NETWORLD+INTEROP 2004 TOKYO

Event Report



NetWorld+Interop 2004 Tokyo Steering Committee

July 2004

NETWORLD+INTEROP 2004 TOKYO

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July 2004

Dear NetWorld+Interop 2004 Tokyo Sponsor/Exhibitor,

Thank you for your participation in NetWorld+Interop 2004 Tokyo.
The success of this year's event was the result of support from more than 350 of the leading networking technology vendors and the high-quality of the attending IT professionals.

We are pleased to send you the Event Report of NetWorld+Interop 2004 Tokyo. Feel free to contact NetWorld+Interop 2004 Tokyo team if you have any questions with the enclosed material.

Thank you once again for your participation.

Sincerely yours,

NetWorld+Interop 2004 Tokyo Steering Committee

1. Event Overview

Event:	NetWorld+Interop 2004 Tokyo
Period:	Exhibition: Wed. June 30 - Fri. July 2
	Conference: Mon. June 28 – Fri. July 2
Venue:	Makuhari Messe (Chiba Japan)
Organizer:	NetWorld+Interop 2004 Tokyo Steering Committee
Management:	Internet Association Japan
	MediaLive Japan, Inc.
Supported by:	Ministry of Public Management, Home Affairs, Posts and Telecommunications Ministry of Economy, Trade and Industry Small and Medium Enterprise Agency Chiba Prefecture Chiba City U.S. Commercial Service Japan, United States Embassy Japan External Trade Organization (JETRO) The Japan Chamber of Commerce and Industry Japan Internet Providers Association Nippon Keidanren Japan Information Technology Services Industry Association (JISA) Telecom Services Association Telecommunications Carriers Association The Japan Direct Marketing Association Japan Network Information Center Japan Personal Computer Software Association New Business Conference Digital Content Association of Japan Foundation for MultiMedia Communications (FMMC)
In collaboration with:	Japan Network Security Association Japan Electronic Data Interchange Council (JEDIC) The XML Consortium Electronic Commerce Promotion Council of Japan Japan Useware Association Mobile Broadband Association
Special Support	WIDE Project
Official Sponsor	i,ROBOT

2. Exhibition Attendees

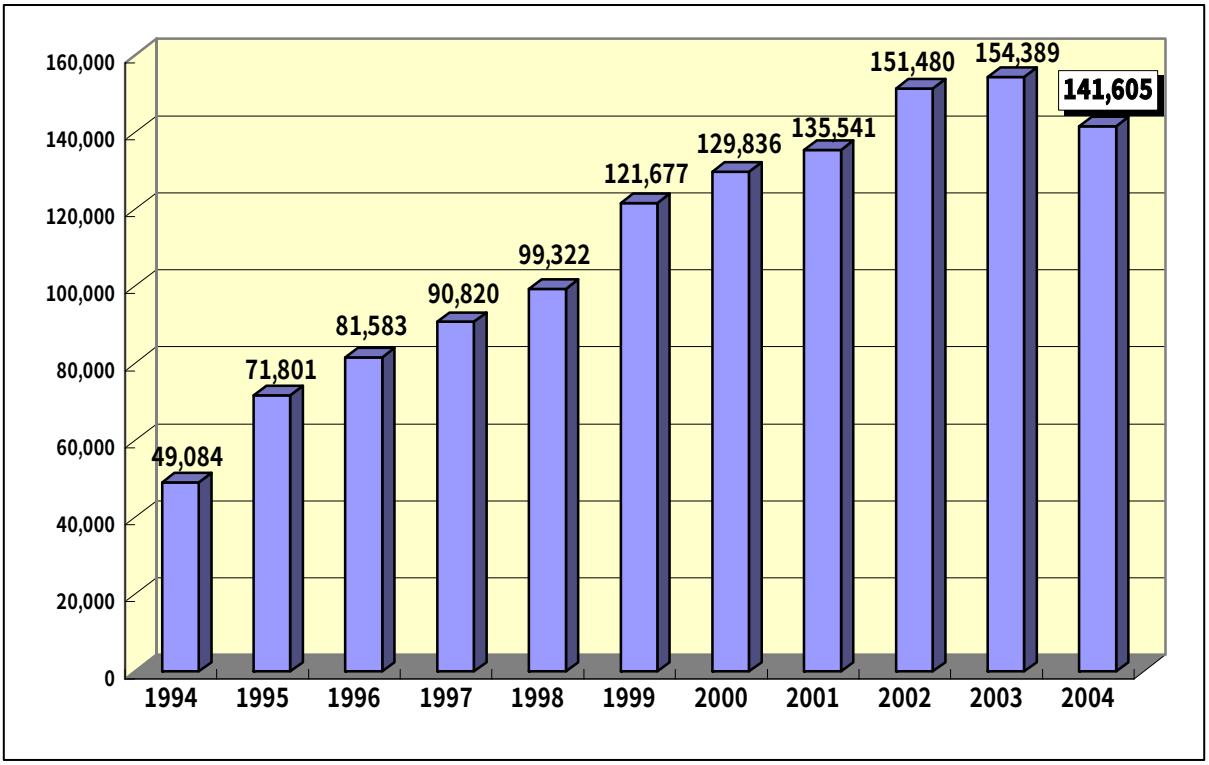
a) The Number of Exhibition Attendees

Date	Opening Hours	Weather	# of Attendees	# of Attendees in 2003
Wed. June 30	10:30-18:00	thunder, cloudy later	34,125	41,734
Thu. July 1	10:00-18:00	cloudy, fair later	51,277	54,288
Fri. July2	10:00-16:30	sunny	56,203	58,367
Total			141,605	154,389

