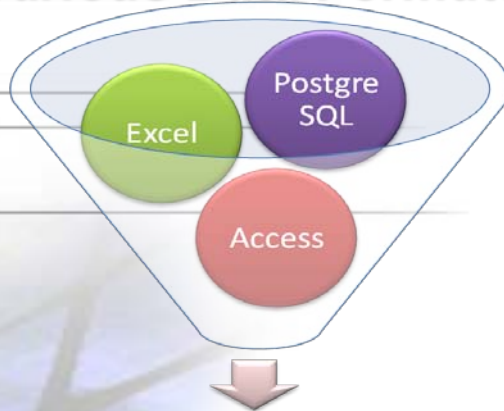# *What is Data Integration of Pentaho*

What is Pentaho Reporting

- **Output the report from database.**

Various Data Formats

Reports

Pentaho Reproting

What is ERP ?

- **Enterprise Resource Planning (ERP)**

FRM
Finance
Resource
Management

SCM
Supply
Chain
Management

MRP
Manufacturing
Resource
Planning

ERP

CRM
Customer
Relationship
Management

HRM
Human
Resource
Management

Unifies Database!
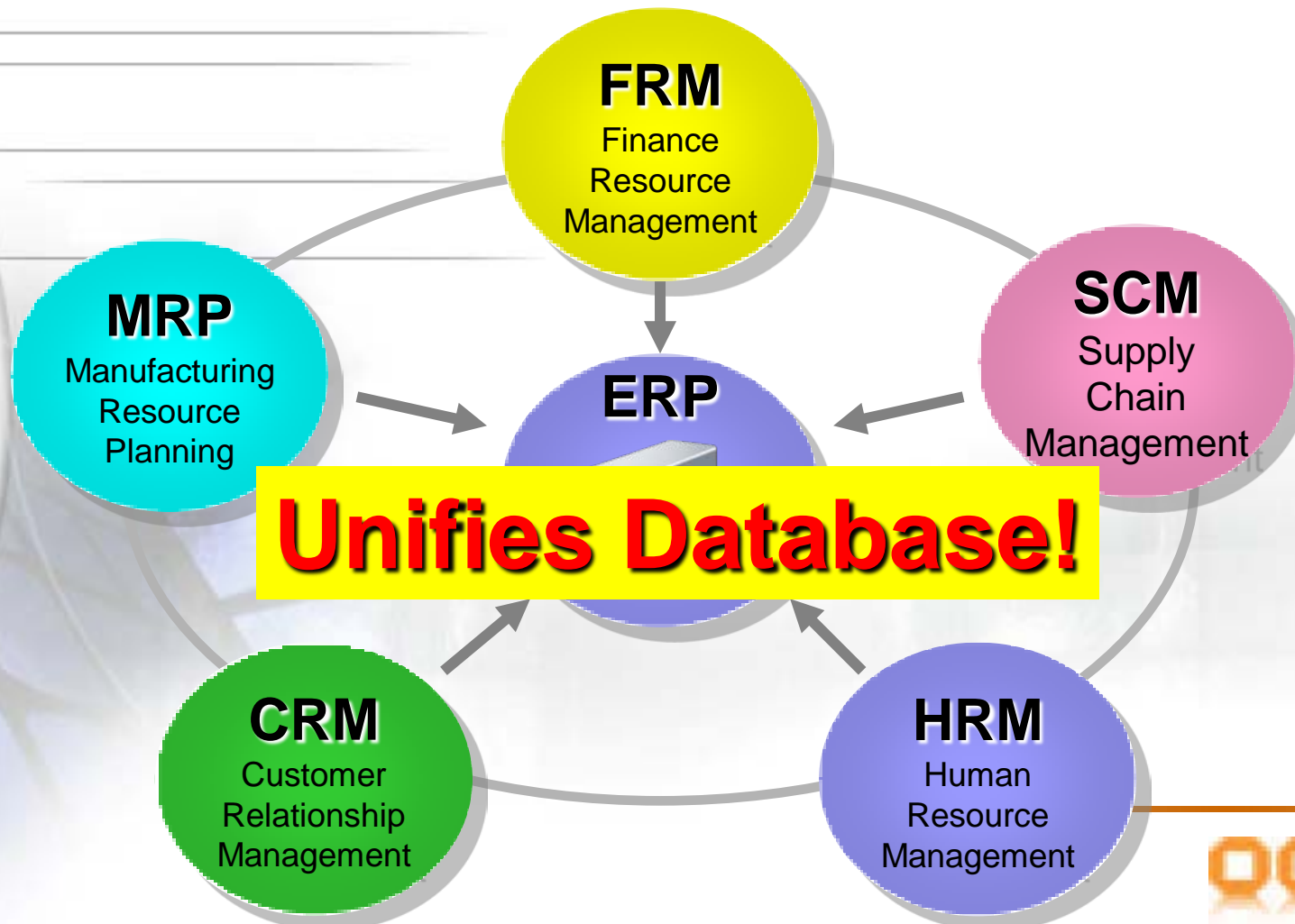
What you can expect from pentaho

