

红旗
Linux

The Status of Research and Adoption about Linux in China

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Linux

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Agenda



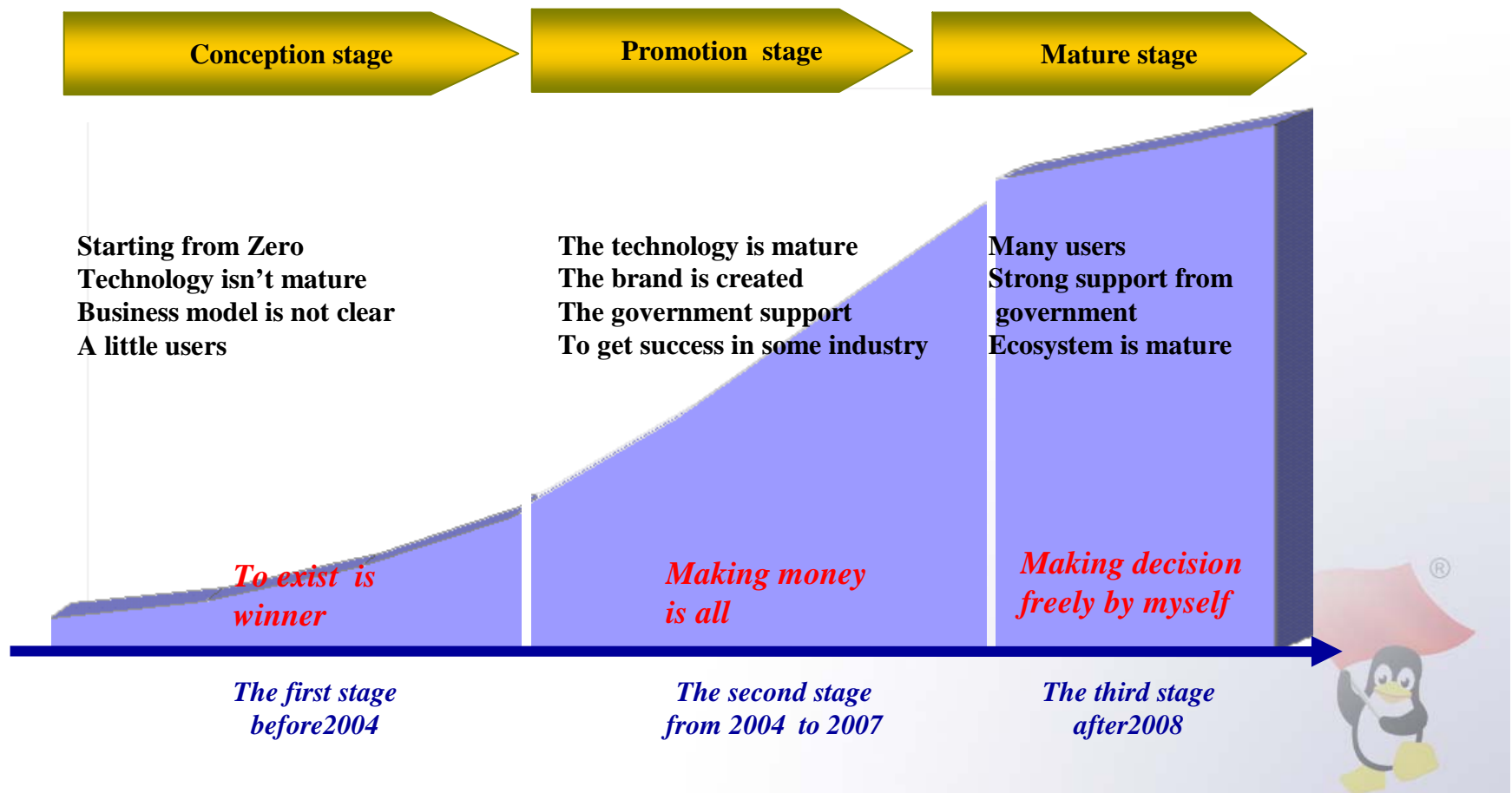
- The Overall Status of China's Linux
- The Status of Linux Server in China
- The Status of Linux Desktop in China
- The Development Direction of China's Linux



