



Dear my personal and business Friends!

May wish you all enjoy Merry Christmas for 2017 !

A Happy New year for 2018 with fine health and resilient spirit in your personal, social and business life!

New Year Note—Heisei 30th 2018 1.1

This is a Year of Earth **Dog**, starting from January 1st of Heisei 30th year to Dec. 31st, 2018 on Japanese calendar. In Chinese calendar, new year starting from Feb. 16, 2018 (Chinese New Year) and lasting to Feb. 4, 2019. **Dog** is the eleventh in the 12-year cycle. So, if you divide Western years by 12 and if the remainder number is 2, then that year means Dog year.

The Years of the **Dog** include 1922, 1934, 1946, 1958, 1970, 1982, 1994, 2006, **2018**, 2030, 2042 etc....One more on Oriental Zodiac: Dog year has 5 types of dog years for 60 years cyclically; Wood, Fire, Earth, Gold and Water. Each person born in Zodiac year (i.e., this year, DOG) has a least fortune or luck in that year. The old Chinese wise advisory for the Zodiac born person, “Be Humble” to “Heaven” and “all people”, and then God of Age will not give you the big win but at least not to lose even in the zodiac year, leaving better luck for following years. I don’t know if Donald Trump know he was born in Fire dog year and this year is Earth Dog year. Once passing over this Earth dog year, big win follow later.

One of the biggest news in Japan:

On April 31st of Heisei 31st (2019), Japanese government announced in December 1st, 2017 that Emperor Akihito will abdicate on April 30, 2019 and on May 1st, the current crown prince Naruhito shall become heir apparent to the Chrysanthemum Throne as 126th Emperor of Japan and Masako shall become Empress consort. Due to strong wish of Emperor Akihito will become the retired Emperor and Michiko shall become the Empress Dowager.

Let me again wish you all, my personal, business, academia, friends in the world of global information society being blessed by your god and Buddha as the following: Do not dwell in the past, do not dream of the future, concentrate the mind on the present moment. Health is the greatest gift, contentment the greatest wealth, faithfulness the best relationship. You, yourself, as much as anybody in the entire universe, deserve your love and affection. What we think, we become.

Yours sincerely,



Junkyo (Jack) Fujieda

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<http://www.re-gis.com>

Chairman, The Open Group Japan E-Mail: j.fujieda@opengroup.org

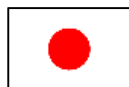
<http://www.opengroup.org>

Chairman of CRM Association, Japan

<http://www.crma-j.org/>

IT adviser, Kyoto University

<http://www.kyoto-u.ac.jp/en>



Annual Report of ReGIS Inc., 2017/1/4~2017/12/26

■ ReGIS Inc. Major activities:2017

◆The Open Group Staff Kick Off Meeting:

2017 started for me as surprising invitation of Ritsuko Ono and me by Steve Nunn and Patricia to participate at The Open Group all staff kick off meeting, held at Tylney Hall and garden, Hampshire, where very elegantly built 315 years ago and maintained in aristocratic manner.

We participated and on Jan. 10th, Japan time 11th, I was celebrated for my birth day by all staff. It was a real moving night.

Thank you Steve and Patty san and all the Open Group staffs attended.



Tylney Hall Hotel and Gardens



◆Global Open Group Conference:

Jan/Feb; **San Francisco**, April; **Berlin**, July; **Ottawa**. I cancelled trip to **Amsterdam** at October due to my back pain.

◆GIS Forum Activities:

Jan: GIS Forum #101 as joint member council in January, co-held by ReGIS, The Open Group & CRM association key members luncheon & panel;

April: Open Summit 2017-GIS FORUM TOKYO 102 are held jointly with The Open group inviting Steve Nunn with **Open Technical Forum 2017-#1** and following day.



Mr. Steve Nunn, President & CEO, The Open Group at Main Speech for 2017 Open Group direction



Mr. Shigeki Suzuki, Vice-Minister for Policy Coordination, (International Affairs), Ministry of Internal Affairs and Communications (MIC) at opening speech



Panel Discussion(From left)
 -Moderator:Dr. Shuichiro Yamamoto
 -Mr. Naoki Ishihama, JAXA
 -Mr. Nobuhide Kobayashi, DENSO CREATE INC.
 -Mr. Satoshi Kitsuki, NISSAN MOTOR CO., LTD
 -Mr. Kiyoshi Kimachi, FUJITSU LIMITED
 -Mr. Shuji Kase, Yokogawa Electric Corporation

