

# Eclipse in Japan

EclipseCon2008  
Motoki MORI  
NEC Soft Ltd. Japan

## ■ Motoki MORI

- NEC Soft, Ltd (Tokyo, JAPAN)
- Have been working for Marketing and Business Development of JALCEDO Project

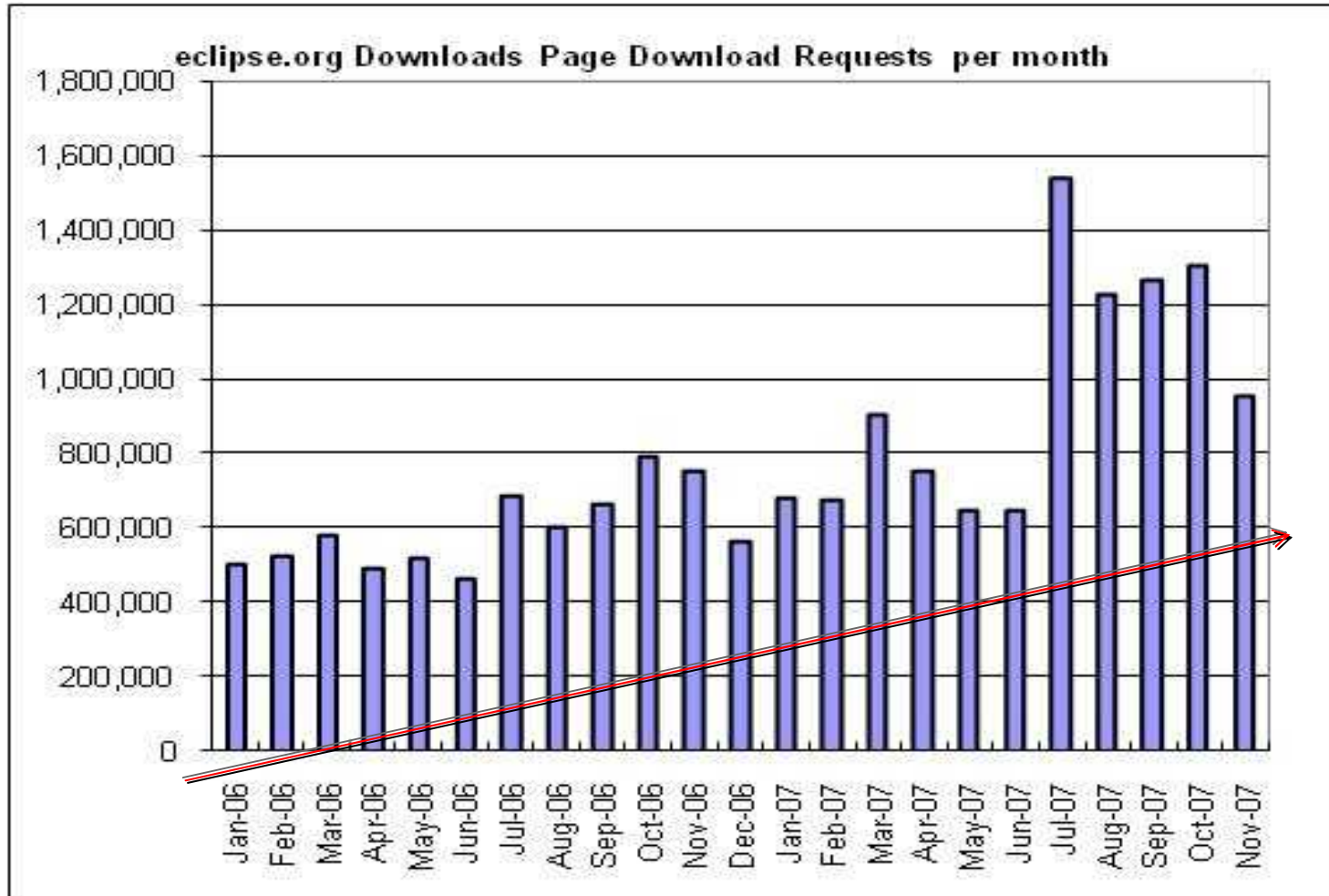
## ■ JALCEDO

- A development tool for Rich Client Applications based on Eclipse RCP by Java
- Open source in EPL
- <http://www.jalcedo.org/>
- <http://www.eclipsecon.org/2007/index.php?page=sub/&id=4043>

