



# RedOffice/OpenOffice In China

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# OUTLINE

- I. Company History
- II. Government Support
- III. Market Position
- IV. RedOffice Highlights
- V. RedOffice's Vision
- VI. Our expectations





# I. Company History

- Redflag Chinese 2000 Software Co., Ltd. was founded in December 2000 with registered capital of RMB10 million Yuan. The company is an affiliated high-tech software enterprise of Chinese Academy of Science (CAS), focusing on cross-platform software products development.
- The core technical team members of the company come from Software Institute of CAS, mastering the core technology of Chinese language processing. The technical team has also undertaken and participated into many national and local government R&D projects and assignments. With over 200 staffs, the company has a R&D team of more than 160 technicians.





# I. Company History

- RedOffice is the first cross-platform office suite which based on OpenOffice in China. With persistent efforts, RedOffice in the past six years has become an must-have of many Chinese local governments and many enterprises. The company has successfully developed a complete system of products development, training, technical support and after-sale services.
- The key reason we research office suite based on OpenOffice is : We consider that ONLY OpenOffice can compete with MS Office in the world.

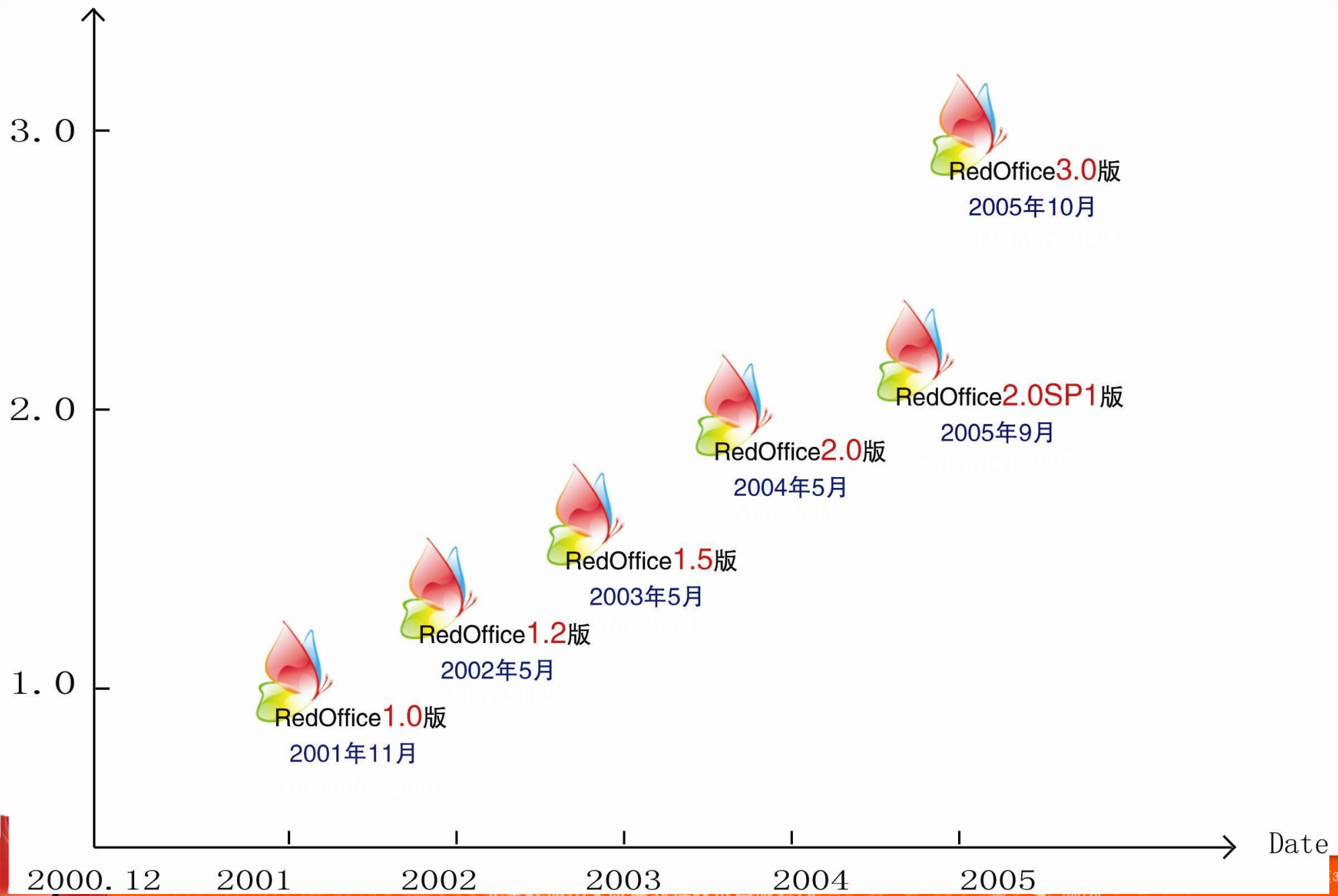




# I. Company History

- In Dec. 2001, RedOffice v1.0 defeated against MS Office and won the ever first government bid for genuine software – Beijing government's procurement for software.
- From 2004, Chinese governments at all levels have launched the campaign to purchase genuine software. RedOffice has made achievements in the campaign by repeatedly breaking Microsoft monopoly. Now, RedOffice has the biggest market share among Chinese software companies.
- By March 2006, RedOffice has been widely used by near 100 local governments, e.g. Beijing, Guangdong and etc.







## II. Government Support

### National Policies

- Notice on Issues of Pre-installed Genuine Computer Operating System and Software
- Letter of Proposal to Enterprises to Use Genuine Software
- The People's Republic of China Government Procurement Law
- Notice on Government's Leadership in Using Genuine Software