Note:

- The number of attendees was counted by Bar-code Reader at the entrance.
- One person was counted as one even if he/she passed the entrance more than once within the day.
- One person was counted as three if he/she visited the event over three days, and two as if he/she visited the event over two days.

b) Transition of the Number of Exhibition Attendees from 1994 to 2004



3. Exhibitors & Booth Unit

- The number of exhibitors: 376 (The number of exhibitors in 2003: 325)
- The number of booth unit: 2,092 (The number of booth unit: 2,035)

4. Exhibitor List

A
A2I Co.,Ltd
Accense Technology, Inc.
AG-TECH CORP.
Agilent Technologies Japan, Ltd.
Airespace, Inc.
ALADDIN JAPAN CO.,LTD
ALCATEL Japan K.K.
Allied Telesis K.K.
ALPS System Integration Co.,LTD.
ANRITSU CORPORATION
antek networks INC.
ANYNET Inc.
APC Japan, Inc.
APISTE CORPORATION
APW Japan Inc.
Arting Co.,Ltd.
Artiza Networks, Inc.
Aruba Wireless Networks K.K.
ASAHI GLASS CO.,LTD
ASCII Corporation
Asgent, Inc.
ASK Corporation
ASTEC, Inc.
AVAL NAGASAKI CORPORATION
AXE, Inc.
AXIO Corporation/Showa Electric Wire & Cable Co.,Ltd.

B
Barracuda Networks
BCN, Inc.
BLACK BOX Network Services Co., Ltd.
BlueCoatSystems K.K.
BUSSAN Networks, Ltd.

C
C4 Technology, Inc.
CANON SALES CO., INC./CANON SYSTEM SOLUTIONS INC.
CAREER DESIGN CENTER CO.,LTD.
Check Point Software Technologies Ltd.
Chuo Electronics Co., Ltd.
CHUO ELECTRONICS CO.,LTD.
Cisco Systems K.K.
Clearswift K.K.
CLIPCOMM, INC.
Computer Associates
Computer Systems Engineering Co.,Ltd.
Comtrend Corporation
ComWorth CO.,LTD
corega k.k
CyberGuard Corporation
Cybernetech Corporation
Cyclades Japan K.K.

D
DAIWA DENGYO CO., LTD.
DDS,Inc.
Dempa Publications, Inc.
Dialog Inc.
DigiLAN Inc.
Digital Architect Corp.
Digital Processing Systems Japan K.K.
DIGITAL TECHNOLOGIES CORPORATION
dit co., ltd.

E
Easy Products, S.L.
ELECTORI CO.,LTD
ELECTRIC MATERIAL ,INC.
ELGEN Corporation
Elmic Systems, Inc.
Empirix K.K.
enNetforum SSL VPN Remote Access WG
Extreme Networks K.K.

F
F5 Networks Japan K.K.
Fluke Networks,Inc
Fortinet Japan K.K.
Foundry Networks K.K.
FreeBit Co., Ltd.
FREEGINE Inc.
Fuji Xerox Co., Ltd.
FUJITSU ACCESS LIMITED
FUJITSU I-NETWORK SYSTEMS
FUJITSU LIMITED
FUJITSU LSI SOLUTION LIMITED
FUJITSU NETWORK SOLUTIONS LIMITED
Fujitsu Network Technologies Limited
FUJITSU SOCIAL SCIENCE LABORATORY Ltd.
FUJITSU SUPPORT AND SERVICE INC.
FUSION COMMUNICATIONS CORP.

G
GAIN CO.,LTD
Gijutsu Hyoron Co.,Ltd.
Graphein Co.,Ltd.

H
HAMAMATSU PHOTONICS K.K.
Hammock Corporation
Hewlett-Packard Japan Ltd.
Hitachi Cable LTD.
Hitachi High-Technologies Corporation
Hitachi Information Systems,Ltd.
Hitachi Kokusai Electric Services, Inc./MRV Communications, Inc
Hitachi Systems & Services,Ltd.
Hitachi ULSI Systems Co., Ltd.
Hitachi, Ltd.
HOEI SANGYO CO.LTD
Huawei-3Com Japan K.K.
HyPerformix Japan Limited / KGT Inc.

I
i,ROBOT
I-ON Communications
I-WAVE Corporation
IBS-Japan,Inc.
IDG JAPAN Inc.
IIGA Co.,Ltd.
ILil Corporation
Impress Corporation
INCOM Co.,Ltd.
Infineon Technologies Japan K.K.
INFOCOM CORPORATION
INTEC Communications ,Inc.
Intel K.K.
Internet Association Japan
Internet Initiative Japan Inc.
IP-processor Consortium
ipeen.inc
IT Frontier Corporation
IWATSU Electric CO., LTD
Ixia K.K.

4. Exhibitor List

J
J's Communication Co., Ltd.
Japan Direct Marketing Association
JAPAN EXTERNAL TRADE ORGANIZATION (JETRO)
JAPAN LANTRONIX K.K.
JAPAN TELECOM CO., LTD.
Johokobo,Inc.
JR SYSTEMS
Juniper Networks K.K.