1. Introduction
  1. Market of Eclipse in Japan
  2. Analysis
2. Structure of IT industry
3. Conclusion

# 1. Introduction

# 1-1. Eclipse Download Stats

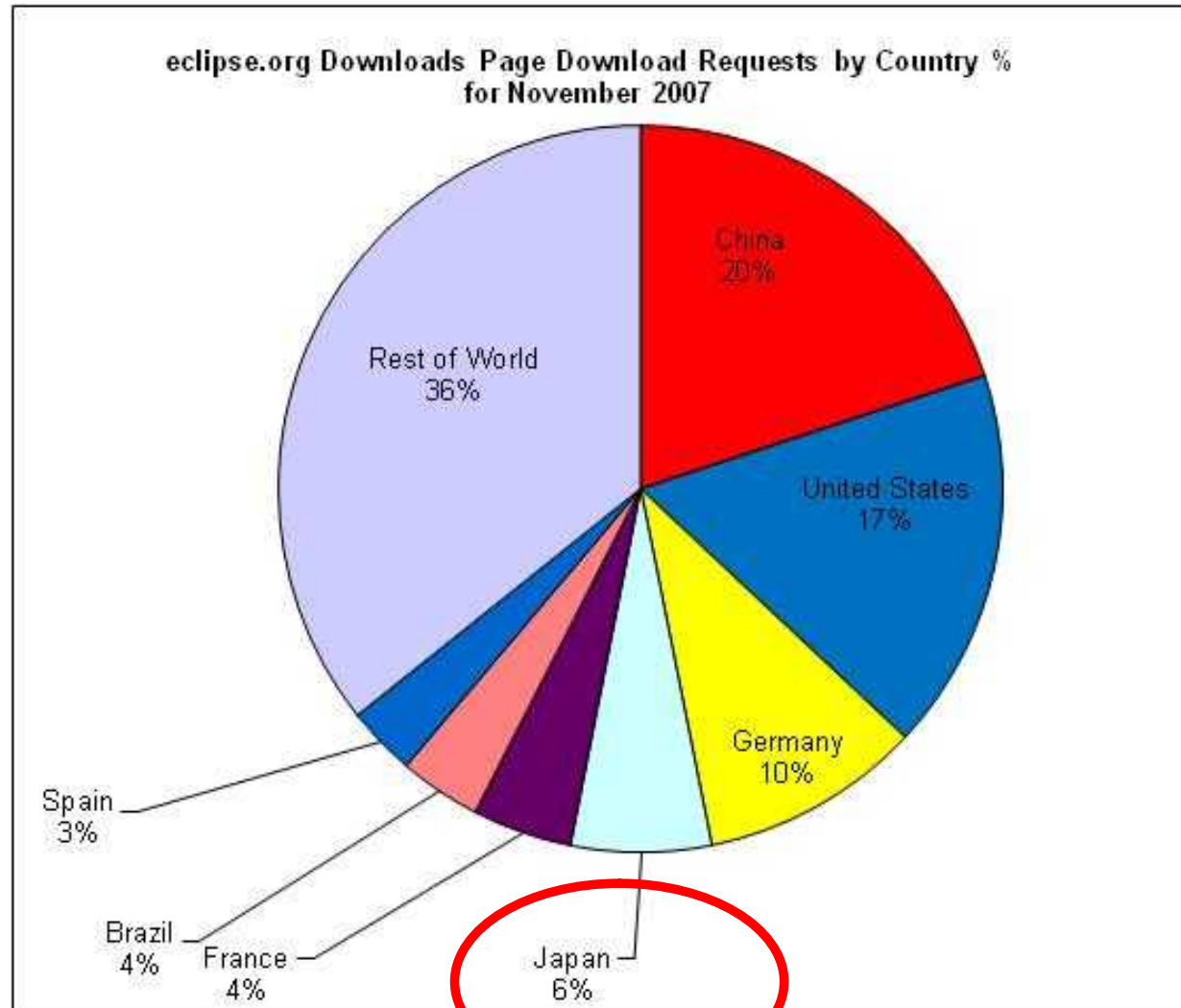


More than one Million per month

# 1-2. Market of Japan in the world

**Eclipse**  
**Download statistics**  
**by country**  
**(Nov.2007)**

There are a lot  
of Eclipse  
users in Japan



## from “ Extensive research of development assistance tools ” by NIKKEI SYSTEMS

### ■ NIKKEI BP

- is a one of the most famous business-IT publisher in Japan
- has a lot of magazines.
- This research was reported on “NIKKEI SYSTEMS Jun,2007.”