The Overall Status of China's Linux



The Three Stage Of Development Of Linux In China



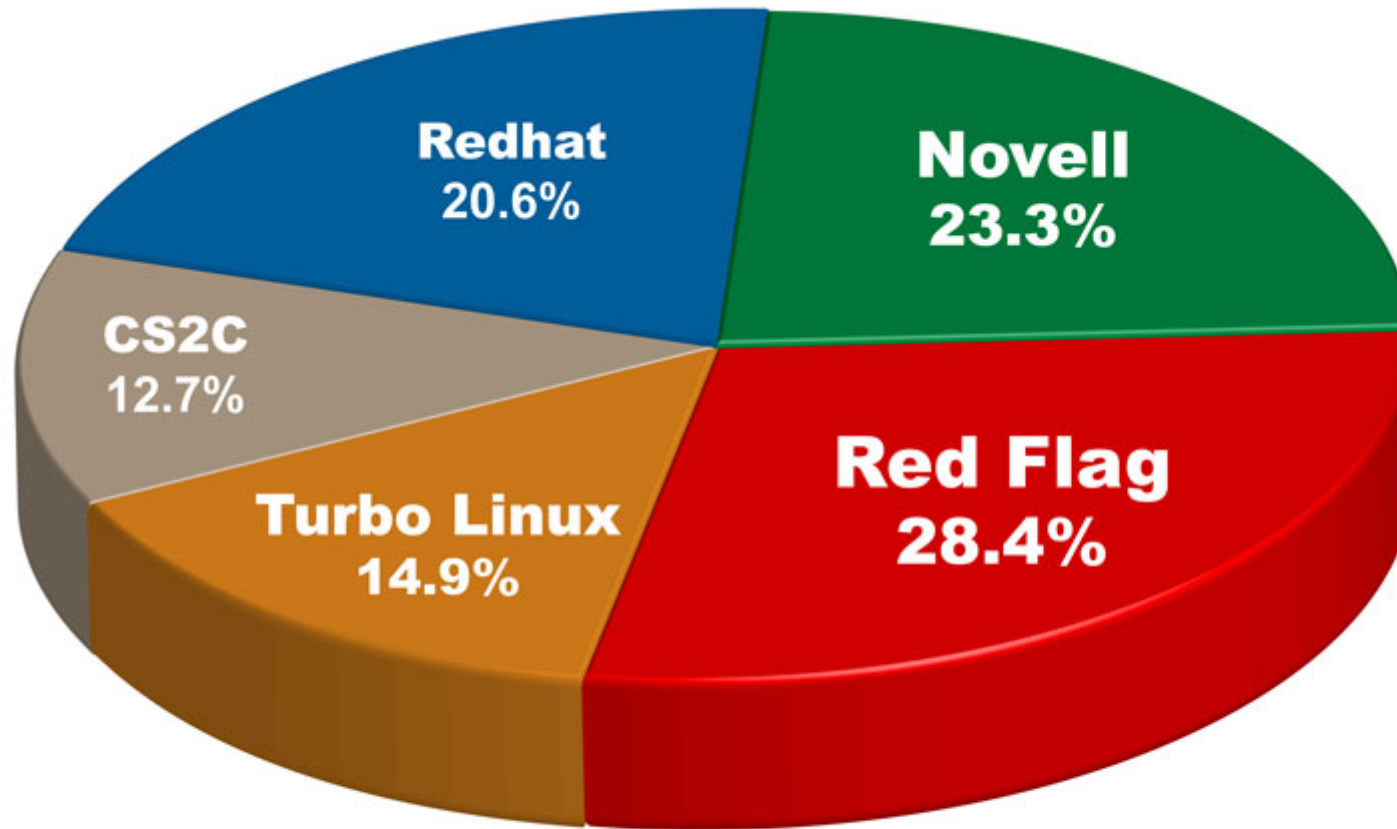
vendor is enhanced



- The capability of meeting customer' s requirement
 - The full product line
 - Technical capability is strong
 - The widely service network
- Market share is increasing
- More and more customers
- More the third partners and alliance
- The strong support from government



Linux Market Share In China



China Linux Total Revenue 2007(IDC)

