

Continuous Innovation, Steady Development

不断创新 稳健发展

—— Interview with Mr. Stephen McNulty, President of Micro Focus Asia Pacific and Japan and Mr. Keith Chan, General Manager of Micro Focus Greater China

—— 访 Micro Focus 亚太及日本区总裁 Stephen McNulty 先生及大中华区总经理陈明华先生

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Micro Focus 亚太及日本区总裁 Stephen McNulty 先生 Mr. Stephen McNulty, President of Micro Focus Asia Pacific and Japan

随着全球经济一体化的推进，中国经济取得了高速的发展。仅软件领域这一庞大的市场，就为全球软件企业提供了巨大的发展机遇。成立于1976年的世界知名软件公司——Micro Focus 以其独特的优势为全球客户提供世界一流的企业级可扩展解决方案组合，它们具有内置的分析功能，能够在 DevOps、混合 IT、安全和风险管理以及大数据分析方面提供以客户为中心的创新。2009年，Micro Focus 凭借其敏锐的市场洞察力和长远的战略眼光进入中国市场，通过其优质的产品与售后服务，目前已经成为中国市场上软件领域的领军企业。为探究 Micro Focus 的成功发展

之道，2017年，在迎接改革开放40周年之际，本刊记者采访了 Micro Focus 亚太及日本区总裁 Stephen McNulty 先生及大中华区总经理陈明华先生。

两位驰骋业界多年的高层管理者为记者详细介绍了 Micro Focus 的中国发展之路。McNulty 先生介绍说：“Micro Focus 是一家提供全球性基础设施架构的软件公司。我们会经常倾听客户需求，研发他们想要购买的产品，这对我们和客户而言是双赢，既能满足客户的需要，又能帮助我们获利。我们希望打造业内第一的提供基础设施架构的软件公司，现在财富前一百强的公司当中，有98家公司都是我们的客户。我们致力于为客户提供长期的支持，同时解决中国本土企业的需求。”

McNulty 先生向记者详细介绍了 Micro Focus 在全球以及中国的发展概况。据了解，Micro Focus 是欧洲第二大技术公司，业务遍布全球50多个国家和地区，全球有18000多名员工服务于40000多个客户，年营业收入超过40亿美元。Micro Focus 非常注重研发和创新，全球有超过5800多名研发人员，拥有6000项专利。凭借着持续的软件组合管理策略、极佳的管理团队以及强大的支持服务平台，包括现代化的云平台，Micro Focus 已经成为全球软件市场的领军企业。

多年的管理经验使得 McNulty 先生



Micro Focus 大中华区总经理陈明华先生 Mr. Keith Chan, General Manager of Micro Focus Greater China

对于 Micro Focus 在中国市场的发展充满信心，他表示，“我们希望能够集合世界各地的技术优势，为中国客户提供最好的产品。在产品研发过程中，我们非常关注各个行业的实际问题。我们在发展壮大过程中在全世界范围内收购了很多公司，以获得各个领域最好的产品。”大中华区总经理陈明华先生补充道：“今年9月，我们完成了与慧与科技软件业务的合并，合并后的新公司，有新的定位和更广泛的产品线。我们现在有超过100多位合作伙伴，包括原来慧与科技和 Micro Focus 的合作伙伴。合并后，我们希望有更多的客户了解我们的技术优势，了解新的 Micro Focus，了解我

们可以为他们保驾护航，降低运维投入，助力客户不断成功。”

目前，中国正处于经济飞速增长期，Micro Focus 谨守商道，积极融入中国经济，为推动中国软件业的发展、推动中国技术进步、人才培养等方面都做出了积极的贡献。当问及

Micro Focus 经营理念以及人才培养时，McNulty 先生表示，这是一个很好的问题，也正是 Micro Focus 发展壮大的关键之一，他说：“在我的职业生涯中，负责过很多收购并购。并购慧与科技，我能看到慧与的员工和团队加入我们的时候非常兴奋，无论是从公司的文化还是员工的归属感来看，都可谓是我的职业生涯中最为成功的一次并购。我们非常重视打造整个公司统一的文化，我们高级管理团队投入了很多时间和精力打造我们公司的企业文化，确保我们并购后的公司员工都能有非常强烈的归属感。”大中华区总经理陈明华先生说：“我们希望让所有人知道，合并之后 Micro Focus 是一个更强大的软件公司——我们拥有共同的目标，大家共同努力，赢得客户和合作伙伴对我们公司的认可和尊重。”

在谈及未来在中国的发展大计时，McNulty 先生充满信心，他说：“未来一到两年，我们重中之重就是要实现公司更好地整合，保持稳定，实现人的优化，包括人才、系统、流程等等各个方面，实现顺利对接。”陈明华先生补充道，“考虑到中国本土需求，未来我们将与合作伙伴一道，以技术优势帮助其开发自主品牌，并加强本土化合作，将我们的技术变成软件提供给客户。”