K
Kanematsu Communications Ltd.
Kawamura Electric Inc.
KDDI CORPORATION
kirala21 co.,ltd
KOGYO TSUSHIN CO.,LTD.
Kowa Company,Ltd.
KYOCERA COMMUNICATION SYSTEMS Co.,Ltd.
Kyung Gee Electronics Co.,Ltd.

L
Laguna Hills, Inc.
Libertec Co., Ltd.
LINGUAPHONE ACADEMY
Locus Networks Corporation
Logicube, Inc.

M
M.P.Technologies,Inc.
M2Soft Co.,Ltd./e-Corporation.JP
Macnica Networks Corp.
Marubeni Solutions Corp.
Matsushita Electric Industrial Co., Ltd.
Matsushita Electric Works,Ltd./Matsushita Network Operations Co., Ltd.
Meru Networks, Inc.
Merubeni Solutions Corp
Metalink Ltd.
Microsoft Co., Ltd.
Mitsui & Co., Ltd.
Mobile Broadband Association
MORITANI & CO.,LTD./XIMETA, INC
MSA Co.,Ltd.

N
N-CASH Co., Ltd.
Naigai Energering Inc.
NAKAYO TELECOMMUNICATIONS,INC.
NEC
NEC Engineering,Ltd.
NEC Fielding, Ltd.
NEC Soft, Ltd.
NEC System integration & Construction, Ltd.
NEC System Technologies, Ltd.
NEC Telenetworx, Ltd.
NeoJapan,Inc.
NetAgent Co,. Ltd.
NetJapan, Inc.
NETMARKS
Network Associates Co., Ltd. Security
NEWS Corp.
Nihon F-Secure Corporation
Nikkei Business Publications,Inc
Nippon COMSYS Corporation
NIPPON TELEGRAPH AND TELEPHONE EAST CORPRATION
NISSHO ELECTRONICS CORP.
NITTO ELECTRIC WORKS,LTD.
NIXUS
Nokia Japan Co., Ltd.
Nortel Networks Japan
NOX Co., Ltd.
NTT Communications Corporation
NTT COMWARE CORPORATION
NTT Software Corporation
NTT-ME CORPORATION

O
O'Reilly Japan,Inc.
Ohmsha,Ltd
Oki Electric Industry Co.,Ltd.
Omnisci Software, Inc.
Open Technologies Corporation
Optical Cable Corporation
Orangesoft Inc.
ORIZON Systems Co.,Ltd.
Otsuka Corporation

P
Panasonic Communications Co., Ltd.
Panduit Corp. Japan Branch
PIOLINK, Inc.
PRONET SYSTEM INC.
Proside Corp.
PSI INC.
PTOPA Co. Ltd.

Q
Qript, Inc.
QualityNet Co., Ltd.

R
Raritan Computer Japan, Inc.
Reed Business Information Japan K.K.
RIC TELECOM Co.,Ltd.
RICOH COMPANY, LTD
RICOH TECHNOSYSTEMS CO.,LTD
Rittal K.K.
ROOT INC.
RSA Security Japan Ltd.
Ruby Tech Corp.
RYOYO ELECTRO CORPORATION

S
Sanwa ComtecK.K.
SANWA DENKI KOGYO.CO.,LTD
Sarion Systems Research
Sarion Systems Research & Cool Design, Inc
SEIKO Precision Inc.
Senao International Co., Ltd.
Settsu Metal Industrial Co.,Ltd.
Sky Co.,LTD.
So-hon,Inc.
SOFTBANK Publishing Inc.
Softcreate.co.,ltd
SonicWALL Inc.
Sophos K.K.
Storage Networking Industry Association Japan
Sumisho Electronics Co.,Ltd.
Sun Microsystems K.K.
SUNRISE TELECOM
SWATnetworks Inc.
SYSTIMAX Solutions/Takabun Communications

4. Exhibitor List

T

Takachiho Koheki CO.,LTD
TAKIGEN MFG. CO., LTD
TDK Corporation
TechMatrix Corporation
Terilogy Co., Ltd.
THE TELECOM-ECONOMIC NEWS
THE NIKKAN KOGYO SHINBUN,LTD
TID Limited
TOA corporation
TOKYO ELECTRON LIMITED
Tokyo Electron Limited
TOYO Corporation
Transmart Inc.
TSUSHIN KOGYO ELECTRIC WIRE & CABLE CO.,LTD.
TUSHINKOGYO SHINBUNSYA

V

VeriSign Japan K.K.
VOICE Inter Communications Co.,Ltd.

W

WatchGuard Technologies, Inc
Websense Japan K.K.