### ■ Researched and reported by Takashi NISHIMURA of NIKKEI BP

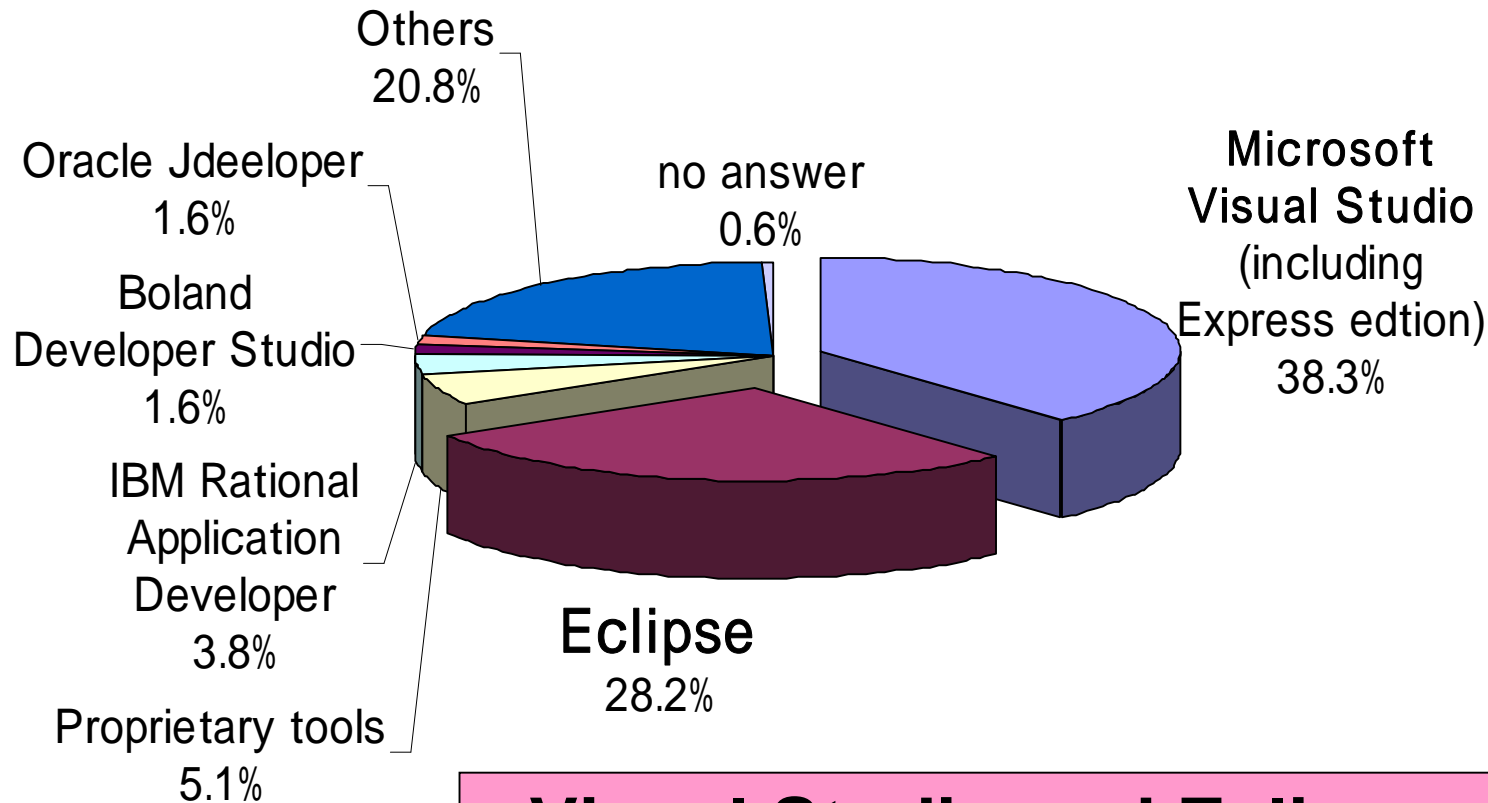
### ■ Market research on the internet

- From March 9<sup>th</sup> to April 16<sup>th</sup> 2007 in Japan
- The number of respondents was 1731

### ■ About programming tool

- The number of respondents 770

# 1-3. Market Share of programming tools

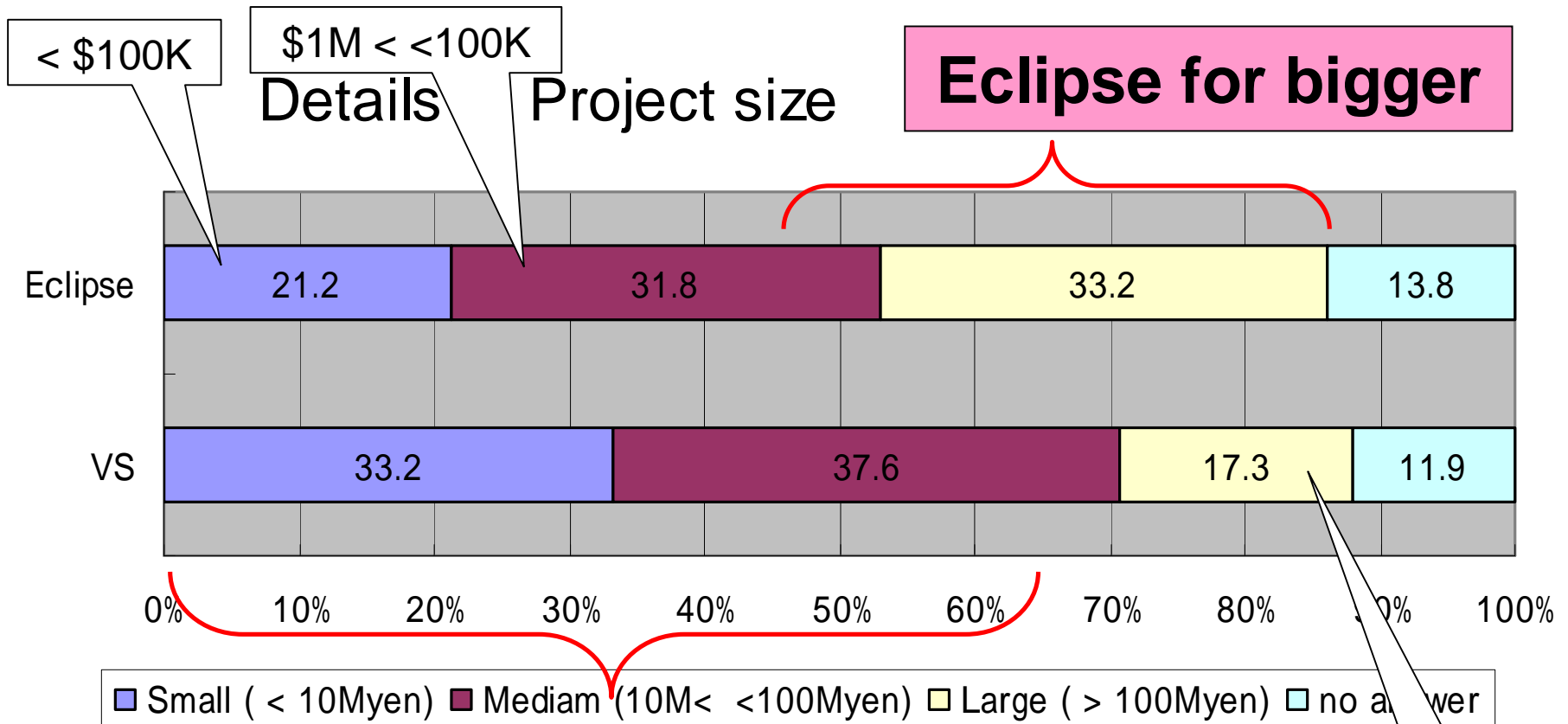


**Visual Studio and Eclipse are 2 big names**

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# 1-4. Analysis by Project size