## II. Government Support

### *National and Local Projects*

- National 863 Project – Research and development of cross-platform Uigur and Mongolian language office suite
- Ministry of Information Industry, China - Research and development of cross-platform Tibetan language office suite
- National 863 Project – Standards of Chinese Linux and Office Software (in cooperation). The company is one of the core members of the standard development team.
- Participated as core team member into *Guideline on Application of Electronic Official Documents Exchange of Beijing*.
- Participated as a member of the Technical Committee into the establishment of *Linux Application Software Standard of Guangdong Province*.





## II. Government Support

### *National and Local Projects*

- ***“Sail Setting, Sail Making”*** Project, Beijing Science and Technology Commission
- ***Integration of Office Suite and Internet Browser***, Beijing Science and Technology Commission
- ***Research and Development of NC-Based Browser***, Beijing Science and Technology Commission
- ***RedOffice collaboration Office Terminal***, Beijing Science and Technology Commission
- ***Performance Optimization and Compatibility Strengthening of Office Suite***, in Sail Setting of 2004, Beijing Science and Technology Commission
- Software Key Project of National 863 Project – Development and Application of RedOffice Office Suite





## II. Government Support

### *Qualification and Honor*

- In 2004, gained the highest-class award of "Beijing Technical and Scientific Improvement Prize"
- Passed top certification by national authoritative GB18030.
- Passed evaluation organized by Ministry of Science and Technology, and gained support by being entitled only special key project of Open-source office software sub-branch of National 863 Project.
- In August 2002, honoured by Beijing Economic Development Zone *Grand Contribution Award*.





## II. Government Support

- For successive three years, honoured *Excellent Software of the Year*. In December 2004, honoured *Excellent Software Product of China* (only office suite honoured).
- On May 18, 2005, RedOffice Office Suite was listed into projects of 2005 National Torch Plan, and Project Number was 2005EB010020.
- In 2005, recognised jointly by four ministries and commissions of China as national key new product.
- In 2006, honoured one of *Top 10 Independent Innovation Software*.





