

HULFT

Business Update

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HULFT PTE. LTD.
SAISON INFORMATION SYSTEMS., LTD.

HULFT Business: Our Mission

**To ensure the integrity and reliability of the
data over infrastructure**

**To achieve stable operations through efficient
and effective data integration**

**To provide the safety and security to the
evolving network society**

Connecting Value, Expanding Horizons

HULFT Partners: Vision, Principle and Guideline

Vision

- Continue to provide our partners with the leading data integration solutions which are critical for customers businesses
- Support our partners by providing superior value to their customers

Principle

Always working and cooperating with partners

Guideline

- Improve customer satisfaction
- Enhance product and service quality
- Strengthen the HULFT brand

Harmonious Universal Link

Connecting businesses: Linking within customer's organization, customer's customers, customers and partners, customers and business contacts

FY2016 Business Plan

Slogan

Dream

Strategy

**Pursue More Value Added in
HULFT Family**

Measures

1

Develop potential market in Japan

2

Expand globally, especially in Asia

3

Strengthen the HULFT brand

4

Develop new products and services

5

Seek to improve HULFT quality continuously

Expand Globally Focusing on Asia

Europe

Preparing to open the office and researching the feasibility

China

HULFT China Co., Ltd.

Beijing and Shanghai

Founded in Nov. 2005

No. of Employees 45

North America

HULFT Inc.

San Mateo, CA

Founded in Apr. 2016

No. of Employees 6

South East Asia

HULFT Pte Ltd

Singapore

Founded in Apr. 2015

No. of Employees 6

**Collaboration with partners in each region
grows rapidly**

Expand Globally Focusing on Asia

2016 Shanghai Excellent Software Award

- Alliance with Hitachi Systems Co., Ltd. (Hitachi Systems China local corp.)

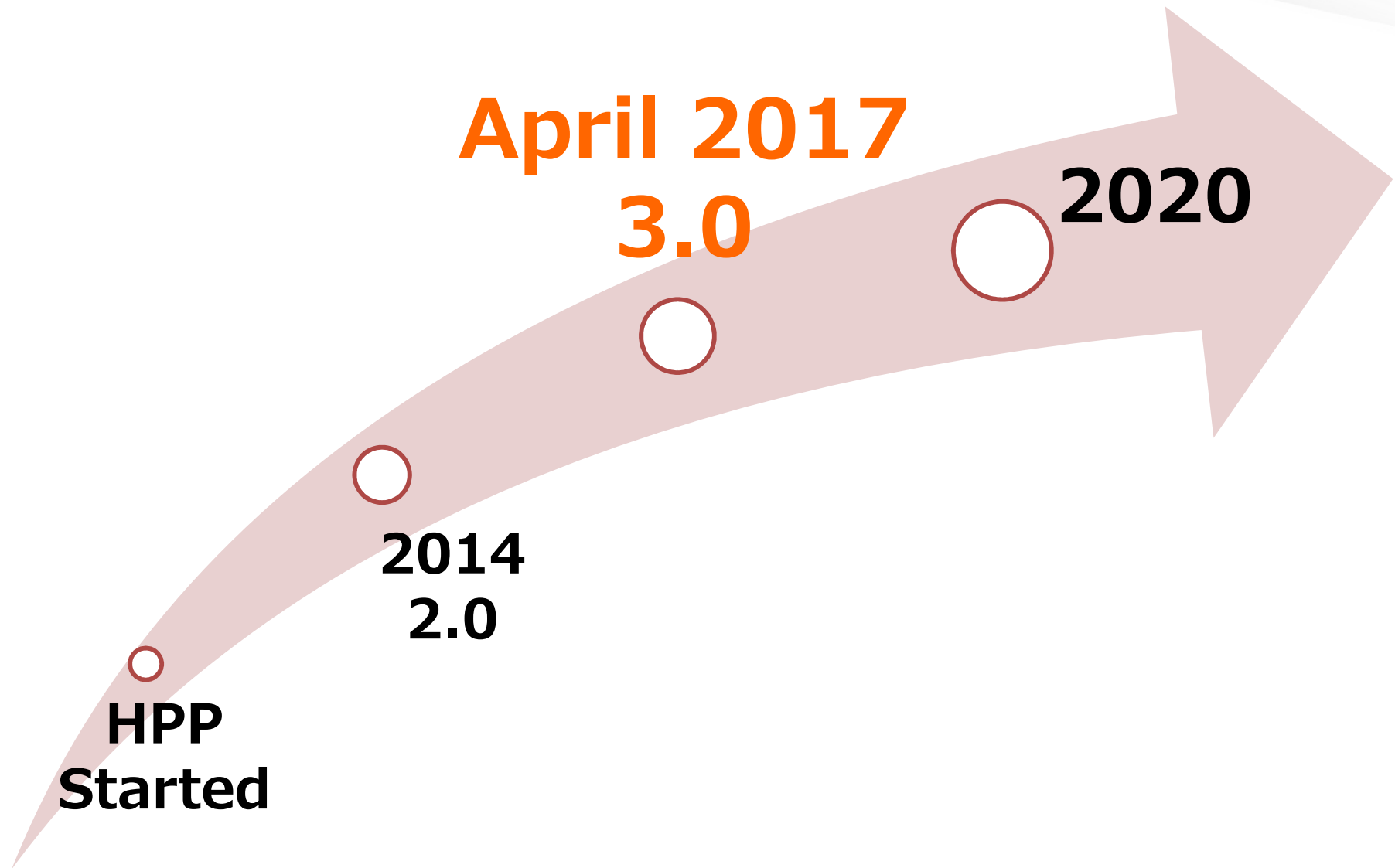
2016 The 9th China CIO Annual Conference : Customer Trusted Product Award -China Electronic Information Industry Development Research Institute