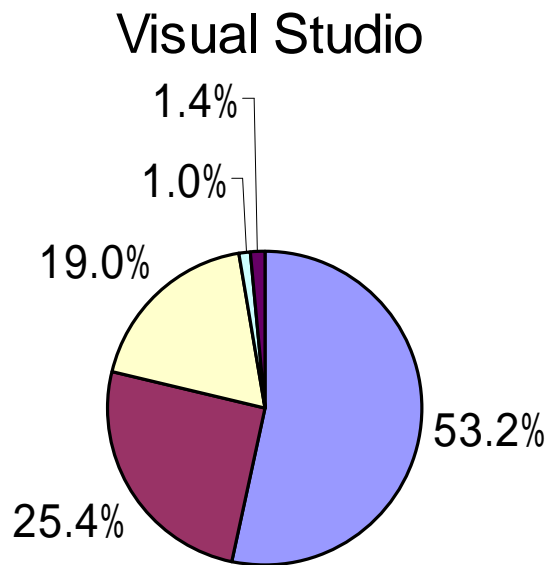


**Visual Studio is major in SMB**

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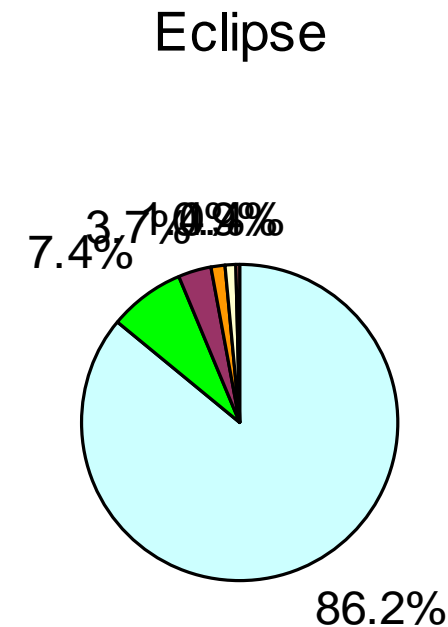
# 1-5. Analysis by programming Languages

## VB and C/C++/C#



Visual Basic C/C++ C# Java Others

## 86% by Java



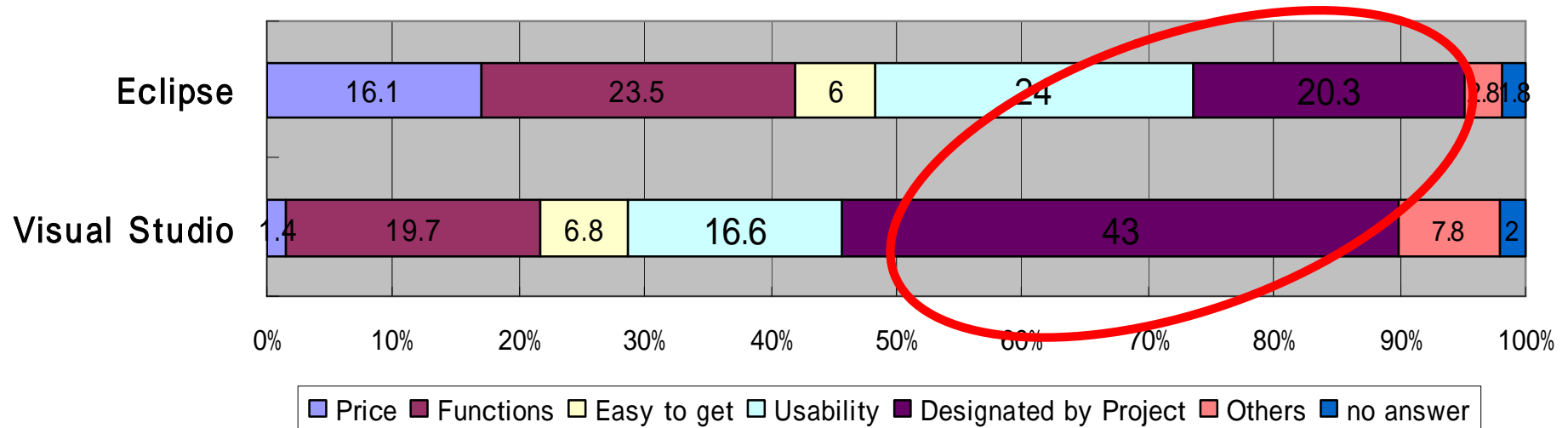
Java PHP C/C++ Python C# Others

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# 1-6. Analysis by reason of Adoption