# State Key High-Tech Product

## 国家重点新产品 证书

项目名称：中文贰仟办公平台RedOffice

项目编号：2005ED600022

承担单位：北京红旗中文贰仟软件技术有限公司

发证时间：2005年6月

有效期：三年

批准机关：





# State Torch Project



## 国家火炬计划项目证书

项目名称: RedOffice办公软件

承担单位: 北京红旗中文软件技术有限公司

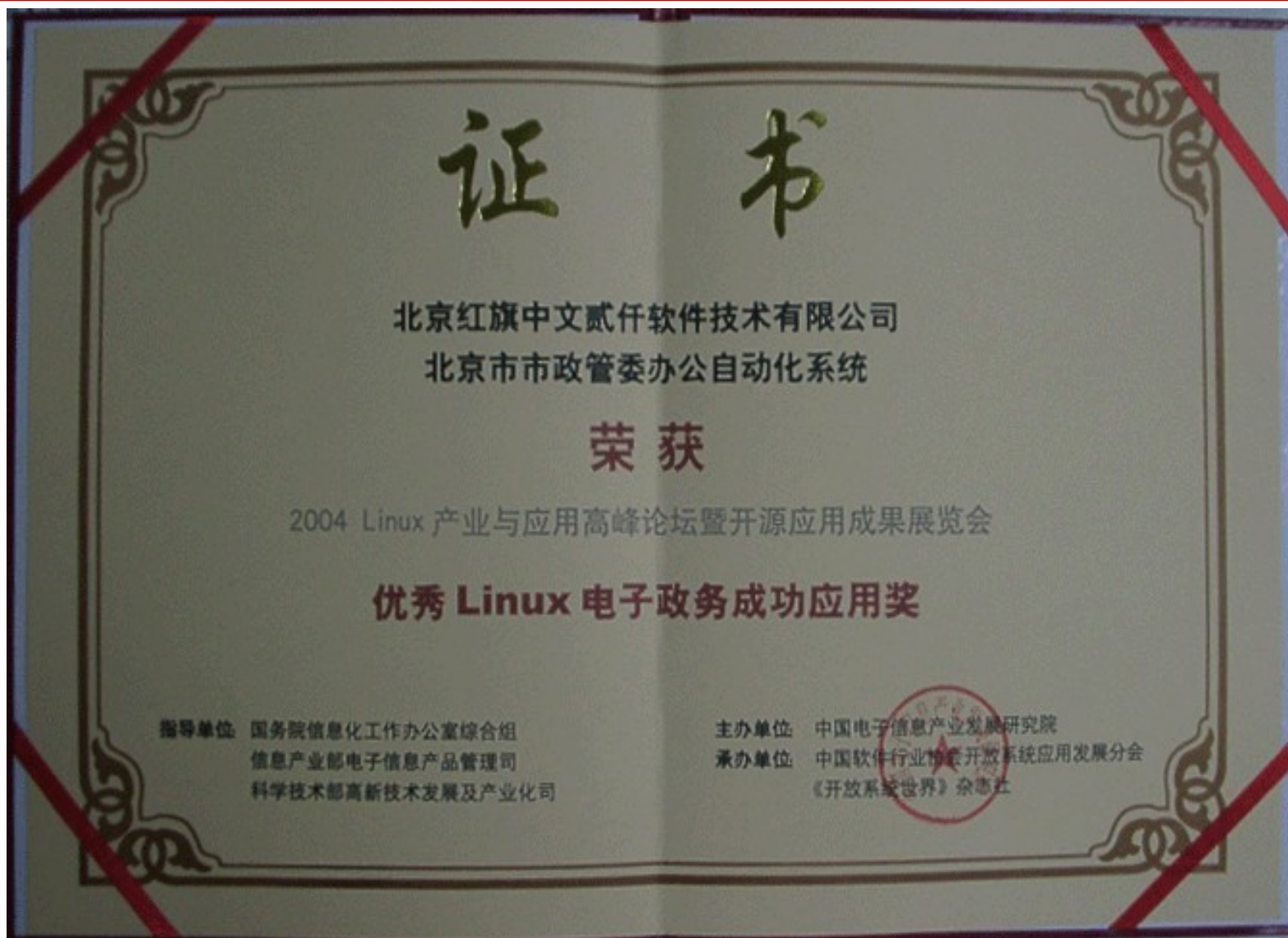
项目编号: 2005EB010020

批准机关: 中华人民共和国科学技术部

颁证机关: 科学技术部火炬高技术产业开发中心

颁证日期: 二〇〇五年五月







### III. Market Position

- More than 1,000 government organizations and enterprises have adopted RedOffice.
- By now in 2006, won 100 bids in provincial, city and country government procurement.
- Forecasted 35% growth rate again.





## III. Market Position

### Market Potential

- In 2006, New computers sales volume – 18 million.
- Demand for genuine office suite by new computers and old computers will be over 5 million sets.
- As office suite is a higher-price product, the market will reach at least multi billions Yuan.