X

Xtramus Technologies

Y

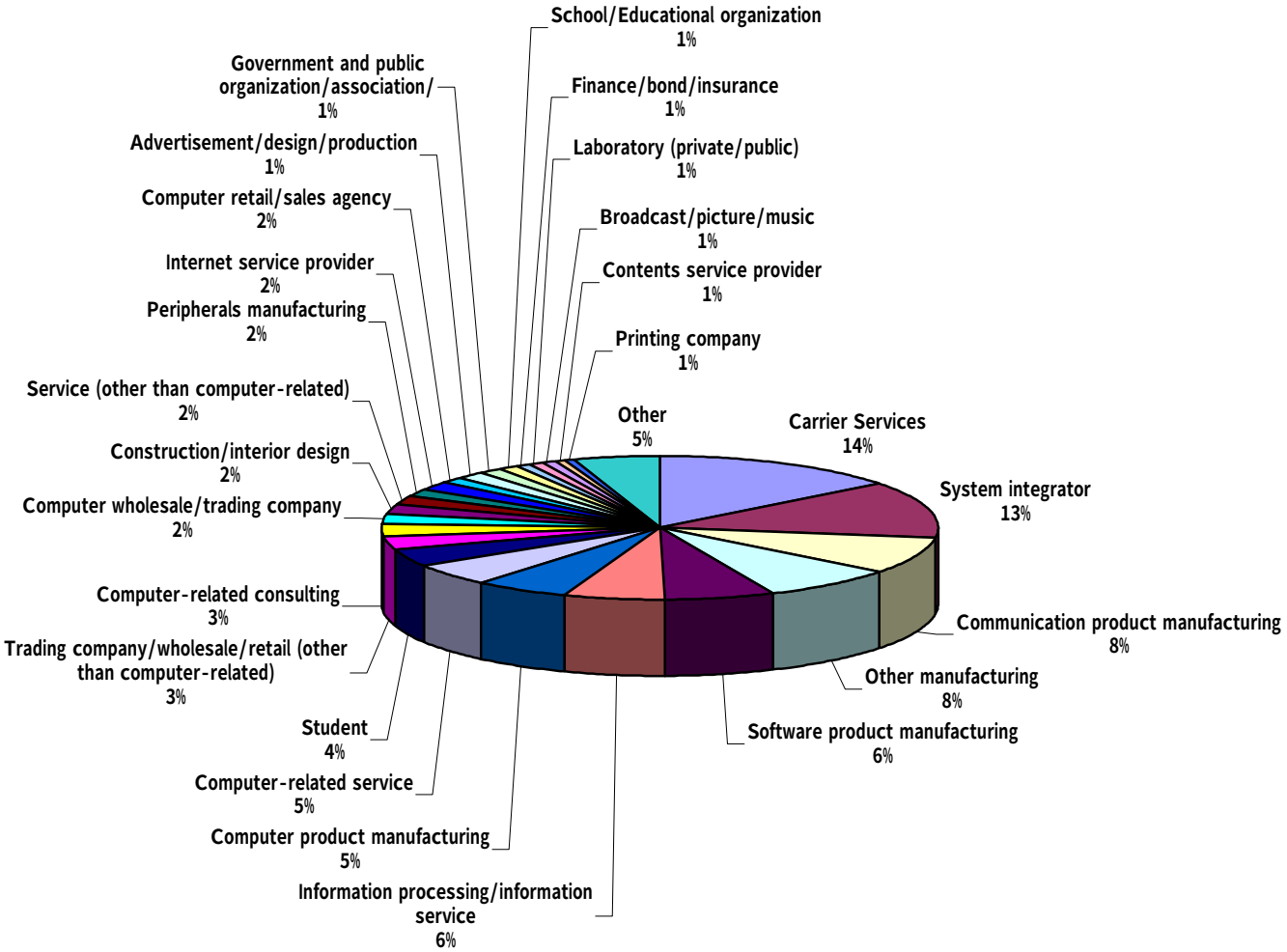
YAMAHA CORPORATION
YASKAWA INFORMATION SYSTEMS Corporation
Yokogawa Electric Corporation

Z

Zuken NetWave,Inc.

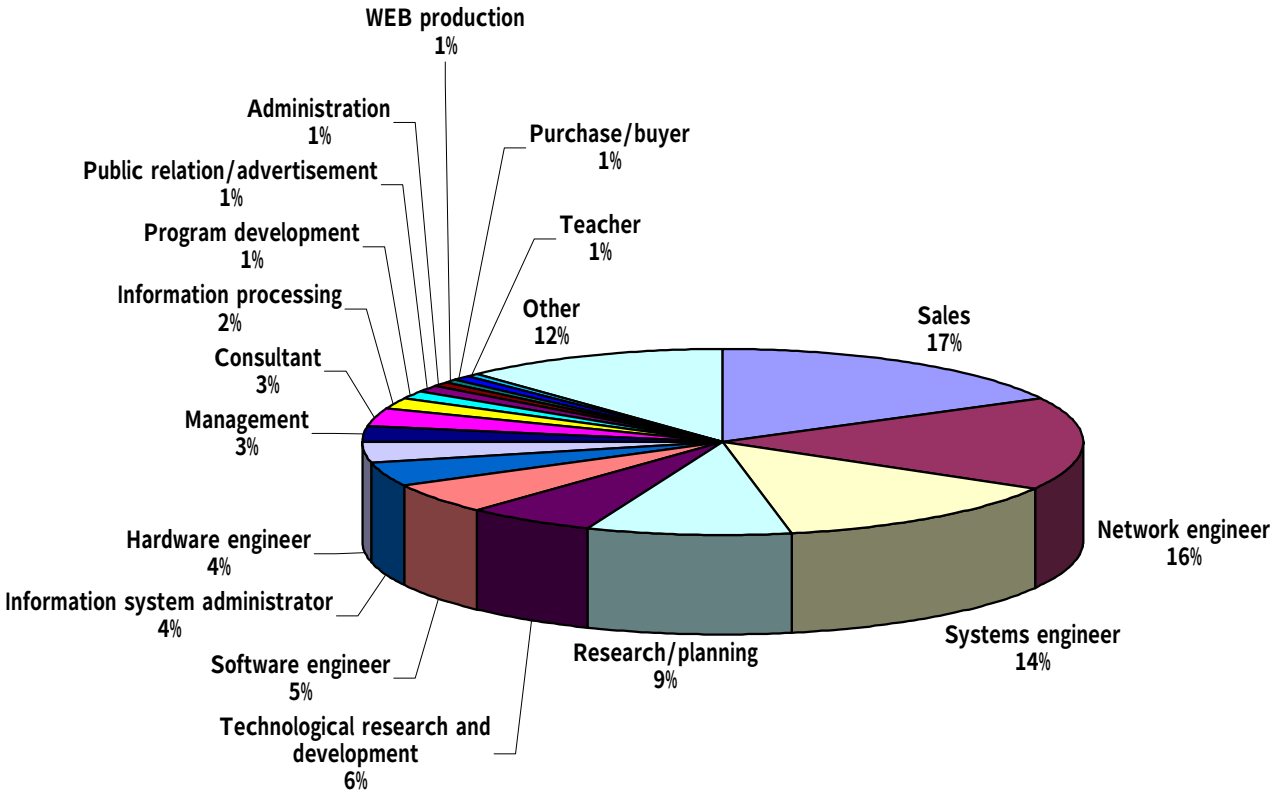
5. Attendee Profile - Primary Business / Industry