More Distributors and Certified Implementation Partners in South-East Asia

- PT. Fujitsu Indonesia (Fujitsu - Indonesia local corp.)
- PT. Netmarks Indonesia (UNIADEX – Indonesia local corp.)
- MFEC Public Company Ltd. (TIS – Capital/Business Alliance in Thailand)
- SCSK Asia Pacific Pte Ltd. (SCSK – Singapore local corp.)

HULFT Partner Program



HULFT Brand

**Host
Unix
Linkage**
File Transfer

Safe/Secure/Trustworthy

Mission Critical
System Integration

On-Premise Environment

Open (Trend) System Integration

Cloud Environment

Global

Data Governance

Big Data

IoT

**Harmonious
Universal
Link**
File Transfer

MODE I

MODE II

Changing to **Harmonious Universal Link** from **Host Unix Linkage**

Strengthen the HULFT Brand

13 Press Releases

62 Articles

33 Events

From April to
September

報道関係者各位

2016年9月13日

株式会社セゾン情報シ

クラウド環境におけるデータ連携ニーズに対応した 「HULFT サブスクリプションライセンス」を発表



ITpro EXPO 2016速報

汎用機時代からのファイル転送をIoTでも、セ ゾン情報の「HULFT IoT」

森田 優子 = 日経SYSTEMS

2016/10/19

SYSTEMS



10月1日から21日まで東京ビッグサイトで開催さ
る展示会「ITpro EXPO 2016」で、
「HULFT IoT」を展示・デモしている。HULFT
が採用されているファイル転送ソフト

Develop New Products and Services That Build on HULFT's Merit

New Products



Major Version Upgrade

HULFT-WebFileTransfer 3.0

DataMagic 3.0

DataSpider Servista 4.0

Develop New Products and Services That Build on HULFT's Merit

New Services

Will Start Selling DataSpider Cloud

Started Selling
HULFT – WebConnect

Started Selling Ver. 2.0 June 2016

2014

Jan.
2017

2015

Announced xSP
Partners System

Started Selling xSP
License
September 2016

Seek to Improve the Quality Continuously

QUALITY of the HULFT



Prod. Quality

Failure Rate 0.108%

HULFT8 Failure Cases/Shipped Licenses 2014/12-2016/11 (Grand Total)

Failure within First 3-Months 0 cases

Released HULFT8 (Failure in the customer's environment within First 3-months) 2016/4-2016/11

Service Quality

Support Inquiries 11.0 %

HULFT Support Inquiries Cases/Shipped Licenses 2016/1-2016/9

Solution Rate 90.5 %

HULFT Solution Rate by First-Tier Support

Achievements in 2016

**2016 CRM
Best Practice Award**
For 2nd Consecutive Year



HULFT8
The Number of Shipped Licenses
1,800 companies
over **11,000** licenses

myHULFT
Number of Registered User
2,327 companies
6,352 users


HULFTエンジニア向けコミュニティサイト
HULFT Orange Lab.
Number of Registered Member
727 companies
1,712 members



**HULFT Certified
Engineer**
27 companies
169 engineers

HULFT Vision 2020

HULFT GLOBAL

~Global Logistics Vendor over Cyber Space~

- ◆ Double the Share in MFT category
- ◆ Become a Fortune 500 Preferred Vendor
- ◆ Become a Preferred Vendor for Tokyo Olympic



Secure & Reliable



Thank you for Being Our Partner

HULFT

Connecting Value,
Expanding Horizons

THANK
YOU

www.hulft.com