# Some Clients of RedOffice

Successful bids in government procurement in 2006 and after	Successful multi-year bids in government procurement	Some corporate clients	Successful cases of embedded e-government solution
黄石市政府 延边州政府 牡丹江市政府 江西省赣州市 陕西省西安市 黑龙江省大庆市 山西省晋中市 广东省江门市 福建省莆田市 河南省商丘市 湖南省衡阳市 山西省临汾市 山东省济宁市 河南省鹤壁市 山西省大同市 河北省保定市 河南省安阳市 陕西省西安市 等其他省市……	国家部委 北京市政府 北京市科委 济南市政府 郑州市政府 长沙市政府 黑龙江省政府 贵州省政府 湖北省政府 福建省政府 深圳市政府 甘肃省政府 广州市政府 山西省政府 成都市政府 东莞市政府 佳木斯市政府 哈尔滨市政府 等其他……	国务院机关事务管理局 北京钢铁设计研究院 中国数字图书馆 富士高集团 雅戈尔集团 升冈国际集团 上海东吉集团 惠聪资讯集团 江西省电力公司 中国路桥集团 桂林三金药业 金山电子（深圳） 南方基金管理公司 中名（东莞）电子 深圳华软泰科德 马鞍山钢铁设计院 鞍山焦耐总院 等其他……	RedOffice与北京市纪委监察局电子政务系统的集成案例 RedOffice与北京市科委MIS/OA系统集成案例 RedOffice与北京市知识产权局电子政务系统的集成案例 RedOffice与北京市安全生产局电子政务系统的集成案例 RedOffice与北京市卫生局办公自动化系统的集成案例 RedOffice与北京市信息办办公自动化系统的集成案例 RedOffice与北京市市政管理委员会办公自动化系统的集成案例 RedOffice与浙江省上虞市办公自动化系统的集成案例 RedOffice与佛山市南海区西樵镇电子政务系统集成案例 等其他……





## IV. RedOffice Highlights

### 1. *Native Language and Localization*

Including Chinese word processing, supporting Chinese Codeset Standard such as GB18030, Chinese printing, Chinese characteristic module, Chinese input method support, diagonal heading, strengthening support to Chinese layout calculation .

### 2. *Adding lots of featured functions*

RedOffice, based on OpenOffice, adds many useful features which could satisfy office management requirements in Chinese, such as automatic online upgrade function, suited printing of envelops, document cooperation, handwriting editing ,electronic official chop function, and etc.





## IV. RedOffice Highlights

### 3. *Fix many OpenOffice bugs*

Accumulatively, made up 664 bugs of different versions of OpenOffice;

Among which, 116 bugs from OpenOffice Version 1.1;

Among which, 548 bugs from OpenOffice Version 1.9.120;

*This significantly improved easy-use, easy-maintenance and stability of the software.*

### 4. *Improved compatibility to MS Office*

*By adding document filter and format conversion function and improving some functions of RedOffice, a much better compatibility of RedOffice to MS Office has been achieved to meet user's need.*





## IV. RedOffice Highlights

### 5. *Customized integration application solution*

*Integration with application systems is the most important breakthrough of RedOffice, which provides some featured and necessary functions to satisfy the requirements of e-government, e.g. official document field, handwriting editing, online editing, and electronic official chop connector.*

*By improving RedOffice's application development capability, achieve the data exchange of office software and application system, document cooperation editing function, etc.*





## Online editing, handwriting editing, trail preservation and other functions satisfy special requirements of e-government (I)

The screenshot displays the RedOffice 2.0 interface with two overlapping windows. The background window shows a document with Chinese text and a vertical ruler on the left. The foreground window shows a document with Chinese text and several annotations:

- A callout box labeled "插入文字" (Insert text) points to a section of text.
- A callout box labeled "修改文字" (Modify text) points to another section of text.
- A callout box labeled "批注:" (Annotation) points to a section of text.

The text in the foreground window includes:

存储格式，所以它不但能完全兼容所有微软 Office 文档格式，而且相互之间的转换也变得相当便捷和精确。为各种信息化应用系统实现统一数据接口与异构数据访问也提供了方便，同时它为 Office 应用揭开了新的序幕。

我们知道 XML 把文档的三要素独立开来，分别处理。首先把显示格式从信息内容中独立出来，保存在样式单文件 (Style Sheet) 中，这样如果需要改变文档的显示方式，只要修改样式单文件就行了，而要提取文档信息则只须关心信息单文件即可。XML 的自我描述性质能够很好地表现许多复杂的文档信息关系，使得在 XML 文件可准确高效地搜索相关的信息内容，忽略其他不相关部分。XML 还有其他许多优点，比如它有利于不同系统之间的信息交流，完全可以充当网际语言。

将 RedOffice 的文档后缀改为 ".ZIP" 解压后，我们可看到 RedOffice 生成的任何文档实际上是由多个 XML 文件和一些二进制文件 (如图片等) 组成，因此 RedOffice 对 Office 文档的应用变得非常自由和简便。