Comments: The survey shows that 35 % of respondents are from “Carrier Services”, “System Integrator”, and “Communication Product Manufacturing” industry in total, and this trend has not changed from 2001. Another finding is that the rate of “construction/interior design” is increased slightly and this would be the impacts coming from the promotion campaign for non-IT industries started out in this year.



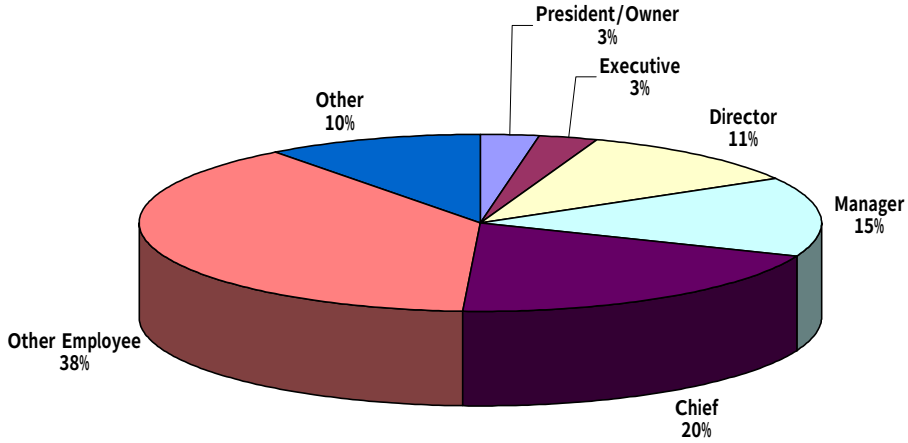
6. Attendee Profile - Primary Job Function

Comments: The largest group is “Engineers” such as Network engineers and Systems engineers, and this trend has not changed from 2001.