### Reason of adoption



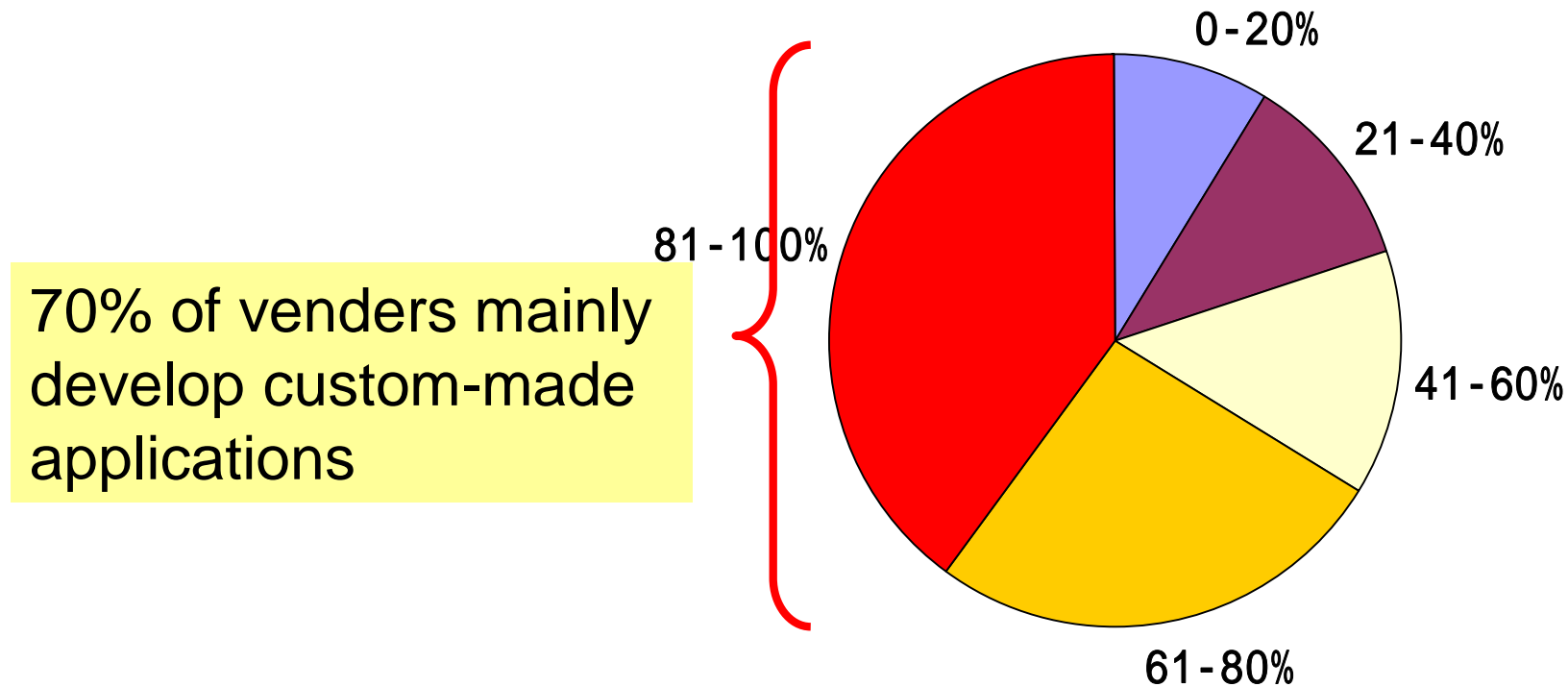
**Why “designated by project”?**

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## **2. Structure of IT industry**

## 2-1. Breakout: sales of Japanese vendors

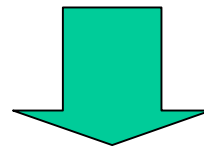
### custom development / sales volume



Customers prefer custom-made for their system.

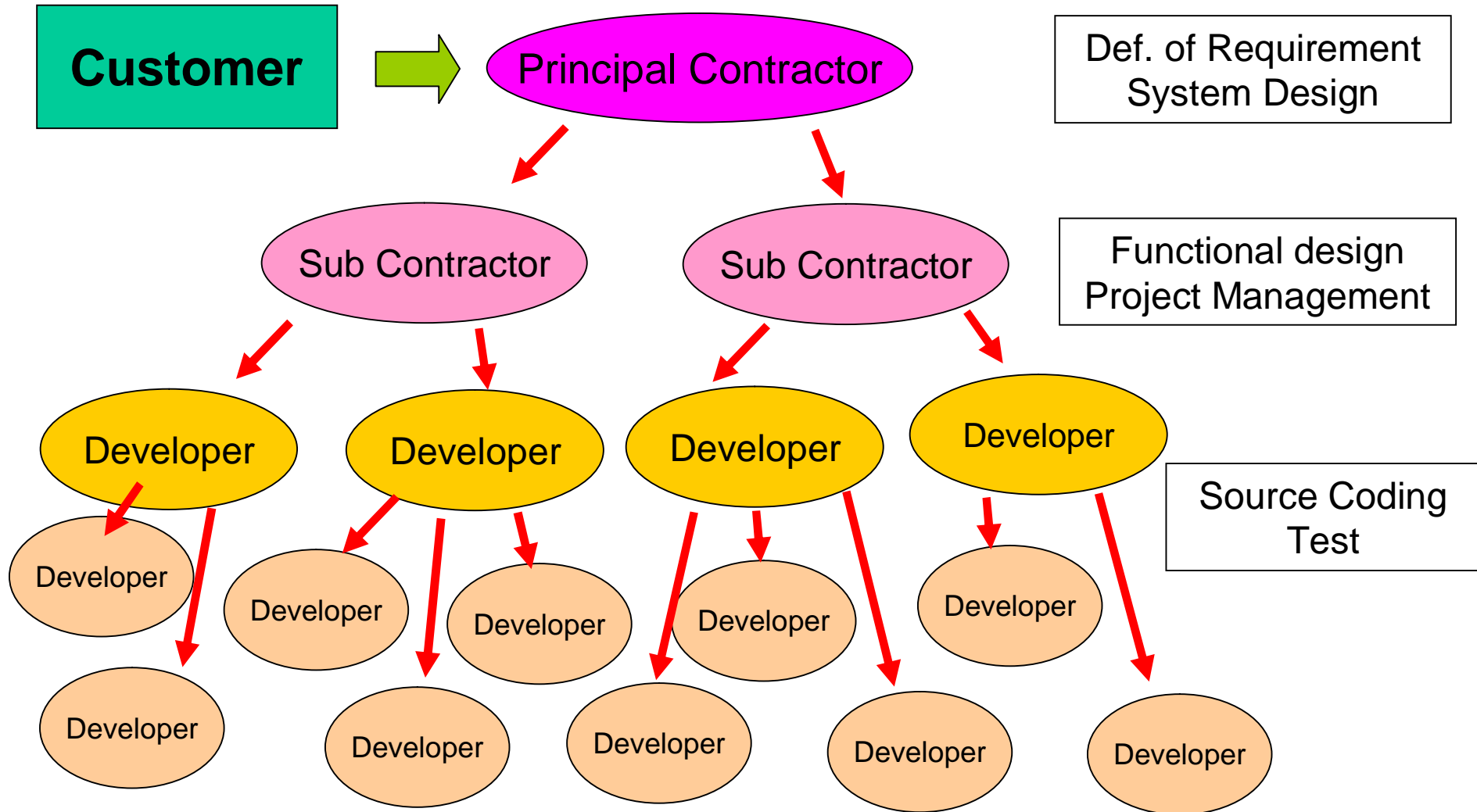
## 2-2. Weakened IT system division of Customers