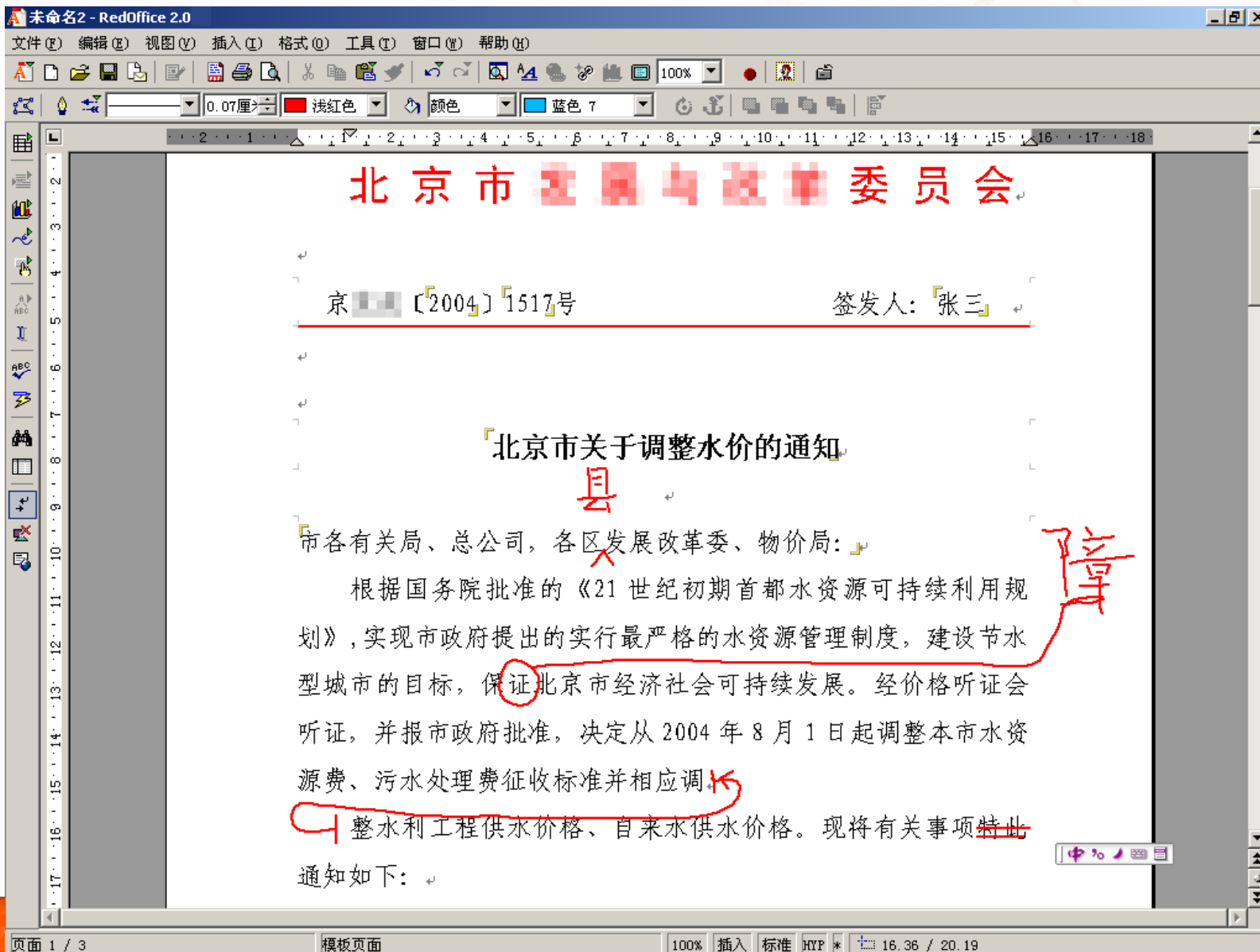
一、知识管理

在信息化办公领域里二进制格式的文档曾经统治了一个时代，但随着计算机体系结构及应用环境的日趋复杂，二进制格式的文档不但存在保存问题，而且已成为信息利用和管理的瓶颈。

由于 RedOffice 核心之一就是 XML 应用，而不是采用中间层将二进制文档格式转换成 XML 文档的方式，所以 RedOffice 本身实际上是一个



Online editing, handwriting editing, trail preservation and other functions satisfy special requirements of e-government (II)





Integrated electronic chop and digital certification successfully meet some special demand of e-government

