Exploiting OpenChain Self-Certification for Moving Company Internally

Tadayuki “Tom” Osaki, Fujitsu Limited
Fujitsu became OpenChain Conformant

Released on Nov. 29, 2019

Message

OpenChain Self-Certification Process has a potential to Move “Japanese” Organization/Company Internally
About Fujitsu

the world’s seventh-largest IT services provider and No.1 in Japan
(based on vendor revenue 2018)*

<table>
<thead>
<tr>
<th>Company</th>
<th>Share</th>
<th>Revenue (US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>IBM</td>
<td>4.7%</td>
<td>47,048</td>
</tr>
<tr>
<td>Accenture</td>
<td>4.1%</td>
<td>40,718</td>
</tr>
<tr>
<td>Deloitte</td>
<td>2.9%</td>
<td>28,497</td>
</tr>
<tr>
<td>DXC</td>
<td>2.1%</td>
<td>21,254</td>
</tr>
<tr>
<td>PwC</td>
<td>2.1%</td>
<td>20,481</td>
</tr>
<tr>
<td>Tata Consultancy Services</td>
<td>2.0%</td>
<td>19,926</td>
</tr>
<tr>
<td><strong>Fujitsu</strong></td>
<td><strong>1.9%</strong></td>
<td><strong>19,062</strong></td>
</tr>
<tr>
<td>Others</td>
<td>80.2%</td>
<td>796,687</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>100.0%</td>
<td>993,673</td>
</tr>
</tbody>
</table>

Source: Gartner, "Market Share: IT Services, 2019", Dean Blackmore et al., 8 April 2019, Graph/Chart created by Fujitsu based on Gartner Research

132,000 colleagues in over 100 countries
About Fujitsu

From Telecom. to Computers, and Currently “Technology Solutions”

1935  1950s  1954  1990s

Telecom. equipment  Computers

“Technology Solutions”

- Solutions / SI
- Infrastructure Services
- System Products
- Network Products
Mission: Advancing OSS Compliance

Strong “GEMBA” (The Actual Place)

→ simply establishing OSPO is sometimes not enough

What we did: Exploiting OpenChain Self-Certification Process

- Learn
  - OSS compliance team
- Promote
  - Developers
- Convince
  - Target Organization or Company
Heading for Open Source Compliance

Are We Heading for a Same Direction in the Supply Chain?

Photo by Rommel Davila on Unsplash
1. OpenChain Specification

- examine requirements details
  
  - translation issue: ex. “documented procedure”
    - 「手順書」「dedicated document for specific procedure”
    - 「文書化した手続き」「procedure (anyhow) documented”

- requirements details
  
  - “Artifacts” should be prepared at the timing of conformance or updated continuously?

---

1.0 Program Foundation
  1.1 Policy
  1.2 Competence
  1.3 Awareness
  1.4 Program Scope
  1.5 License Obligations

2.0 Relevant Tasks Defined and Supported
  2.1 Access
  2.2 Effectively Resourced

3.0 Open Source Content Review and Approval
  3.1 Bill of Materials
  3.2 License Compliance

4.0 Compliance Artifact Creation and Delivery
  4.1 Compliance Artifacts

5.0 Understanding Open Source Community Engagements
  5.1 Contributions

6.0 Adherence to the Specification Requirements
  6.1 Conformance
  6.2 Duration
1. OpenChain Specification (cont.)

- finding corresponding internal rules
- search across rules by multiple organizations:
  - Quality Assurance / Shipment Judging Guideline
  - OSS Compliance / OSS Contribution Guideline
  - OSS Tool Reference Manuals etc.

Found:

OpenChain Specification is simple and covers entire process, and give chances to review your company’s rules structure
2. Preparation for Conformance Process

- Made “Spec. Reading Guide”
- Inserting Corresponding Rules Reference
  - Good guidebook to both Spec. and internal rule

Promote

**Found:**

Good Opportunity for OSS-related personnel to understand OSS compliance rules and general guidelines

(Details Next Slide)
2. Preparation for Conformance Process (cont.)

4.0 OpenChain Spec.

4.1 Unfamiliar Document
- Formats
- Styles
for Developers to Read

Internal Rules

4.1.1 Correspondence
- Rules Overview
- Reference of Specific Section
3. Target Organization

Get it understood and prioritized
- Agreed with Head of Software Engineering Unit
  - But GEMBA issue and politics
- Quality Assurance Division
- Education WG
  - Re-evaluation of OSS compliance importance

Announcing Leads Motivation
- Target Organization: Software Unit
  - developing middleware of Servers

Found:
- OpenChain Conformance is an unusual case for Organizations to move for positive reason regarding compliance.
- Self-Certification Process and Badging System would be a good motivation if properly managed.
Sharing Our Experience

- With JPWG members

**All-member session @ 10\(^{\text{th}}\) meeting**

**Parallel Session @ 11\(^{\text{th}}\) meeting**

---

**Meeting Attendee Trend**

- **Num. of attendees**
- **Num. of entities**
- **Linear (Num. of attendees)**
- **Linear (Num. of entities)**
Conclusion

WE DID: Exploiting OpenChain Self-Certification Process

Message and Future

OpenChain Self-Certification Process has: a potential to change the target organization, and Japanese companies

And we will share with OpenChain WG activities
Any Questions ?