- Very few customers make their IT system by themselves.
- Few customers apply enterprise software packages.
- Many customers ask SIs or software vendor to develop custom-made application system for them



- Some Customers can't make RFP by themselves.
- Principal contractor help them

## 2-3. Hierarchy of venders



- Who choose development tools?
  - Not always programmers (developers)



## **3. Conclusion**

- There are hundreds of thousands of Eclipse users in Japan.
- But because of hierarchy of developers, some programmers can't decide their development tools by themselves.

There are several characteristic difference between Japan and other IT market.

- For your business, enough market research is Mandatory!
  - By research company or consultant
  - By good partners in Japan

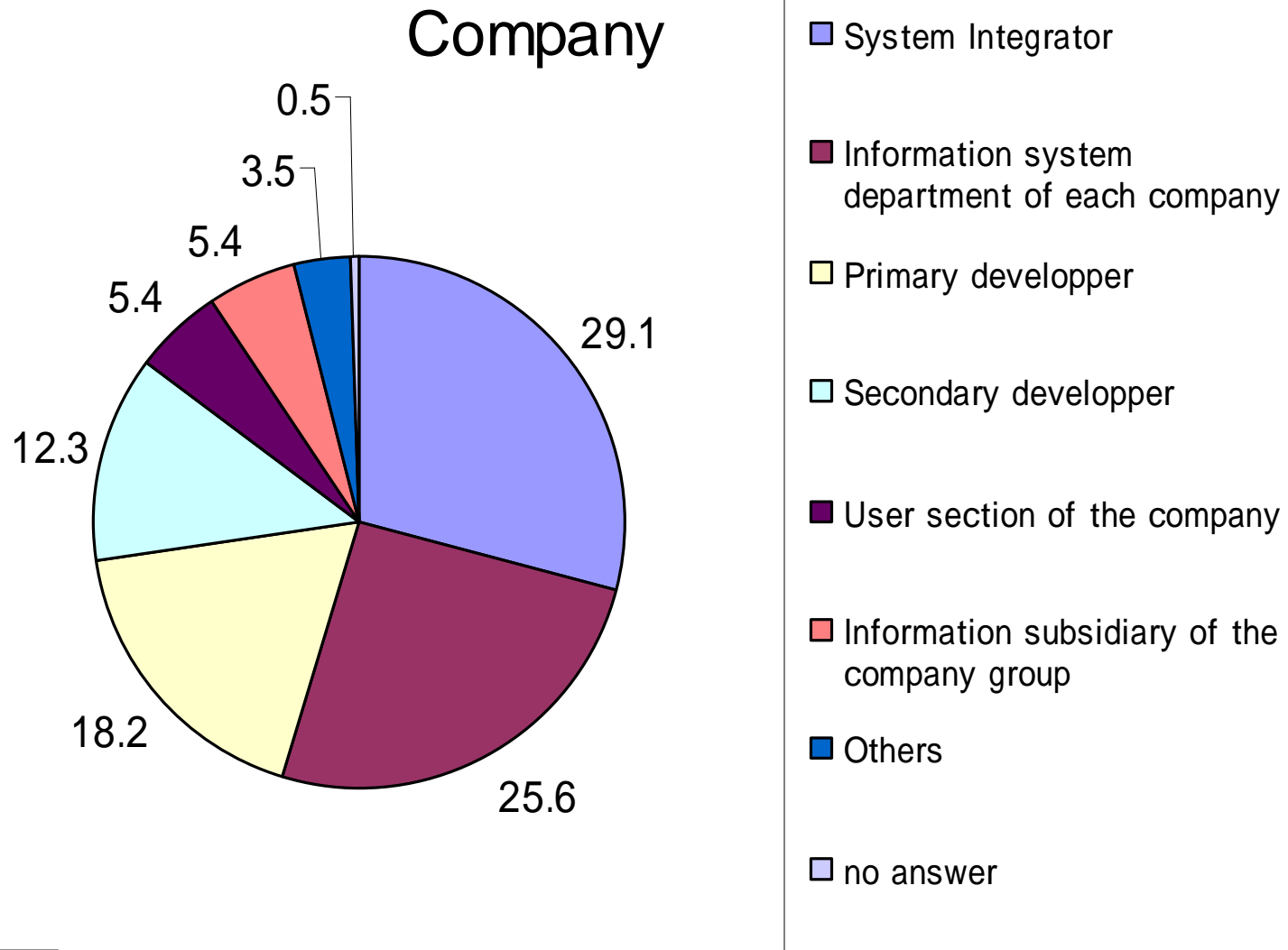
I hope success of your business in Japan

Motoki MORI

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NEC Soft, Ltd.

