Fe Fuji Electric

Innovating Energy Technology

Corporate Profile

Fuji Electric (Hangzhou) Software Co., Ltd.

Company Introduction

Our company is located in Hangzhou, Zhejiang. We have been committed to software development since 1997.

We continue to provide unique new solution to worldwide customers. Most of our employees are used to working in Japanese environment. They can communicate with customer without burden.

With the expansion of our business, our company was renamed as Fuji Electric (Hangzhou) Software Co., Ltd. in 2010. Now we achieved CMMI ML5 Dec. 2017

We will maintain and reinforce the technical capability and product quality in order to contribute to outsourcing. We appreciate your continunous support and look forward to sharing our brighter future with you.

Company Profile

Company: Fuji Electric(Hangzhou)Software Co., Ltd.
Established: March 28, 1997
Postcode: 310012
Address: 508 Technology Square, East Software Park, No.90
              Wensan Rd., Hangzhou, Zhejiang, China
              TEL：+86-571-8821-1661 FAX：+86-571-8821-0220
Capital: US$500,000
Shareholder: Fuji Electric Co., Ltd. 100%

Business Scope

- Software Devolopment
- Technical Service
- Technology Consulting
- CAD Design
- Information Technology Training.

Corporate Philosophy

With our professional service, we make contribution to the continuous development of social, and grow up with customers and employees.
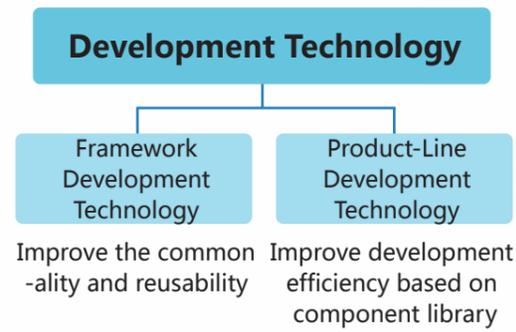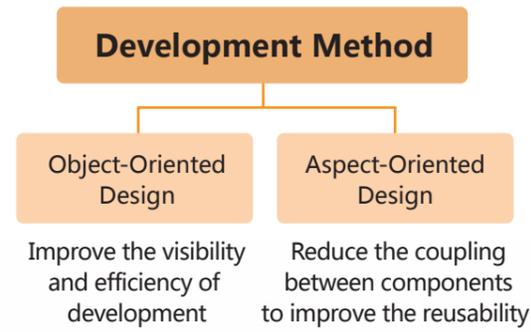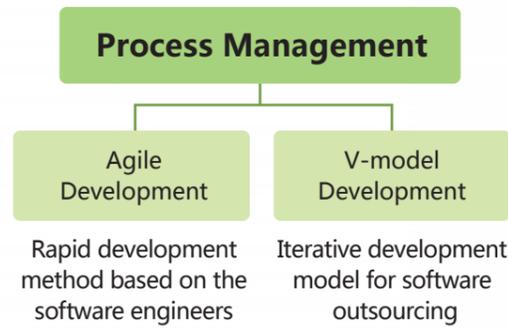
Management Policies

- **Improve customer satisfaction**
  We provide reliable technology and sincere service to exceed customers' expectations. By improving customer satisfaction, we are willing to become your reliable partner.

- **Lower price, Higher quality, Quicker delivery**
  We provide reliable quality of service with lower price to customers in the shorter delivery period.

- **Challenge new technology**
  We will continue to study new technology for improving the technical ability.

- **Creat enterprise culture**
  Every employee joints effort to create an enterprise culture with teamwork and challenge spirit.

History

Mar. 1997	Establishment of Hangzhou Fuji Refrigerating Machine Co., Ltd.
Oct. 2001	The Shareholder changed.(Fuji Electric Refrigerator Co., Ltd.→ Fuji Electric Co., Ltd.)
Apr. 2003	The Shareholder changed.(Fuji Electric Co., Ltd.→ Fuji Electric Retail Systems Co., Ltd.)
Aug. 2007	Joint venture enterprises to Foreign-owned Enterprise(Fuji Electric Retail Systems Co., Ltd.100%)
Jun. 2008	Acquisition of the Zhejiang New High-Tech Enterprise
Feb. 2009	Top 3 of Hangzhou offshare growing enterprise in 2008
Dec. 2009	Acquisition of the Advanced Technology Enterprises in Zhejiang Province
Jan. 2010	Acquisition of ISO27001（ISMS）
Oct. 2010	Company name changed.(Hangzhou Fuji Refrigerating Machine.Co., Ltd.→Fuji Electric (Hangzhou) Software Co., Ltd.)
Jan. 2011	Acquisition of CMMI ML3
Mar. 2012	Establishment of Development Center in Ningbo Institute of Technology, Zhejiang University
Oct. 2012	The Shareholder changed. (Fuji Electric Retail Systems Co., Ltd.→Fuji Electric Co., Ltd.)
Oct. 2013	Top 100 of Chinese offshore growing enterprise
Sep. 2014	Acquisition of CMMI ML4
Dec. 2017	Acquisition of CMMI ML5

Development Methodology

Our development methodology is based on the latest development method and advanced development process. Through long-term practice, it has been proved to be an efficient iterative development system for software outsourcing.