- **Enterprise Resource Planning (ERP)**
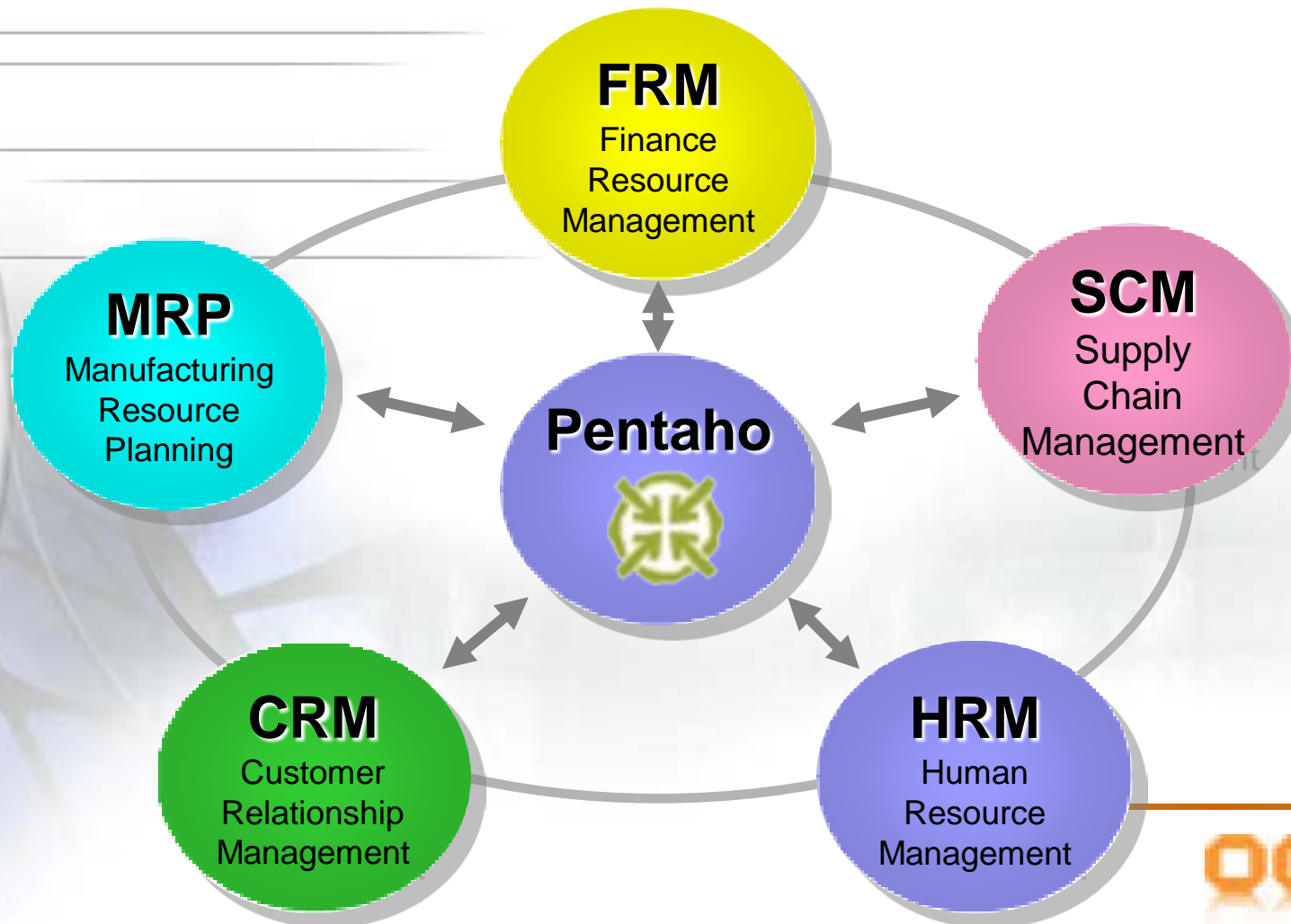
Which ERP do you want?