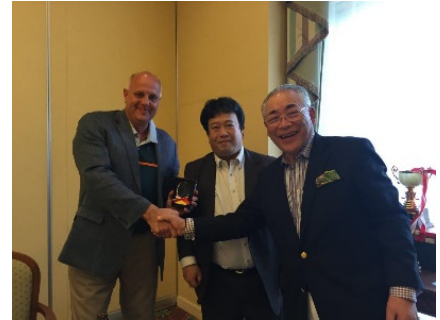


From left front:
 Mr.Steve Nunn, Mrs.Eri Fujieda, Mr.Stuart Arkley, Jack Fujieda
From right back:
 Prof. M. Minoh, Mr. K.Kawano, Ms. M.Takahashi, Mrs.M.Kimura
 Mr. Y.Hayashi, Ms.R.Ono, Ms.A.Kawahara, Mr. A.Fukushima



Eri & Stuart,Receiving a bouquet for their Marriage by ReGIS Staff at the Part II of Forum 102

◆ReGIS Open Cup #1 at Taiheiyo Club at Narita. Professor Minoh win.



From left front:
Mr. Steve Nunn,
Mr. N. Hashi, Jack



Professor Minoh win.



From right front:
Professor M. Minoh, Mr. M. Fukamachi, Jack Fujieda,
Mr. H. Ueda, Mr. Steve Nunn, Mrs. H. Morishima,
From left back:
Mr. A. Fukushima, Professor S. Yamamoto, Mr. S. Fujieda,
Mr. N. Hashi, Mr. K. Sano, Mr. K. Shigemasa, Mr. M. Hayashi,
Mr. K. Kawano

June: GIS Forum #103; We invited Apple Director Glenn Bulycz with Open Technical Forum #2.



Mr. Glenn J. Bulycz,
Apple, Inc.



From left front:

Mr.T.Kawamura, Jack Fujieda,
Mr. Glenn J. Bulycz,
Mr.A.Otsuka, Mr. S.Miyo,
Ms. R.ONO

From right back:

Mr.Y.Fujita, Mr.H.Sato,
Mr.Y.Kawakami, Mr.M.Hayashi,
Mr.M.Yamamoto,Mr.H.Ito
Mr.K.Shigemasa,
Mr.A.Fukushima, Mr.T.Akiyama,
Mr.H.Ueda, Ms.R.Koshio,
Mrs.S.Iwaki, Mr.K.Matsuzawa,
Mr.K.Kawano,
Mr.A.Konishi, Ms.A.Kawahara

July: GIS Forum #104 CRM Sponsored Invited Speaker Bob Thompson, my partner in USA.



Mr. Robert G. Thompson,
Founder & CEO of CustomerThink
Corporation



From right back:

Jack, Mrs. Regina and Mr. Bob Thompson,
Mr. Norishige Morimoto, IBM Japan,
Mr. Adam Blitzer,salesforce.com,Inc.
Mr.Kiichi *Kawano*

From left front:ReGIS Staff,

Ms.Masumi Takahashi, Ms.Azusa Kawahara,
Ms.Rieko Koshio, Mrs.Miwako Kimura,
Ms. Ritsuko Ono

After Ottawa conference, I reunited in several years, my 2nd American brother,
former X-IBM,X-Wavefront CEO, X-HP in Boston.



Mrs. Mary and Mr. Bud Enright

Harold F. Enright, Jr. and Jack

Sept: GIS Forum # 105:
Open Group Technical Forum 2017-3
Ottawa report:



Professor Shuichiro Yamamoto



Mr. Kazuto Nakamura,
FUJITSU LIMITED

◆ReGIS Open Cup #2 at Taiheiyo Club at Narita. Mr. Okubo win.



Mr. T.Okubo win

Dec: GIS Forum #106: We invited Doug Evans (Son of Bob Evans), SFO Lawyer GLOBAL ID

On Fintech & Architecture based INNOVATION at dawn of Quantum Computing: Open Technical Forum Report on Amsterdam. All 4 Open Technical Forum, we invite all Open Group Members and TOGAF certified, ArchiMate Certified could join free.



Mr. Douglas B. Evans,
Managing Director, Pragmata Law Corp.



Opening Speech:
Mr. Norishige Morimoto,
Executive Officer, IBM Japan, Ltd.