## 2.2 Respondents breakdown

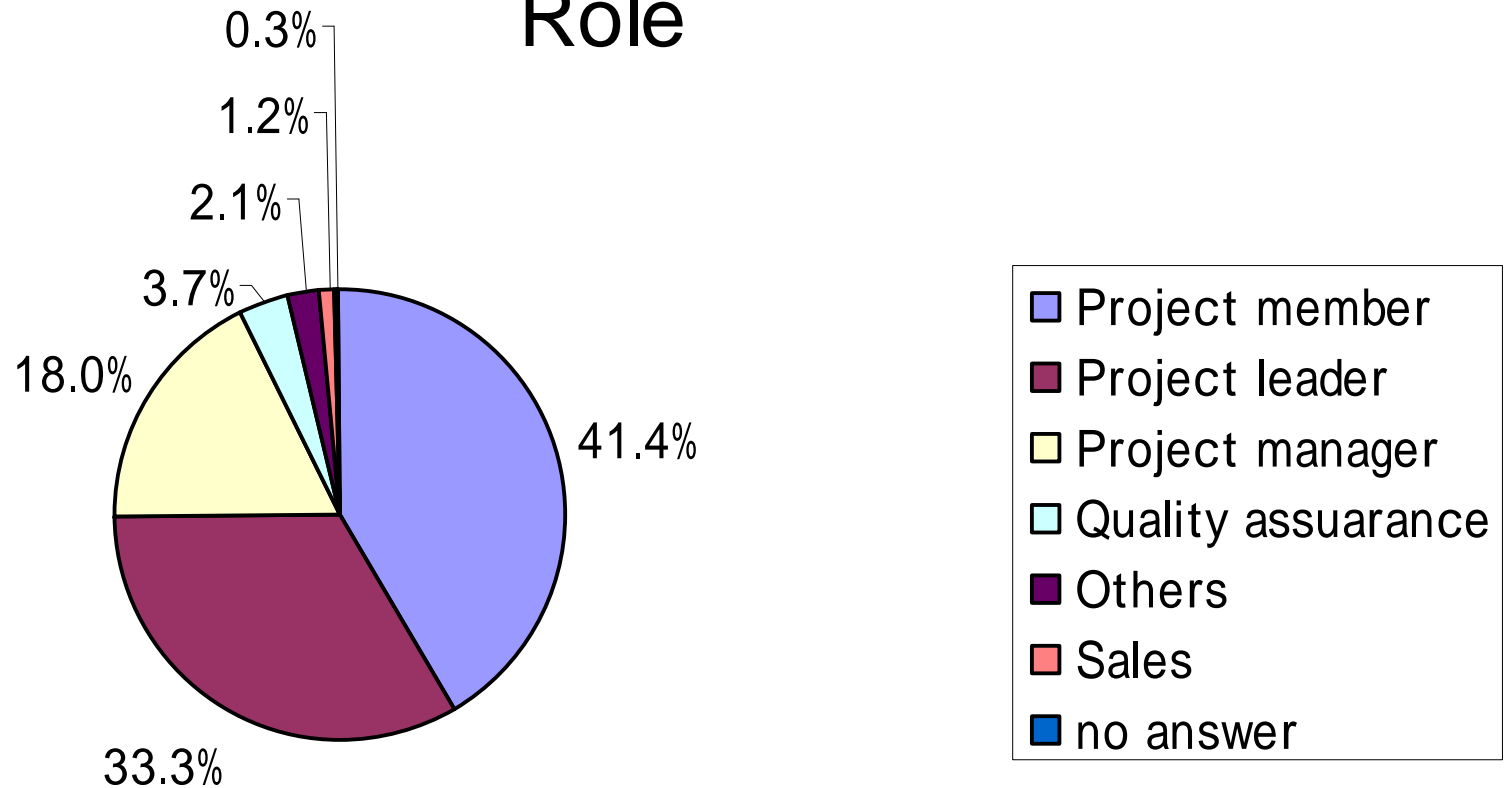


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## 2.2 Respondents breakdown