We are making efforts to provide products for customers with stable quality, low cost, high visibility and high reusability.

Development Method

Object-Oriented Design	Aspect-Oriented Design
Improve the visibility and efficiency of development	Reduce the coupling between components to improve the reusability

Process Management

Agile Development	V-model Development
Rapid development method based on the software engineers	Iterative development model for software outsourcing

Development Technology

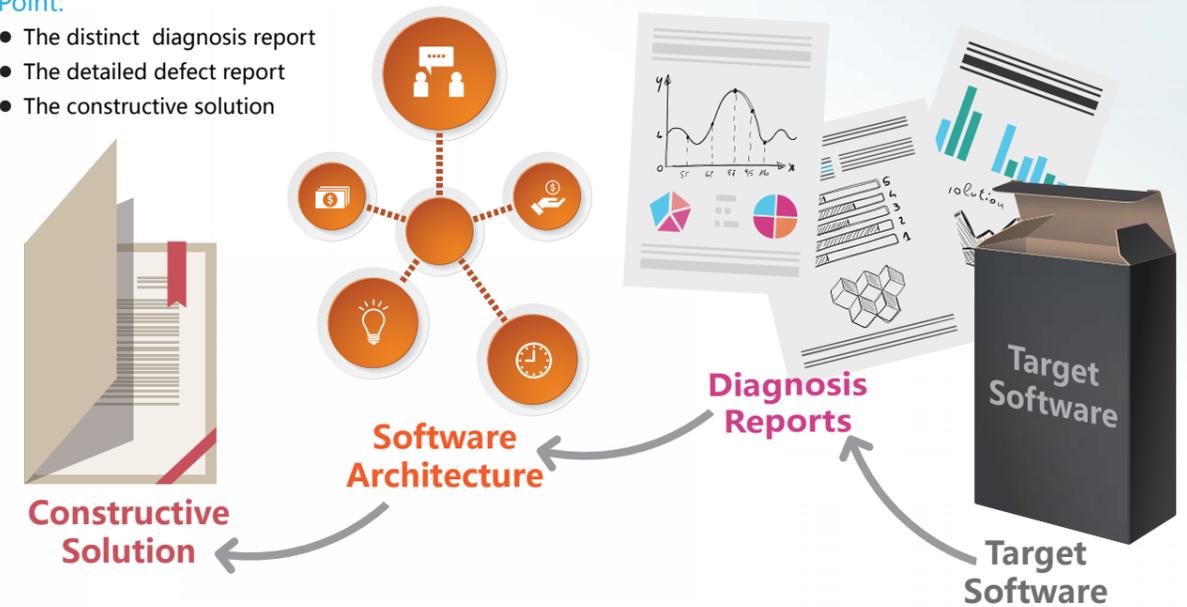| Framework Development Technology	Product-Line Development Technology
Improve the common -ality and reusability	Improve development efficiency based on component library

Reverse Service

By reverse engineering, we have built software diagnosis platform by independent research and development. We can analyze software quickly, and reconstruct software architecture and provide a reasonable solution to customers through the diagnosis report.

Point:
● The distinct diagnosis report
● The detailed defect report
● The constructive solution

Constructive Solution

Software Architecture

Diagnosis Reports

Target Software

Target Software

Business Domain

- Vending Machine
- Automotive Electronics

Embedded Solution

Diagnosis& Improvement Solution
- Reverse Diagnosis
- Refactoring Service

- Workflow System
- Manufacturing Management
- Public Administration

Enterprise Solution

HMI Solution
- Manufacturing Equipments
- Automotive Equipments
- Digital Signage

Quality Assurance

In order to enhance the customer satisfaction, we established the quality management system based on CMMI, and in 2014 we achieved CMMI ML4.

CMMI
CMMI(Capability Maturity Model Integration) is a Capability Maturity Model.
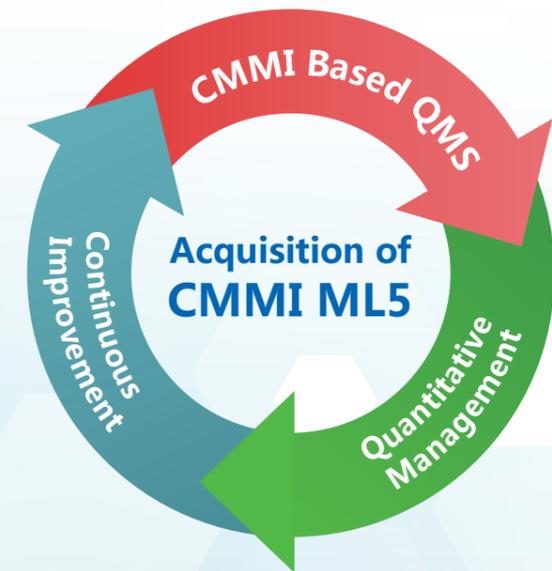
For improving software quality
For improving software quality:
● Imported productbility measurement
● Imported quality evaluation
● Imported milestone review