Speech: Dr. Keiji Tachikawa
X- President & CEO of Japan Aerospace
Exploration Agency(JAXA), Former President &
CEO, NTT DOCOMO



Speech:
Mr. Masatoshi Toriihara
Former Vice Chairman, Japan Society
for the Promotion of Machine Industry



Cheers: Mr. Ken Kubo, President &
CEO Sumitomo Mitsui Card
Company,Ltd.,X-Representative
Executive VP of SMBC Bank



From right: Mr. David Escalante C,
Food & Beverage Service Manager
American Club
Ms. Kae Shimokawa,
Student of Hosei University
Mrs. Chizuka Yamakita,
Senior Bridal Sales Manager,
American Club



From right:
Mr. N. Morimoto, Jack
Mr. Douglas B. Evans



From left:

M.C.: Mr. Hirobumi Kawamura,
Executive Producer, Rococo Co., Ltd.
M.C.: Mr. Ahmed Abbas Mahmoud Mostafa,
Manager, Rococo Co., Ltd.
Jack

From left:

Mr. Hirobumi Kawamura, Rococo Co., Ltd.
Mr. Kazuto Nakamura, FUJITSU Ltd.
Mr. Douglas B. Evans
Jack



Stop halfway :

Mr. Yoshihiko Fujita, COO,
Mobile Internet Technology Co., LTD.
Operating officer, Asuka Asset
Management Co., Ltd.

From right front:

Mr. Douglas B. Evans
Junkyo (Jack) Fujieda, President & CEO, ReGIS Inc.
Mr. Akira Fukushima, Adviser, ReGIS Inc.
Mr. Kiichi, Adviser, ReGIS Inc.

From left back:

Mr. Sakito Matsuyama
Ms. Kae Shimokawa, Student of Hosei University
Mr. Yoshihiko Fujita
Mr. Naoki Hashi, President, Daiki Information System
ReGIS Inc. Staff: Ms. Azusa Kawahara, Ms. Masumi
Takahashi, Ms. Miwako Kimura, Ms. Ritsuko Ono,
Mrs. Satoe Iwaki

◆2017 GOOD News (1):

The Open group business helped ReGIS 2017 FY # 22nd revenue recovered to the 2nd best even though 70% to the highest 2008 revenue, followed by 4 negative years and 3 just a plus and 1 good FY 2017 ended by June; Thanks to;

- ① Architecture centric open translation volunteers activities
- ② Demand of TOGAF gradually increased in 2016 & especially 2017 1st half
- ③ Fujitsu 's board members initiatives and new members, Yokokawa, Azbil on Open process Automation.
- ④ It was a bit risk decision to invest in The Open Group in Japan but it is finally having blossoms in almost 20 years. And came up almost to make up even for cumulative loss.
- ⑤ All staff dedicated excellent works instructors, proctor, QC staff, Class manager, admin staff

◆GOOD News (2) Expansions of number of courses:

2017 Progress of strategy changes from Open Group Account Membership approach to TOGAF, ArchiMate, O-DA and IT4IT direction with heavy translation team investment. We are fully ready to release all translation of ArchiMate and some 60% of IT4IT translation now completed.

Original strategy of my Open group account membership increase program worked perfectly for initial 10 years starting from 1998, before Lehman shock and bubble burst in 2008, 2009 and following bad luck by 2011 3.11 disaster in Japan.

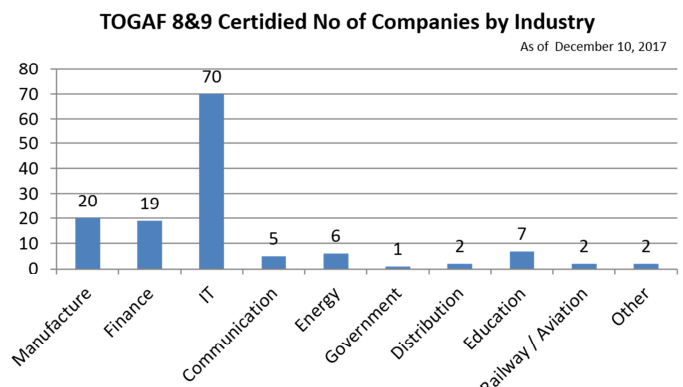
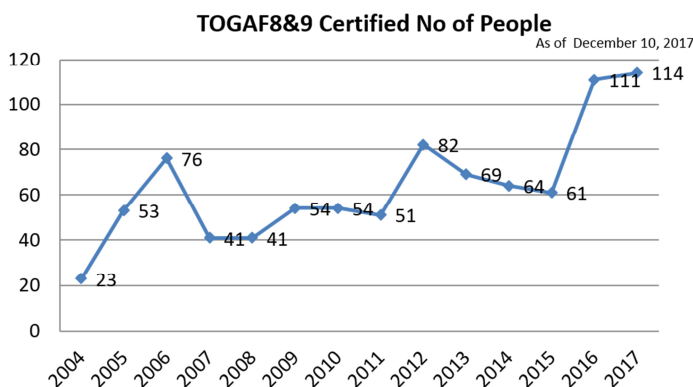
That crushed out 28 members down to 10 members but increase now to 13 headed by Fujitsu, Nissan, SIOS, LT solution, Yokogawa, Zabel, JAXA, Sigma, ReGIS, Asahi Techneion, Kyoto University, Aiyana Univ. Nagoya Univ.,