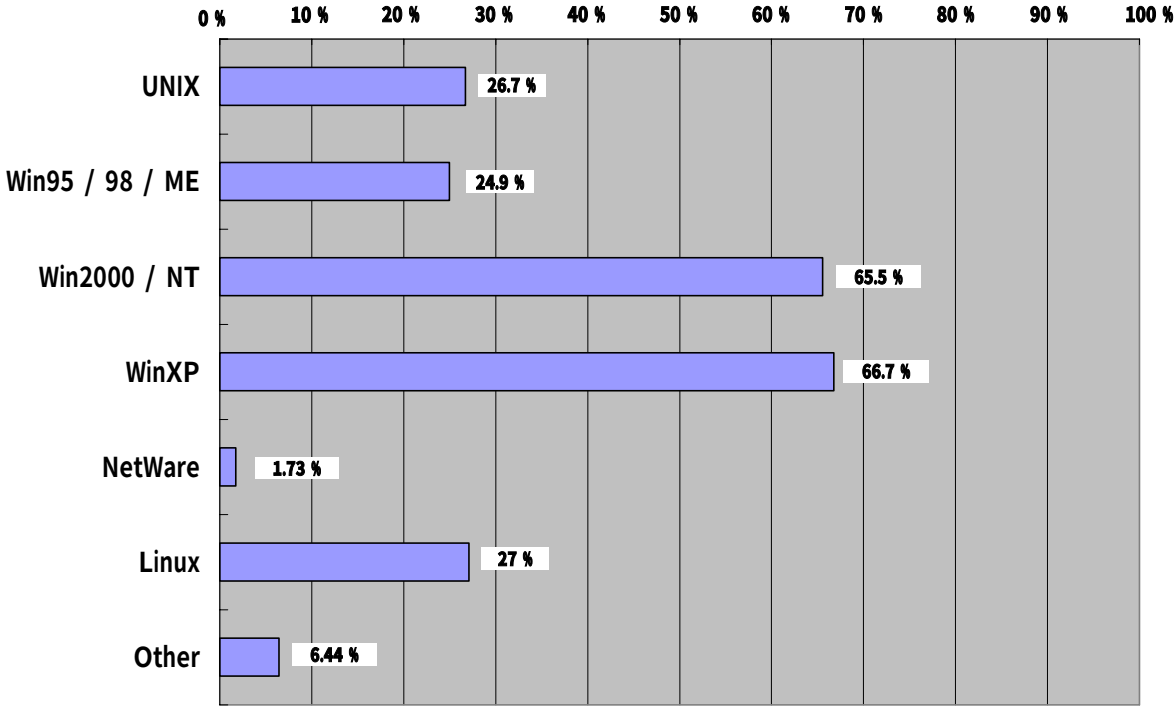


7. Attendee Profile - Job Responsibility

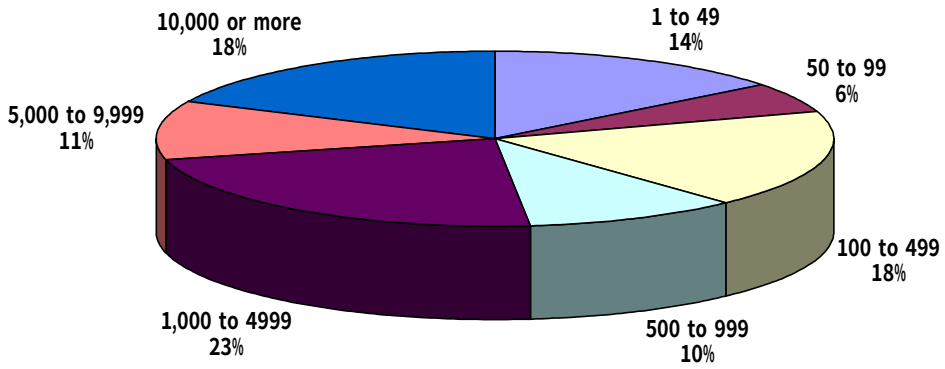
Comments: More than half of the respondents have job responsibilities, and this rate has increased compared to last year.



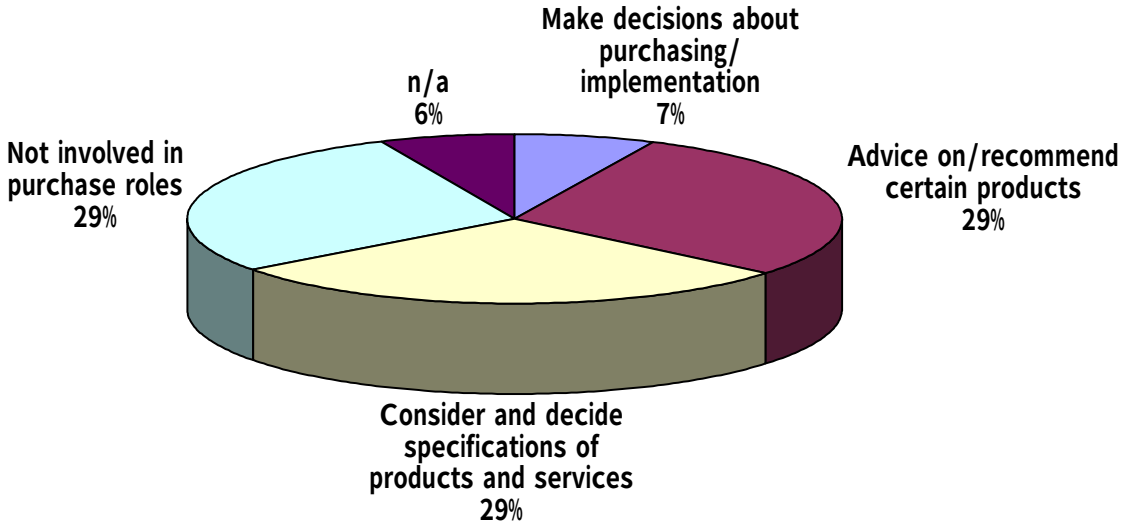
8. Attendee Profile - OS used at Work (check all that apply)