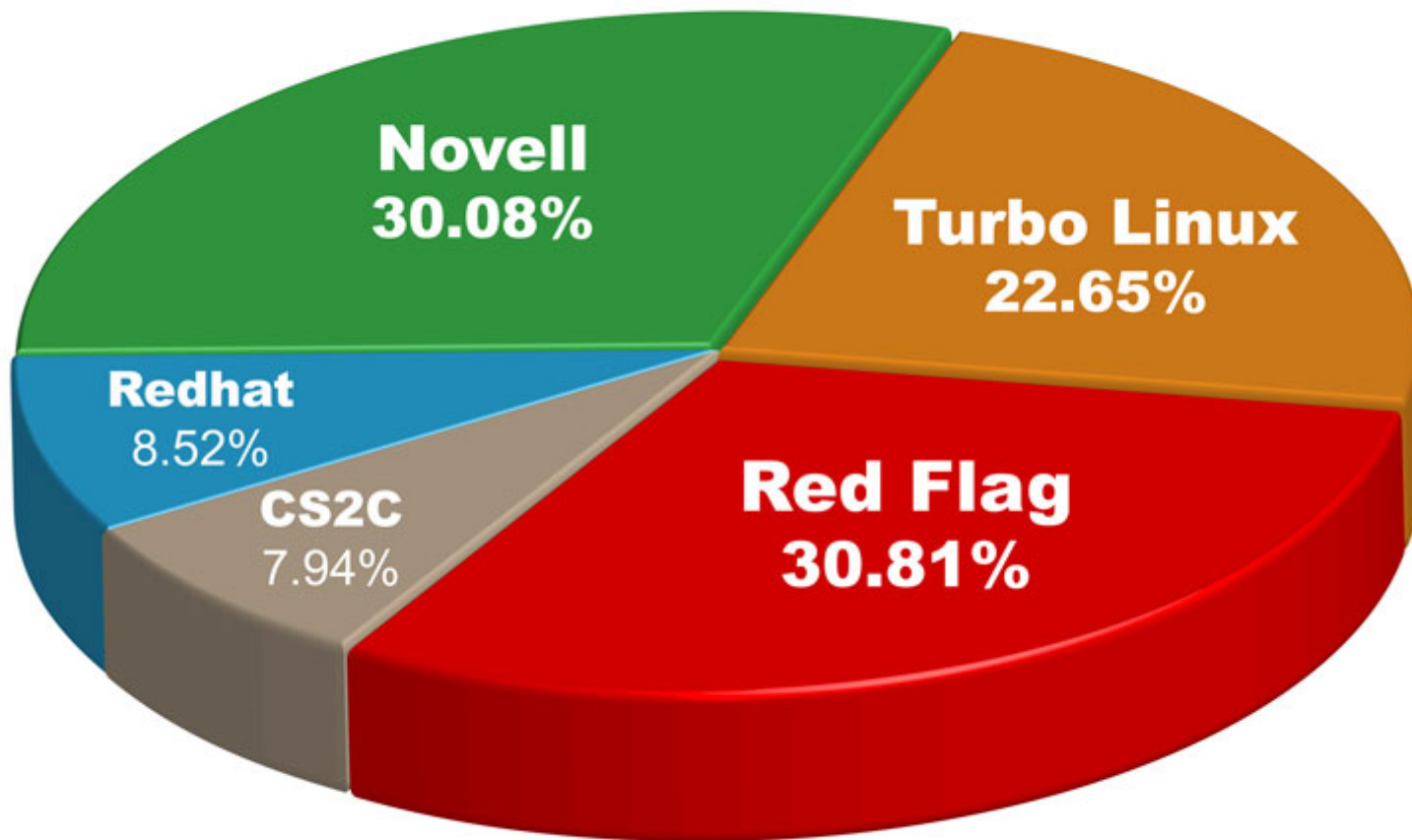


The Status of Linux Server in China



China

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China Linux Server Shipment 2007(IDC)



Server

- Linux Server product is accepted by customer
- Product release policy is stable
- Usability and stability are enhanced
- Security solution is important for local linux vendor
- Total solution provider is necessary
- Local service is an important way to win in market
- Technical service revenue increased in total revenue chart
- Local Linux vendor get some advantage