Since my announcement of TOGAF 9.0, I convinced my ReGIS member accounts to use TOGAF for their base education for Architects like NISSAN, NTT holding, NTT Compare, HP, CISCO, Oracle, JR, Asahi Techneion, NRI, IBM, TOYOTA (still not effective) especially, in 2016 and 2017, Tata Japan, Saison information system were very much contributing to the hike up of TOGAF demand in 2017.

◆GOOD News (3):

Steady Increase of TOGAF 9.1 course in 3 years and achieved good certified Architects to almost 900 (V.8 & V.9)

We tried to increase the number of TOGAF course gradually to expand in these 3 years, in 2015, 5 classes; in 2016 6 classes; in 2017, 7 classes produced TOGAF 9 certified up to 632 plus Version 8, 262 together 894 and added ArchiMate course 2.1 in 2006, and ArchiMate 3.0 course in 2017, all ArchiMate certified individuals are 34 certified.



◆GOOD News (4):

Fujitsu jumped up 81% to 152 certified TOGAF 9.1 by one year.

I received a report from Fujitsu 2 weeks ago, that Fujitsu will continue that Governing board position of the open group much proactively for following two years on. Thanks to Mr. Furuta, SVP, and Mr. Taniguchi Executive representative VP guidance encouraged to Japanese teams to take match aggressive action to be followed.

By only one year, after getting the Open group board position, Fujitsu increased their competent SE team equipped with TOGAF Version 9.1 jumped up 81% from 84 to 152. Among that, Japanese are less than 20.

◆GOOD News (5):

NTT group became WW #2 in Communication industry of TOGAF certified Architects jumped up 204 after WW No. 1 Verizon of 240 Certified.

--NTT Group Total TOGAF certified in the world reached to 204 ranked as No. 2 in Global Communication industry after Verizon about half in other than Japan including NTT America, NTT Data USA, Dimension data (NTT Group Cloud company); followed by T-System 90, BT 70, KPN 70, Vodafone 50,

--In Automobile Industry, Nissan 40 had been No.1 but now became No.2. TESLA became No.1 by 44, followed by Harley Davidson 29, Ford 10, Toyota ITS 4.

■ Government TOGAF Certified Statistics

They are motivated by the global big move of The Open architecture trends by FACE, Open Process and Healthcare movement, all based upon TOGAF based open design process both Universities, industries and also Fujitsu global team had much interest in their government business as well as industries.

So I studied global governments, how did they initiated TOGAF certified members starting from United Nation 25, NATO 10, EU 34, DOD 10, NASA 10, UK Government biggest 150 including HMRC (treasury agency) 62, Canadian Government 35 certified; Norway 18 certified, Australia 18, New Zealand 8, Singapore 12 etc. and total 70k **TOGAF certified architects on TOGAF 9 was announced at Ottawa conference as of July 2017 in the world. 80% of Global fortune 50 and 60% of Global Fortune 500 is using TOGAF. (As of 2015 Oct.)**

◆ArchiMate is the language originally developed by Holland national Research project for Architecture descriptive language in 2002 to 2004 with 4 million Euro funds to make modeling language for Software architecture in line with IEEE 1471 and ownership transferred to The Open Group from 2008 and 2009 announced ArchiMate 1.0 by The Open Group ArchiMate forum now up graded to Version 3.0 2017 to follow TOGAF principles and made it adjusted at TOGAF 9.1 as Modeling language for EA as a standard.

We are still investing into **IT4IT** consulting course development to be operational at next 3Q. I personally think to have a full powered course, we need to add the much convincing consulting framework of Valuation models with some tools and valuation models.