9. Attendee Profile - Company Size



10. Attendee Profile - Purchase Roles

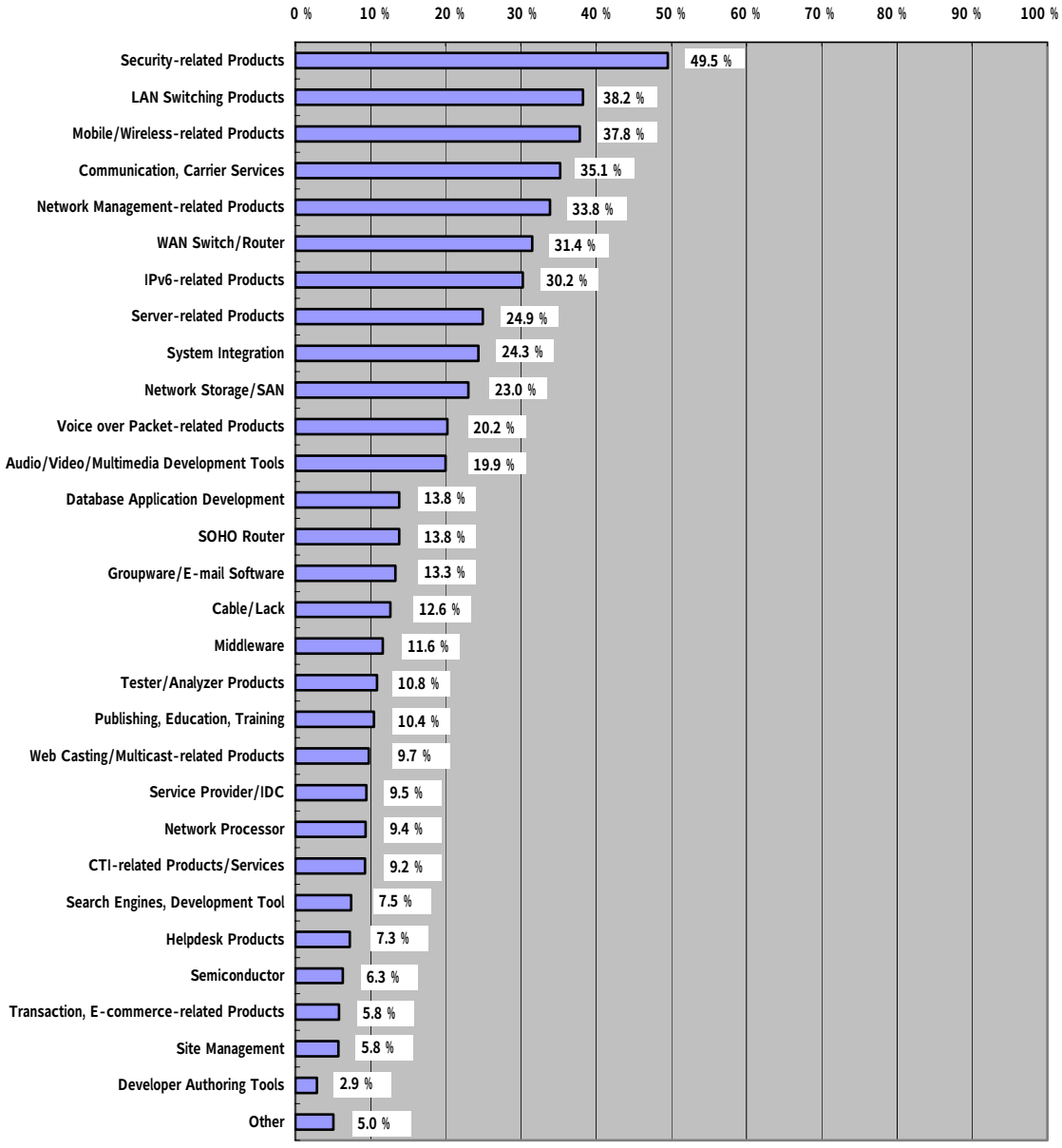


11. Attendee Profile - Areas of Interest (check all that apply)

Comments: Among the respondents, the most popular area of interests is “Security-related Products” followed by “LAN/Switching Products”, which was the most popular area of interest in 2003. “Security-related Products” will continue to draw attention in next year as security has become the essential technology.

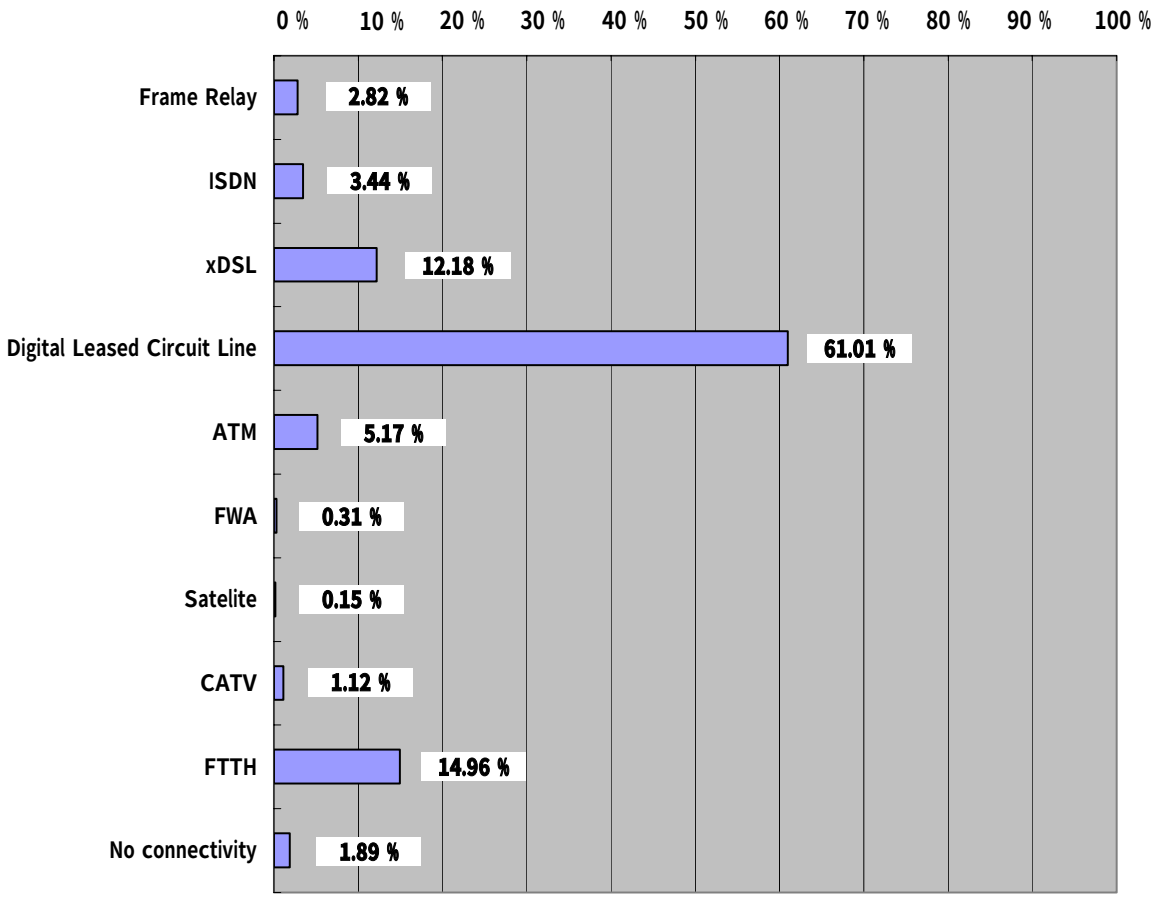
Although the rank of “Voice over Packet – related Products” went down compared to last year, this area is still attracting attentions.