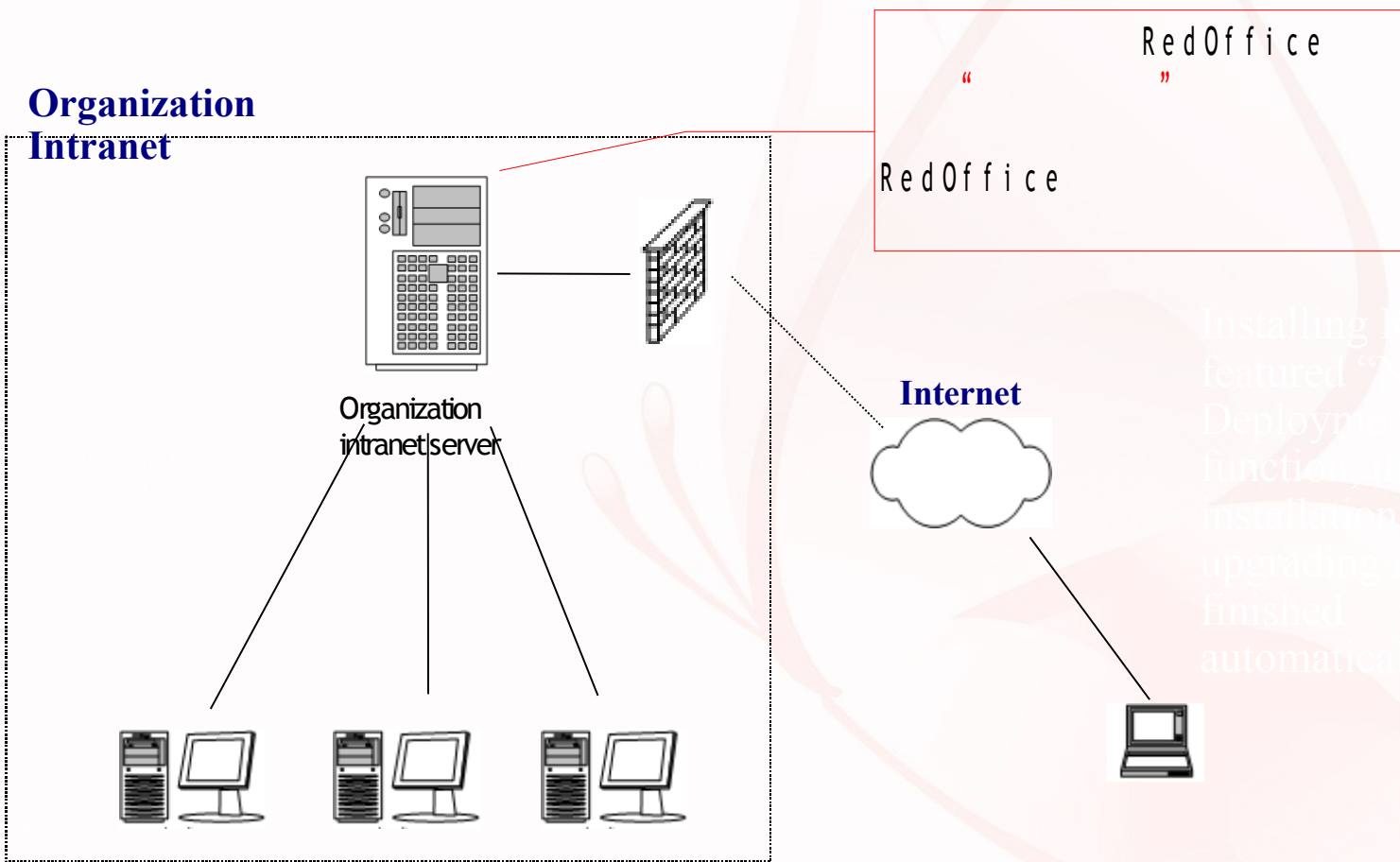
The screenshot displays the RedOffice 2.0 application window with a document titled '《公文处理办法》.doc'. The document content includes the title '关于实施' and several lines of text: '各部门:', '现将经公司领', '请遵照执行。', and '附: 《公文处理办法》'. A '盖章信息' (Stamp Information) dialog box is open on the right, showing the following details:

项目	内容
名称	《公文处理办法》.doc
盖章人	C=CN S=广东 L=广州 O=gz0001818 OU=机构地址 CN=机构类型 CN=gz000818 CN=XXX公司
字数	6658
盖章时间	2005年3月6日 13:6:10

At the bottom of the dialog box, a message states: '文档没有被修改, 印章有效。' (Document not modified, stamp is valid). The dialog has '确定 (O)' (OK) and '取消 (C)' (Cancel) buttons.