We are ready to release ArchiMate full translation materials of the book and Pearson Japanese test in 1Q 2018.

As a bottom line, the strongest drivers for 2016, 2017 growth are dependent upon last two years of strong move of TATA and Other one company's top down decision made by newly assigned president to use TOGAF at his 1000 people software company who was one of a long time partner as a Junkyo Members of ReGIS for a long time.

■ CRM Association Activities:2017

◆CRM started by publishing the white paper 2017 CRM Best Practice Awards by the end of March, 2017. We have been printing every year since 2004 over 3008 pages with 176 Winners reports and white papers from Bob Thompson and me plus some volunteers from selection committees and governing board members.

Please refer summary information from our home page.

(http://www.crma-j.org/english/best_practice/best_practice_02_2016.html).

Books are used in member companies for their study purposes how to improve their operation towards CCRM and distributed to almost all Japanese major libraries country and listed in Amazon for students and some non-members but not big. Majority is for donations to library.

◆CRM joined GIS, Open Group Joint forum in Jan. and start appreciating TOGAF based CCRM design as started in Panasonic, Nikko Security, now by SAISON and planning to expand TOGAF EA approaches are best suited to design innovative Customer Centric Architecture development.

◆May, CRM Chubu Forum

◆July, CRM Association General Assembly of all members and governing Board

◆July, 2017 CCRM Executive Forum invited Bob Thompson, the founder of CRM Guru Now Customerthink.com who has 250K web members on "CustomerThink" concerns, my 20 years partner in CRM activities.

◆October, Mie Forum, Vice Mayer of Tsu city fully attended with 100 attendees.

◆Nov, CRM Best Practice Award Winner Forum, by 2017 up to 176 organizations since 2004.

As a most rich customer experiences are shared by all winners and stimulating each other thus as two corporations, Panasonic and Mitsui Sumitomo Nikko security corp. achieved 10 times of awards out of 14 years and second group is in their 6 times of award winning experiences only one by Vision. 3 times winners are all 6; Saison, Forum8, Mitsui Sumitomo Bank, Mitsui Sumitomo Insurance Co., Tsu City, Fujitsu and 2nd times winners are all 16, Thus, out of 85 unique organization members since 2008, 25 companies had been challenging twice to 10 times winning by now. About 30% of best practice applied companies are multiple challengers and still 70% of Best practice awarded companies are one time only and no CCRM improvement were tried. As you know, there is no saturation points in Customer Centric Relationship Management. So, from your companies CXO point of view, it is better to study EA standards like TOGAF and ArchiMate to design your CCRM business process with ICT in a long- range view. Our leader company like Mitsui Sumitomo group, Panasonic, Vision, Saison information, Fujitsu had started to practicing their improvement of CCRM in a very architectural way across company's wide views even into the group operation.

We have been busy to help our members, clients on their innovational design by introducing TOGAF business Scenario in open innovation and consultation to the corporation who needs advices.

This increase of multiple challengers is our real pride on how they are serious and architecture oriented in pursuance of the Customer Centric Business Transformation, CCRM movement.

■ **My ACADEMY activities:2017**

◆ Academic Engagement: As I reported you all, now, I retired to teach any student in the academy except one case in Kyoto university.

As IT adviser to Kyoto university, I am invited to attend the long-range architecture of Kyotouniversity ICT plan for decades in every 3 months, a full day. I enjoy with meeting all ICT related professor, Adjunct and assistant professor in Media lab and Educational quality training professors together. All about 40 people.

◆ An emerging Open Data Lake project of Open Group Health Care Forum to integrate life Time medical records of individual and sanitize all personal privacy information and open for the patient and for all healthcare researcher using big data analytics and science for patients for his self-control aids and for medical doctors a new cause analysis and adaptive earlier Mental healthcare treatment and find an effective new medicines.

I am planning to work with famous healthcare group in Japan to propose a new data lake project.

I am waiting all my friends and my professional associate, global architects in The Open Group to advise me any successful case of Open data lake around mental health, especially, on Alzheimer cases.

How can we find small but intricated symptoms, some uncommon experience, an earlier enough before the decease diagnosed at later stages?

We needs to find the predictable methods and Data analysis of behaviors a way before doctor diagnose. Any successful Open Data Lake cases published in White paper for mental healthcare in the world? Please advise me.

(Fin)

Yours Sincerely, Junkyo (Jack) Fujieda

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