Another finding is that “Network storage/SAN” has become more popular and its rank went up significantly.



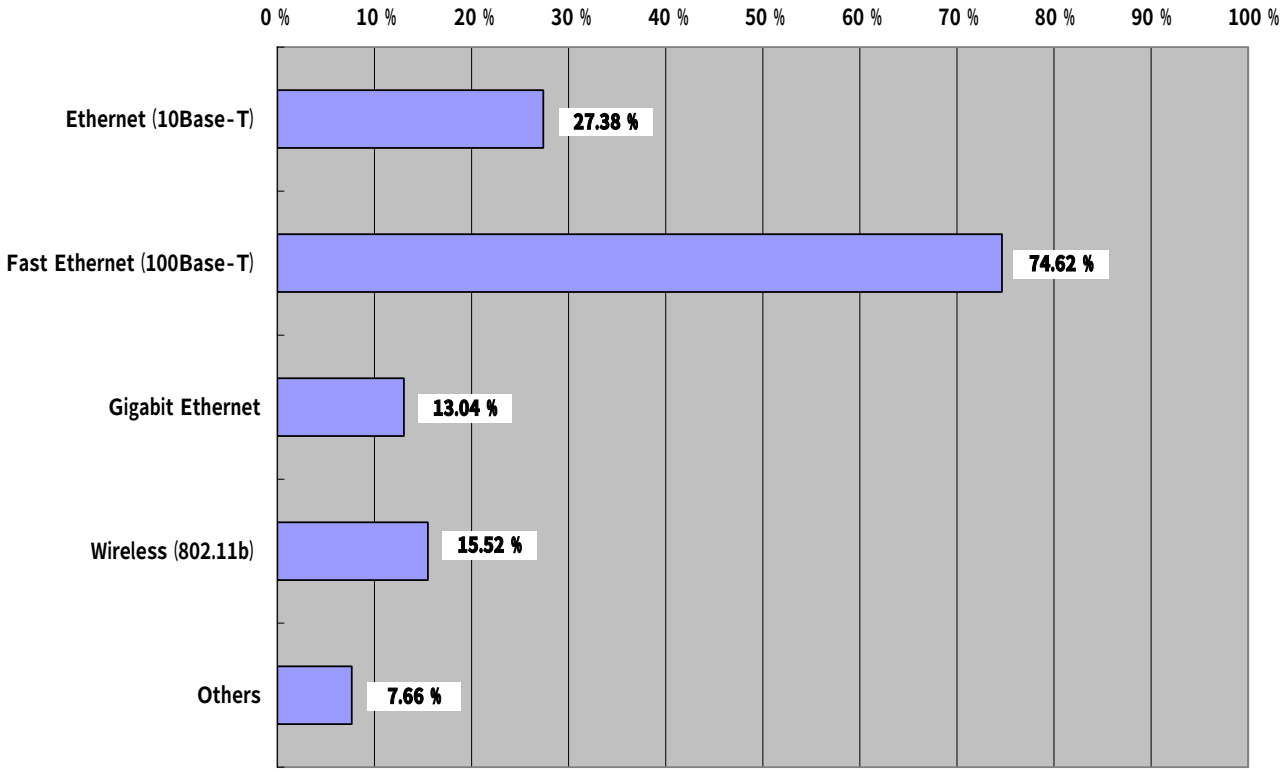
12. Attendee Profile - Internet Access at Work

Comments: The rate of FTTH has increased significantly.



13. Attendee Profile - LAN Environment at Work (check all that apply)

Comments: About 75 % of respondents use 100 Base-T at work.
Although 10 Base-T is still popular among respondents, the rate of “Wireless” and “Gigabit Ethernet” has increased largely compare to a year ago, and they are likely to become more popular than 10 Base-T in next year.



14. Attendee Profile - Involvement with the Network Devices

Comments: 42 % of respondents are involved in using network devices.