The Status of Linux Desktop in China



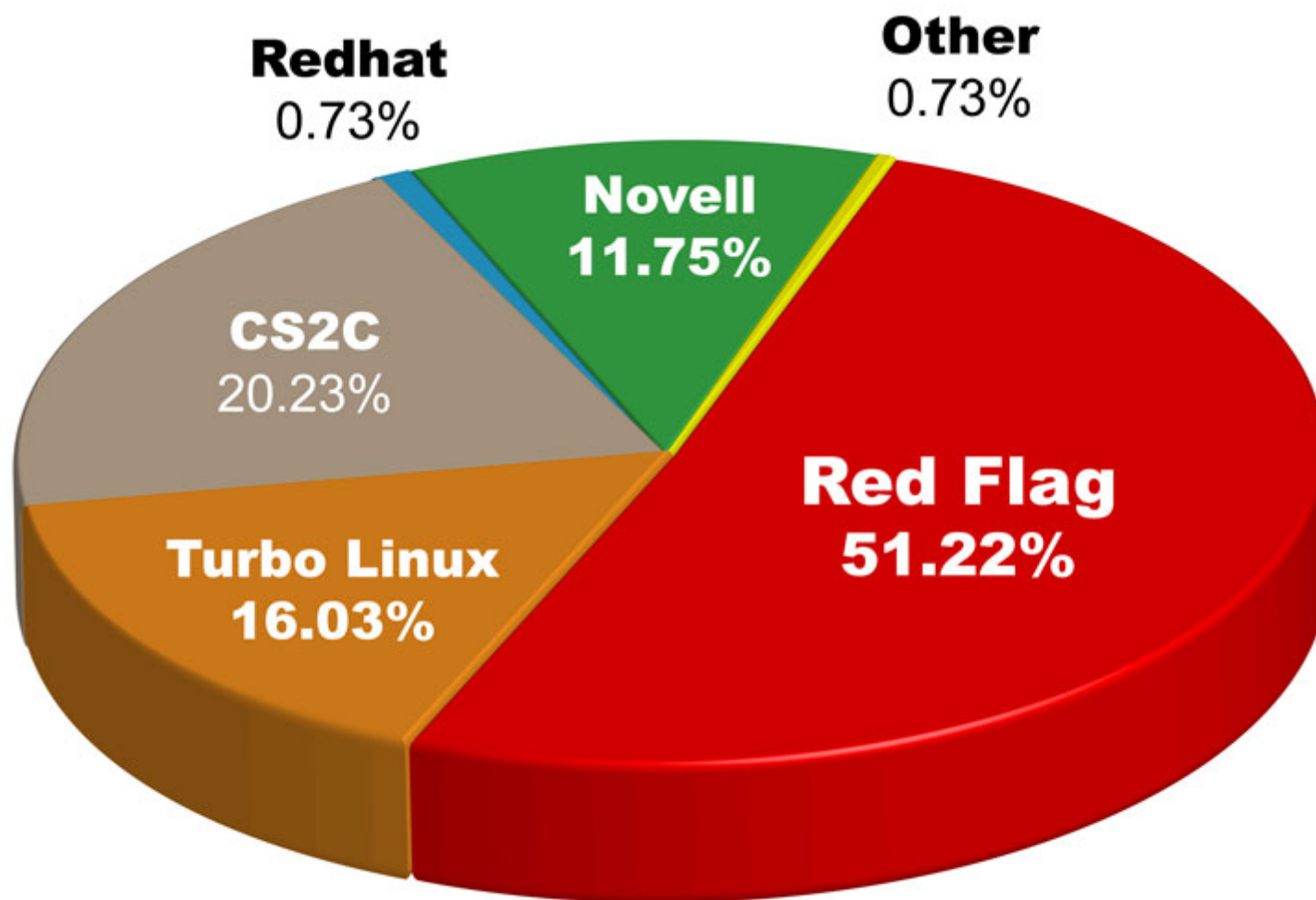
Advantage



- Usability
- S/H compatibility
- Customization
- Adopted by government



China



China Linux Client Shipment 2007 (IDC)



The Gap Of Linux Desktop Promotion



Ecosystem is not created

- More Linux desktop versions
- device driver is lack
- a little desktop application
- application porting is difficult

The user don't accept it

- company scoping is small
- customer don't believe
- Microsoft slaes policy is flexible

Data format issue

- document format
- multimedia format
- Web page format

Product is not mature

- backward compatibility is bad
- UI is difference
- Help document is not full



Model

- **Customize for special application**
 - Single function desktop application
 - Terminal
 - Mobile and Internet device
 - Government Security Department





The Development Direction of China's Linux



Trend

- Pure OS vendor is not mainstream
- Customize and subsection market position
- Total solution for platform infrastructure is trend
- Industry-Oriented application solution
- SaaS is trend too



Internationalization Is Necessary For Linux Vendor



- A small vendor is difficult to live
- Local vendor is ignored
- Providing total solution by purchase
- The cooperation between local vendor
- The cooperation between local vendor and global vendor
- The possibility to create global brand





Thank you very much

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