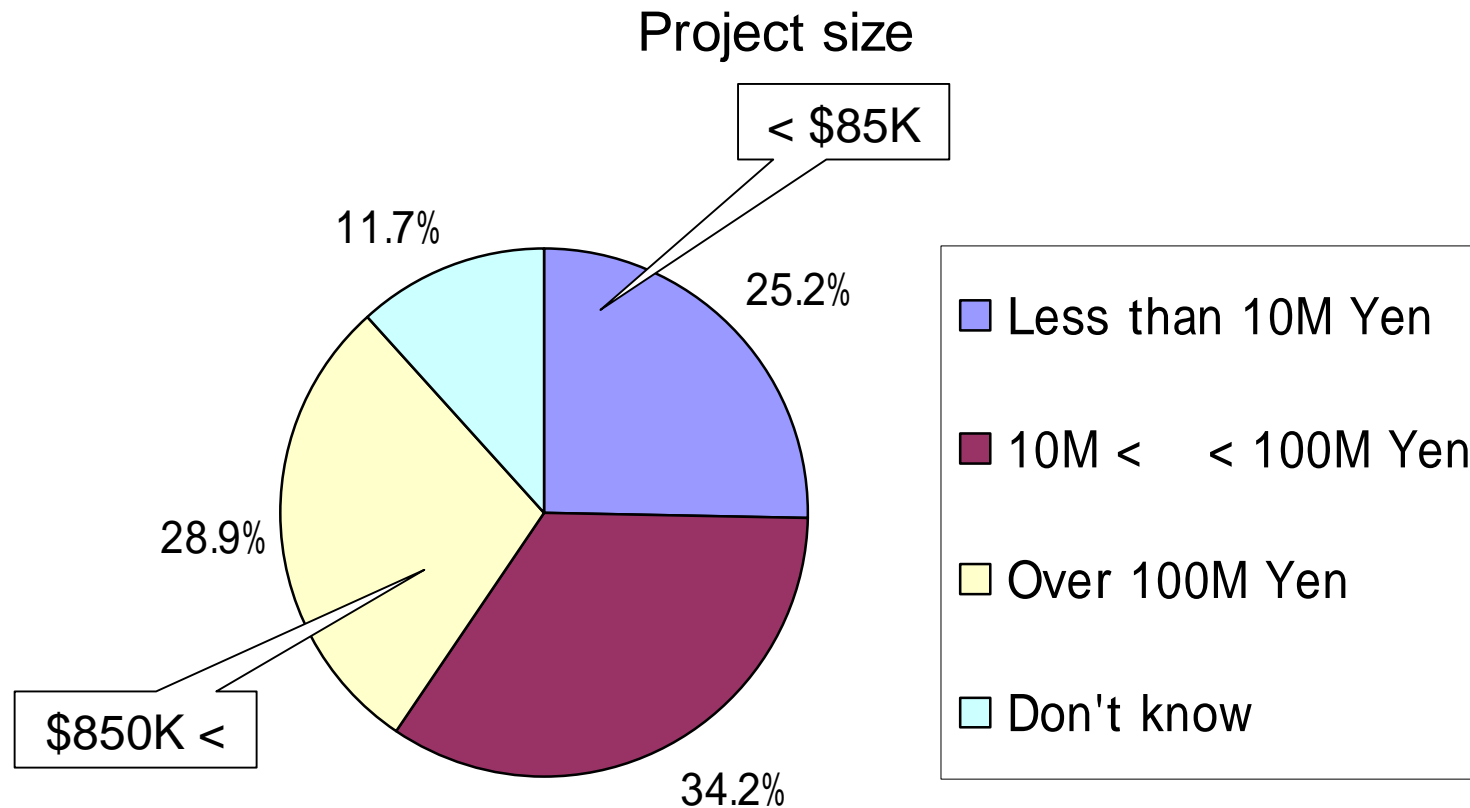
### Role



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## 2.3 Projects breakdown

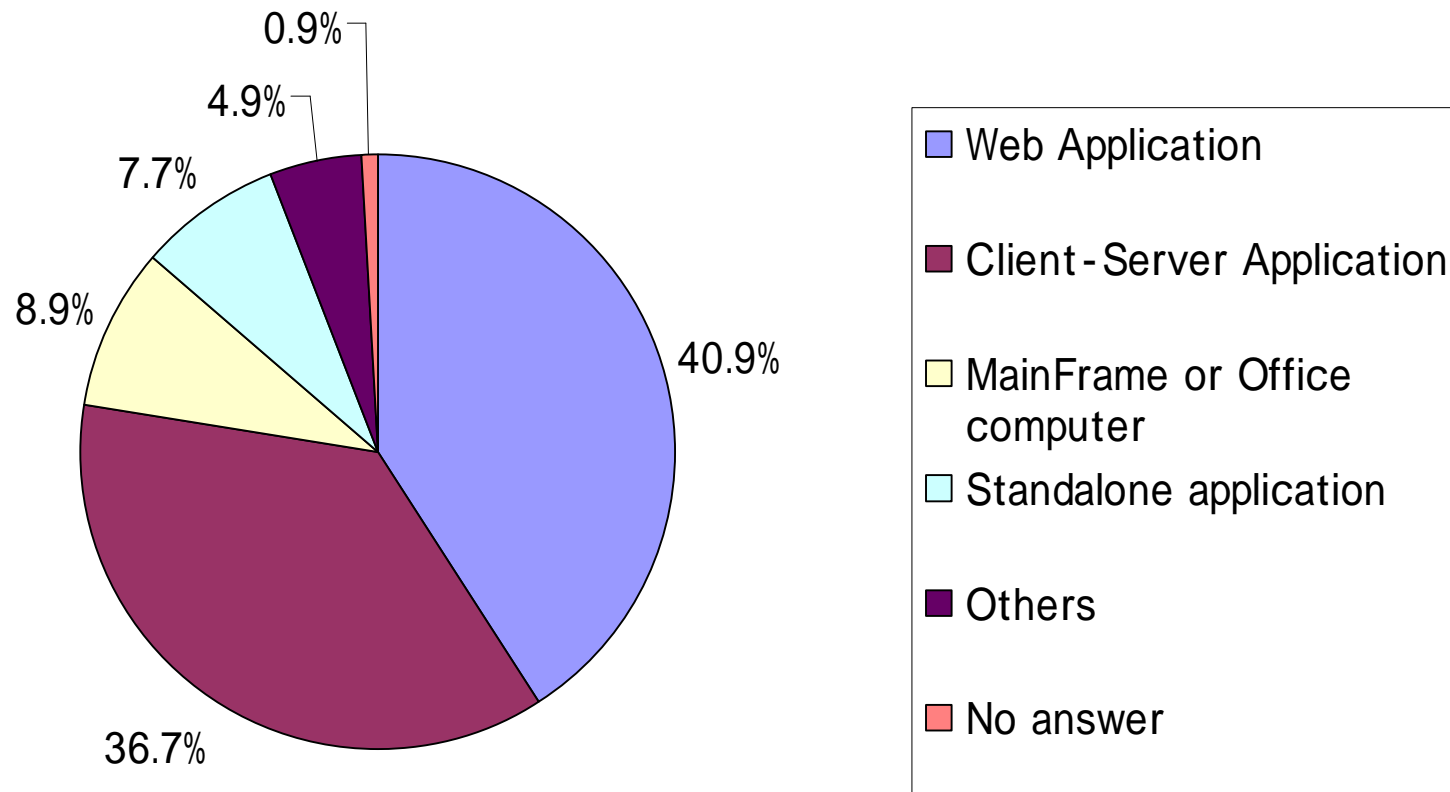


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## 2.3 Projects breakdown

### Target system



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