我们相信，Micro Focus 将会继续担当中国软件企业的领军者，发挥创新优势，为中国经济的发展做出更大贡献！



As global economic interdependencies continue to thrive, China continues to see an unprecedented degree of economic development. The Chinese software market alone gives global software companies enormous opportunities. World-class software company Micro Focus, established in 1976, has been engaged in delivering enterprise-level, extensible solution portfolio to clients all over the world, and these solution portfolios have been developed over time with client-orientated innovations to address key challenges in areas, such as DevOps, Hybrid IT Management, Security & Data Management and Predictive Analytics. In 2009, Micro Focus, with discerning market insight and long-term strategic vision, entered the Chinese market and developed into a leading software firm as a result of its quality products and sound after-sales services. Celebrating 40 years of business, Multinationals in China interviewed Mr. Stephen McNulty, President of Micro Focus Asia-Pacific and Japan and Mr. Keith Chan, General Manager of Micro Focus Greater China to find out Micro Focus's secret for success.

These two senior leaders with many years of industry experience gave a detailed introduction about the development of Micro Focus in China. "Micro Focus is a software company dedicated to delivering global infrastructure solutions. We always focus on clients' demands and develop what they want to realize a win-win situation. We strive to

be No.1 among enterprise infrastructure software companies. Our clients include 98 companies of the Fortune 100. We devote ourselves to providing clients with long-term support and satisfying the demands of Chinese local firms," said Mr. McNulty.

In the interview, Mr. McNulty explained the development of Micro Focus in the world as well as in China. According to Mr. McNulty, Micro Focus, as the second biggest technology company in Europe, operates its business in over 50 countries and regions around the world. Its annual



revenue exceeds 4 billion USD. Its staff of 18,000 employees around the world are serving more than 40,000 clients. Micro Focus places great importance on R&D and innovation, counting over 5,800 R&D employees and more than 6,000 patents globally. As a result of its persistent software portfolio management strategies,

top management team and powerful support service platform (including an up-to-date cloud platform) Micro Focus is a leading firm in the global software market.

Mr. McNulty is very confident of Micro Focus's development in China. "We want to integrate the technological advantages from around the world to create superior-quality products for Chinese clients. In the course of research and development, we devote considerable attention to practical problems in industries. Additionally, we have purchased many companies in our evolution, during which, we obtained better products in many fields," said Mr. McNulty. "This past September, we completed our merger with Hewlett Packard Enterprise's Software business, and the new company is repositioned and engaged now in more extensive product lines. We are keeping close relationships with over 100 partners, including those who have cooperated with both Micro Focus and Hewlett Packard Enterprise. Following this merger, we are communicating as much as possible with clients so that they are aware of our technological advantages and capacity, which can help them achieve business and technical objectives as well as reduce operational and maintenance costs," said Mr. Chan. China is experiencing roaring economic growth. Strictly adhering to its business



creating a truly unified enterprise culture. Our senior management team has spent a lot of time and effort to ensure we are building a great place to work, and in turn, foster an enterprise culture where employees are motivated to build

our business here following the merger," said Mr. McNulty. "I believe Micro Focus will become an even stronger software company as a result. Our collective efforts serve a common objective, i.e. to win clients' and partners' acceptance and respect," said Mr. Chan. rules, Micro Focus is actively involving itself in the Chinese economy and engaging locally to make contributions to the development of the software industry, technology evolution and talent cultivation in China. Mr. McNulty believes that Micro Focus's business philosophy and talent cultivation is the key to its continuous growth. "I have handled many mergers and acquisitions. In the merger of Hewlett Packard Enterprise Software business, I see employees and teams that are excited about the merger. With respect to those employees' sense of engagement with the company and its mission, I think this merger is the most successful merger of my career and we are making great progress on

our business here following the merger," said Mr. McNulty. "I believe Micro Focus will become an even stronger software company as a result. Our collective efforts serve a common objective, i.e. to win clients' and partners' acceptance and respect," said Mr. Chan.



"Over the next two years, we expect to further integrate our two businesses, optimize human resources, and realize greater efficiencies and connections between talent, systems and processes," said Mr. McNulty confidently, talking of Micro Focus's future development in China. "Considering the Chinese local demands, we will help our partners to develop proprietary brands in support of our technical advantages, and provide clients with the products containing our updated technologies in deep localization cooperation," added Mr. Chan.

We believe Micro Focus will continue its leadership in the Chinese software market, retain a superior position of innovation, and make a bigger contribution to China's economic development.