✔ **Proprietary ERP Package**
  (Will you buy an expensive software ?)

✔ **OSS ERP Packages like Compiere, ADempier, ERP5, …**
  (Who can explain the most suitable software for you ?)

✔ **Data linked ERP by using Pentaho**
  (Uh… Who can help you with the data link ? It's me !?)

Advantage and Disadvantage

Proprietary ERP Package

- **Advantage**
  - Implementation to your company is very easy.
  - The package has many useful functions.
- **Disadvantage**
  - It is very expensive
    - Consultation
    - Software Package
    - Support
    - Education
    - Customizing
  - It may be necessary to change the workflow of your business to match the ERP.
    - Changing workflow will cause work confusion in the initial stage of the ERP implementation.

Advantage and Disadvantage

OSS ERP Package

- **Advantage**
  - Low cost
    - Installation
    - Software package
    - Support
  - Customizable by the user

- **Disadvantage**
  - All ERP functions are NOT fully supported.
    - It may be necessary to add some functions to the ERP.
  - It may be necessary to change the workflow of your business to match the ERP also.
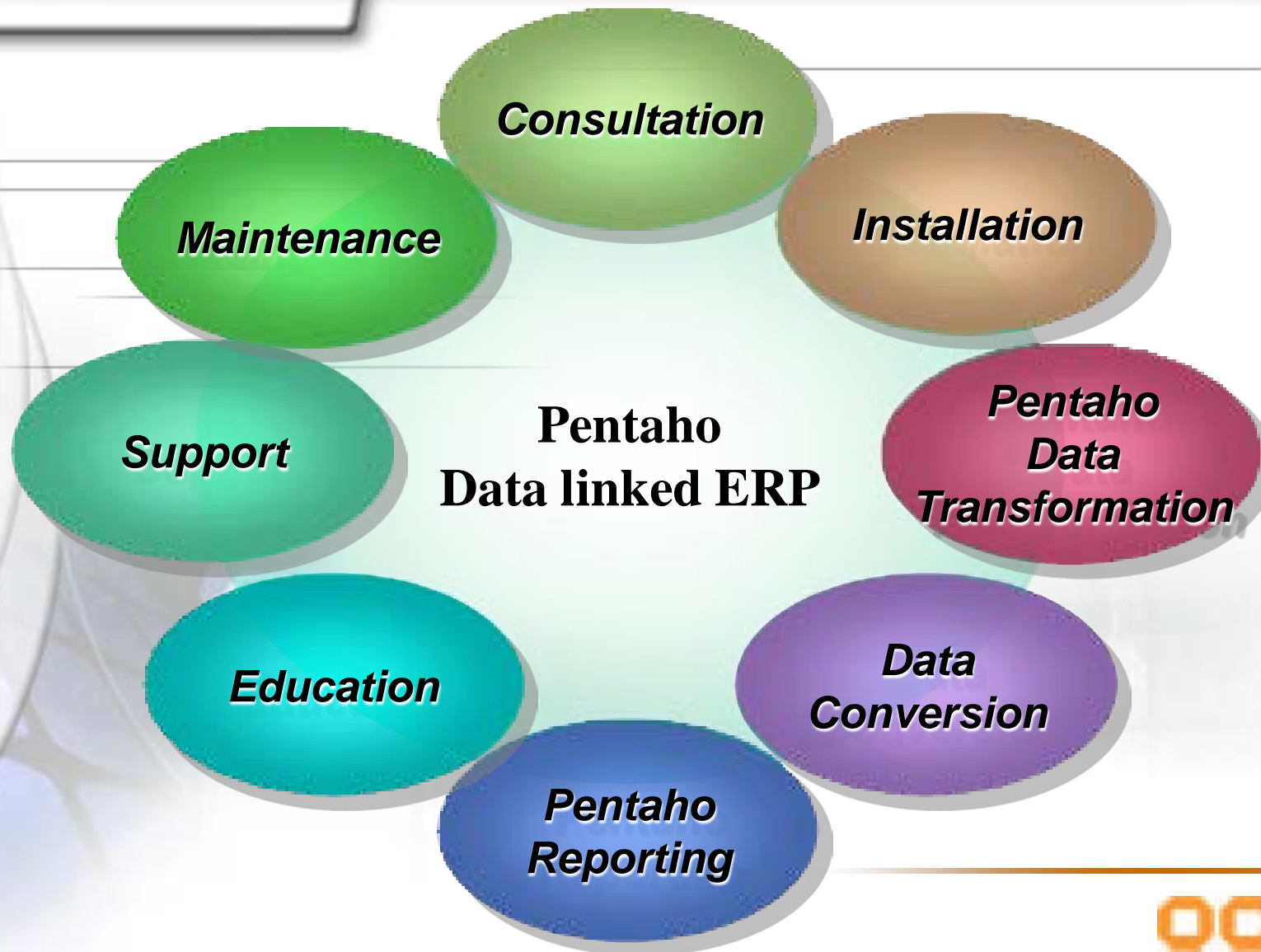
Advantage and Disadvantage