Continuous process improvement
For improving customer satisfaction:
● To collect and analyse development data
● To improve development process
● To evaluate effect of improvement

CMMI Based QMS

Acquisition of CMMI ML5
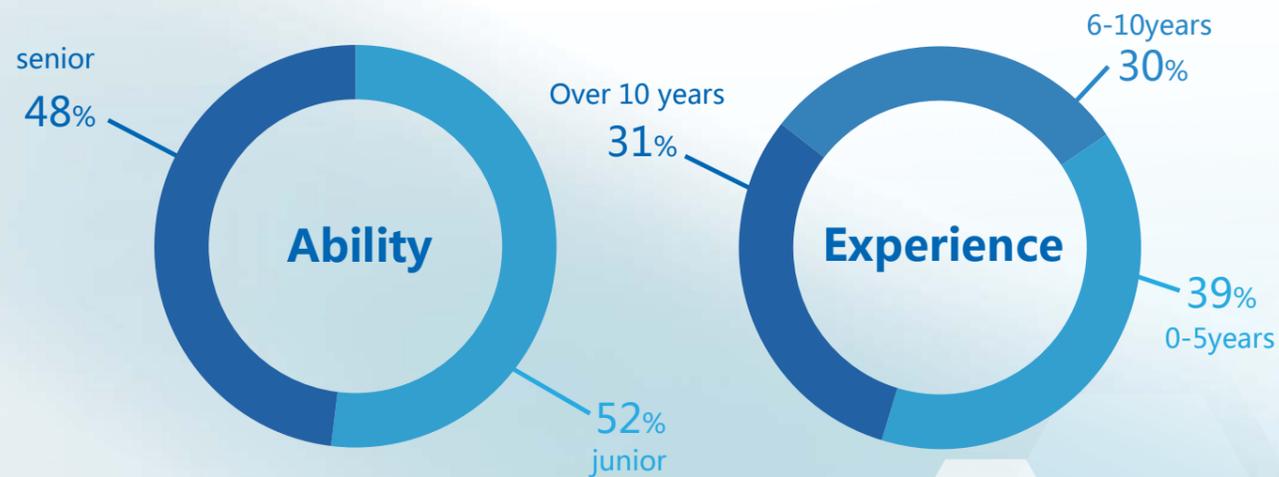
Continuous Improvement

Quantitative Management

Information Security

We achieved ISO27001(ISMS) in 2010. Our security policy is to strengthen security awareness, to controll security risk and to improve security system.

Strengthening Security Awareness

Controlling Security Risk

Improving Security System

Communication Ability

Most of the employees are able to communicate in Japanese and English, and have the ability to do business negotiation with customers both orally and in writing.

CET: A national English as a foreign language
test in the People's Republic of China.
JLPT: Japanese Language Proficiency Test

65%

0%

35%

~CET4   CET4   CET6

36%

25%

22%

6%

10%

N5   N4   N3   N2   N1

Grade Ratio

N1 (CET6) Can communicate smoothly with customers (equivalent to PM or SE)

N2-N3 (CET4) No big obstacles in business communication (equivalent to senior PG or trainees of 2 years)

N4-N5 (~CET4) No major issue in written communication (equivalent to junior PG)
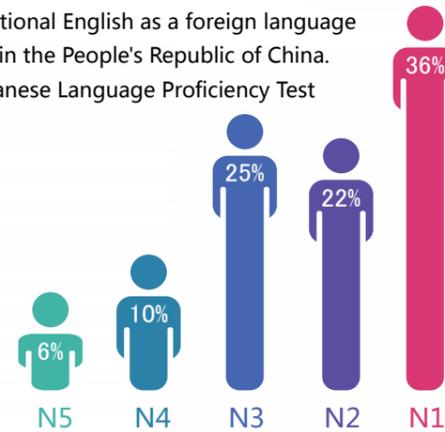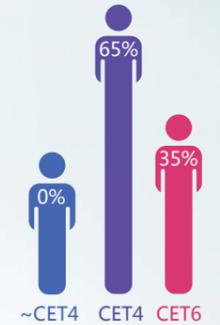
Development Team

Our company has been trained by high quality technical experts and our purpose is to build a working-efficient team with high quality .
We have already owned a lot of employees with rapid problem-solving abilities.Besides, we have a good cooperative relationship with universities and enterprises in China and this ensures the supply of high-quality personnel.
The personnel training system gives us the confidence in providing efficient and high-quality software services to customers.

senior
48%

Ability

52%
junior

6-10years
30%

Over 10 years
31%

Experience

39%
0-5years

Cultural Environment

Hangzhou is the capital of Zhejiang Province, the center of politics, economy, science, education, and culture of the province. Hangzhou has more than 20 national service industry pilot bases such as the national high-tech service industry base, and the Hangzhou national software industry base, etc. Since 1997, we have been providing high-quality service to customers in Hangzhou.