## Group User Network Deployment



Installing RedOffice featured "Network Deployment" function, the online installation and upgrading may be finished automatically.







Office Automation 办公自动化系统

个人工作台 电子邮件 通讯录 便笺 论坛 退出系统

今日值班 明日值班 晚 在线用户 隐藏顶

拟稿

公文正文 载入附件 提交 保存

文件(F) 编辑(E) 视图(V) 插入(I) 格式(O) 工具(T) 窗口(W) 帮助(H)

表格内容 宋体

北京市科学技术委员会发文稿纸

京科文(2004) 号	密级: 非密	保密期限:
缓急: 平件	定密依据:	
签发:	会签:	

制作单位: 北京美馨科技发展有限公司





北京市安全生产监督管理局 - Microsoft Internet Explorer

文件(F) 编辑(E) 查看(V) 收藏(A) 工具(T) 帮助(H)

地址(D) http://localhost:7001/archive/sendarchive/cwpreview.jsp?id=ar05934333AE

打印 关闭

北京

市安全

完毕

于飞 同志, 欢迎您!

- 工作管理
- 公文管理
- 发文管理
- 发文起草
- 发文目录
- 不编号发文目录
- 发文草稿箱
- 个人发文草稿箱

- 局内动态
- 政务信息
- 外部动态
- 公共信息
- 多媒体展示
- 知识管理
- 重要文件
- 在线咨询
- 系统管理
- 全文检索
- 论坛
- 工具库
- 个人工作间

北京市知识产权局网上办公自动化系统 - Microsoft Internet Explorer

返回首页 在线用户 ★ 今日下午0A培训 ★ 周六值班 周日值班 显示顶部

拟稿

正文 附件 保存到草稿箱 提交 返回

文件(F) 编辑(E) 视图(V) 插入(I) 格式(O) 工具(T) 窗口(W) 帮助(H)

表格内容 宋体 78%

北京市知识产权局发文稿纸

文件标题:	京知局(2005) 号
	密级: 非密。
	缓急: 平件。
签发	会签

RedOffice 3.0



打印 关闭

## 借阅档案登记簿

序号	日期	单位	案卷或文件题名	利用目的	期限	件(卷)号	借阅人	归还日期
1	2005-05-20	办公室	33	其它	定期 25 年	33	党学锋	
2	2005-06-01	办公室	5656	编史修志	定期 25 年	23456	党学锋	2005-06-06
3	2005-07-18	科技处	仍然人	工作查考	定期 5 年	555	李立明	2005-07-18
4	2005-07-20	科技处	12323	编史修志	定期 25 年	123	朱光宇	2005-07-20
5	2005-07-20	科技处	12323	宣传教育	定期 25 年	123	朱光宇	2005-07-20
6	2005-07-20	科技处	12323	学术研究	定期 25 年	123	朱光宇	2005-07-20
7	2005-07-20	办公室	12323	编史修志	定期 25 年	123	张希璐	2005-07-20
8	2005-07-20	办公室	12121212	工作查考	定期 25 年	123	党学锋	
9	2005-07-20	科技处	12323	编史修志	定期 25 年	123	朱光宇	2005-07-20
10	2005-07-29	科技处	sd	编史修志	定期 15 年		朱光宇	2005-07-29
11	2005-08-01	办公室	排序测试 003	经济建设	定期 15 年	排序测试 003	刘琪	
12	2005-08-01	办公室	关于收文登记	编史修志	永久	2005030004	张希璐	2005-08-01



中共北京市纪委市监察局办公自动化系统 - Microsoft Internet Explorer

OA 系统

工作台 日程表 名片夹 培训 任务 投票 法律库 申请 帮助

后退 前进 刷新 退出

待办工作

文件标题: 第三次党委代表大会

文件类型: 公文

缓急度: 一般

撰写文稿 如在此处撰写公文, 请点击左边文字。

从本地加载文件  浏览... Load!