Data linked ERP by using Pentaho

- Advantage
  - User interface and workflow do NOT change.
    - Use it as usual !
  - Low cost
    - Especially, education cost!
    - Installation

- Disadvantage
  - Consultation of data link is required.
  - Upgrading the current proprietary software (FRM, SCM,…) may require the modification of Pentaho Data Transformation logic due to the change in the data format.
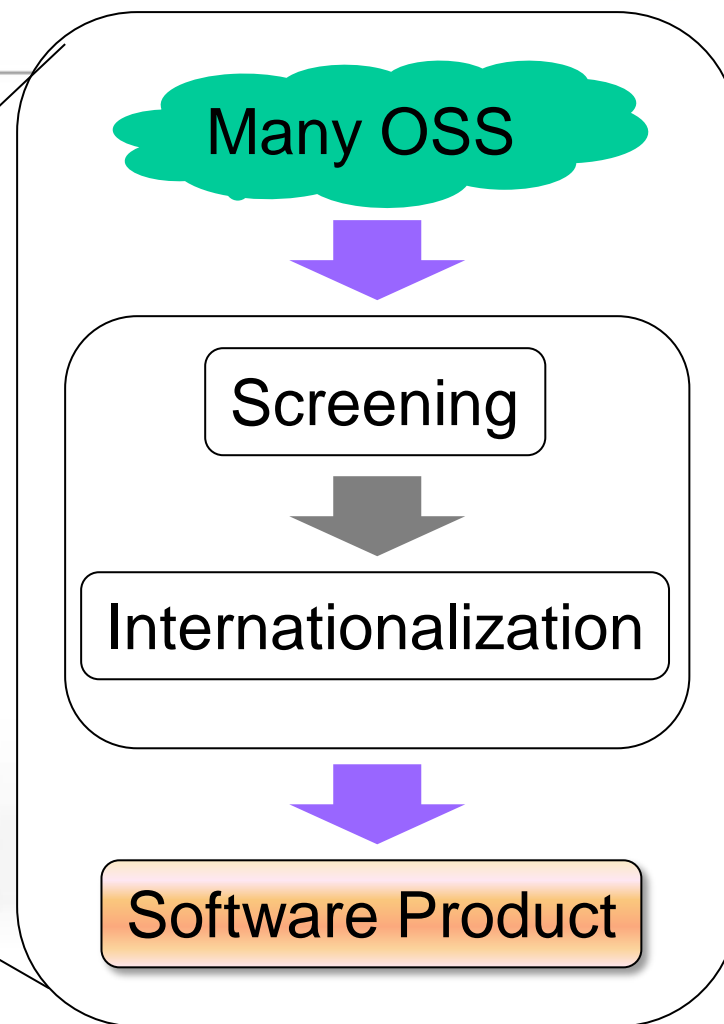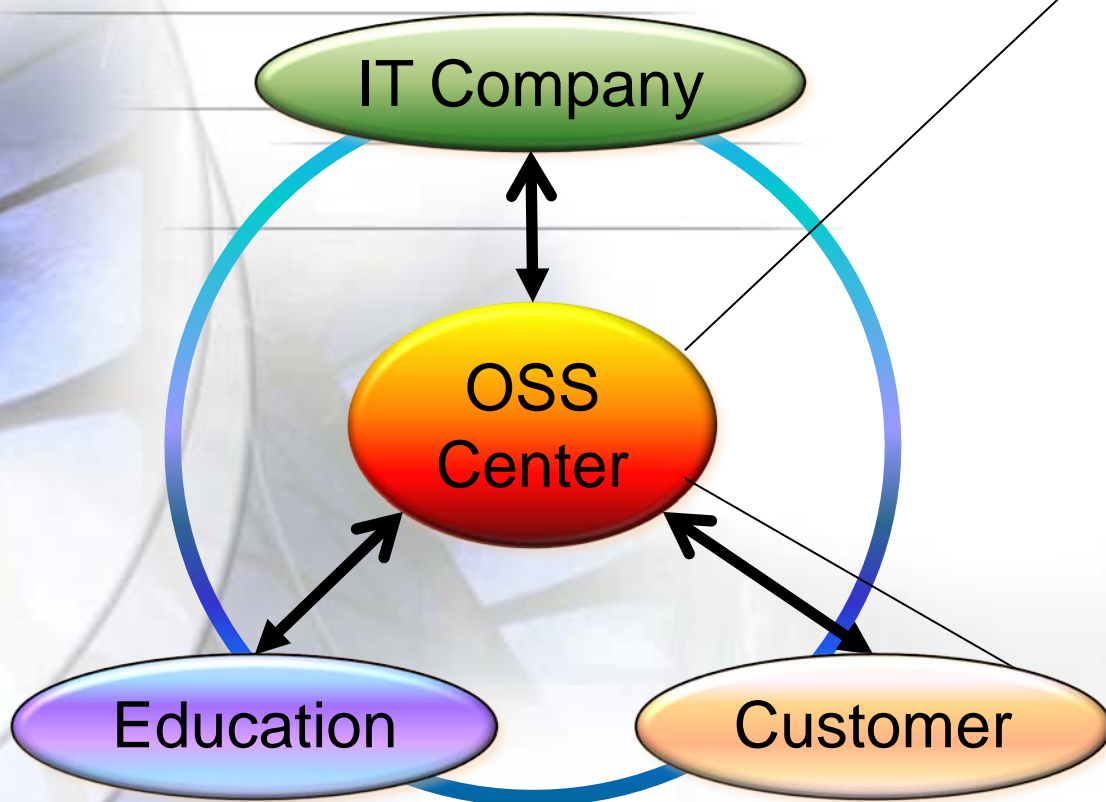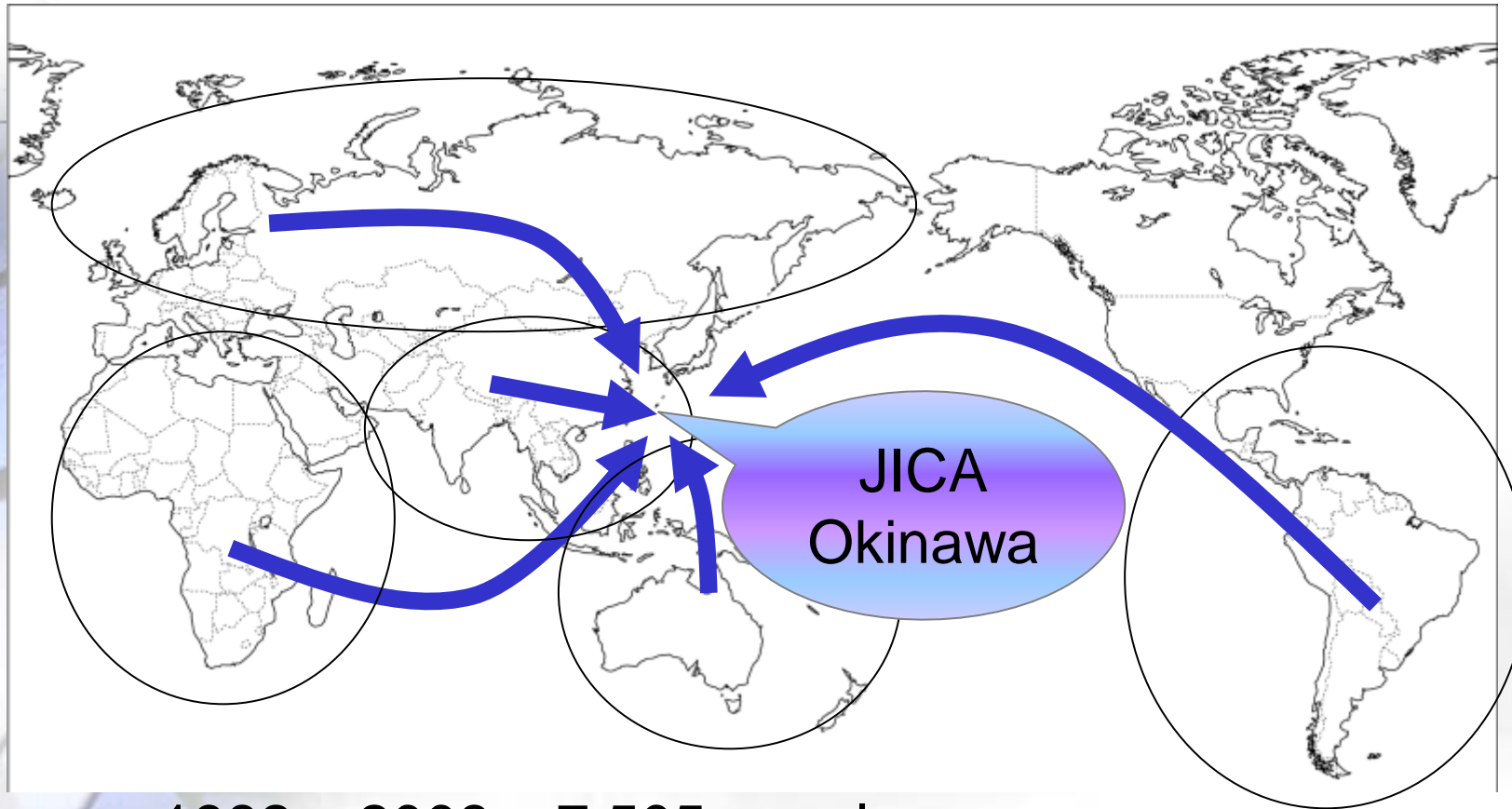
OCC Pentaho Business Model

Consultation

Installation

Maintenance

Pentaho
Data
Transformation

**Pentaho
Data linked ERP**

Support

Data
Conversion

Education

Pentaho
Reporting

OCC

Okinawa OSS Center

The center will be held in January of next year.

IT Company

OSS Center

Education

Customer

Many OSS

↓

Screening

↓

Internationalization

↓

Software Product

JICA Okinawa

JICA
Okinawa

1982 – 2008   7,505 people
157 countries

Summary

- Pentaho Data Integration is connectible with various databases (Oracle, MS SQL Server, MySQL, PostgreSQL,…) and perform complicated calculations.

- Pentaho Reporting can output various reports easily from various data formats.

- By using Pentaho, you can get the same results as the proprietary ERP without having any education for new ERP package.

- Okinawa OSS Center

- JICA Okinawa

Thank you for listening !

Tomohide YABIKU
yabiku@occ.co.jp