

INTERNATIONAL SYSTEMS TECHNOLOGY CO., LTD. (IST)

Contacts

Mr. A. Nomura	Managing Director
Mr. K. Sato	General Manager, Planning and Development
Mr. N. Kaneko	Deputy General Manager, Marketing
Mr. P. Manina	Marketing
Mr. U. Shin	Marketing
Mr. A. Ruocco	Manager, Strategic Development Far East Area, (Olivetti)

(03) 741-1211

Products/Technology

IST is a new company founded in 1986 by Olivetti (Italy) in Japan. Its mandate is to develop, purchase or modify computer software for resale in the Japanese market.

The company is very interested in general application packaged software rather than very specialized or customized limited market software systems such as those used for automated production, insertion, sorting, etc. It sees the Japanese market in these areas as being already well-served by Japanese hardware and software products.

IST sees the UNIX market as growing in Japan, particularly in the realm of development tools. The question of "Japanization" of software has yet to be resolved as it must be if there is to be any great penetration of the huge potential market offered by Japan. In addition, the company sees difficulties in supplying software for the Japanese market simply because of the lack of a "standard" system on which to base development. Software must be applicable to a wide range of systems that are popular in Japan since the market is not dominated by one or two main players as in North America.