文件(F) 编辑(E) 视图(V) 插入(I) 格式(O) 工具(T) 窗口(W) 帮助(H)

正文(基准, 首行不) 宋体 二号 B I U

中共北京市纪律检查委员会 (通知)

京纪通 [ ] 号

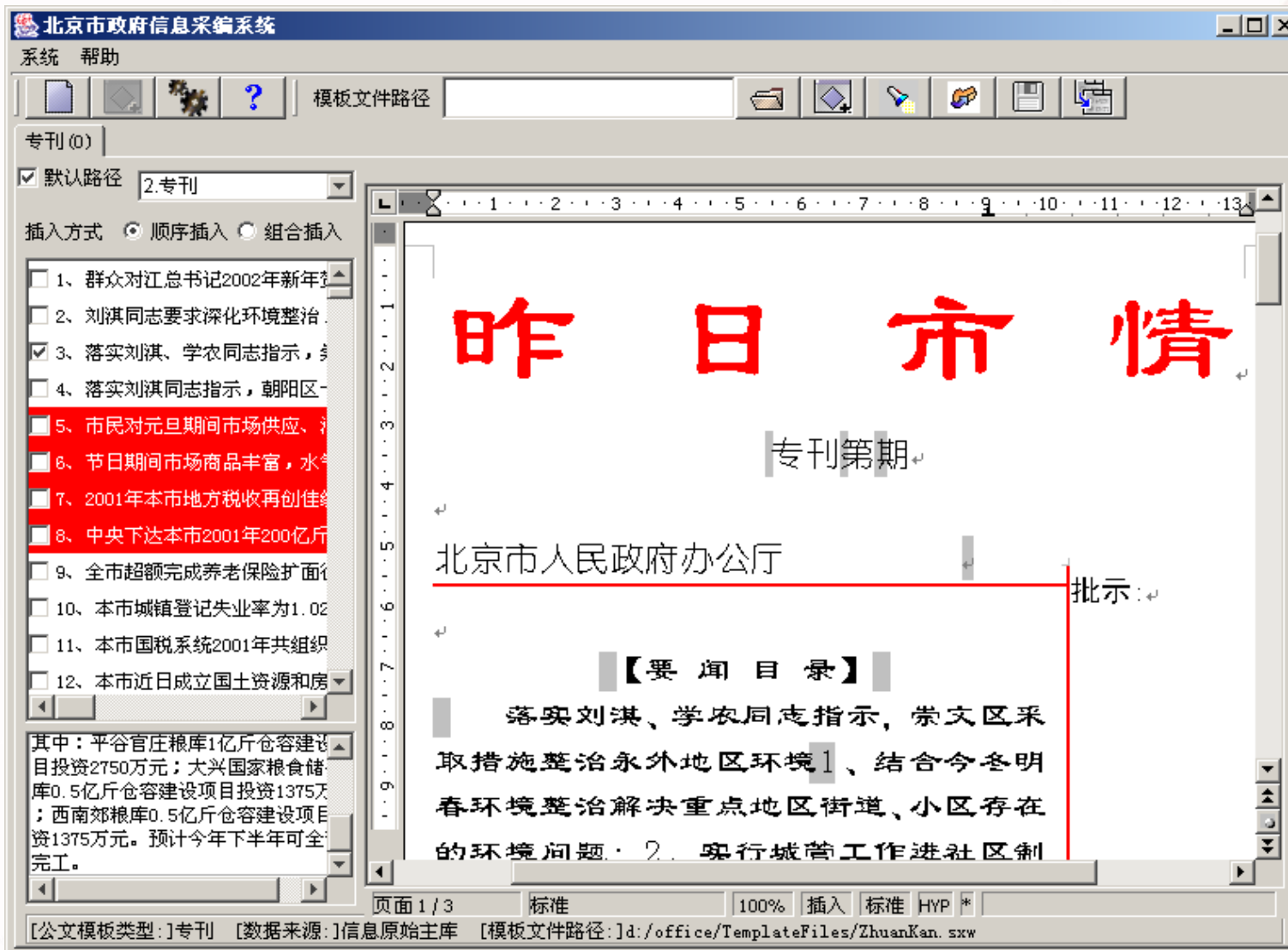
★

中共北京市纪委

关于 的通知

May use JavaBean, ActiveX and other method to embed RedOffice into browser to work as part of e-government, which may allow online document editing and processing, and avoid repeated documents upload and download in previous application solutions, and make official document editing and official document flow become an integrated whole body.





May use JavaBean, ActiveX, OLE and other methods to integrate RedOffice into normal C/S application programs .....





The screenshot shows a Mozilla Firefox browser window displaying a web-based document editor. The browser's address bar shows the URL: `http://192.168.24.210:8004/oa/User/userLagonAction.do;jsessionid=bp7m6wxwt1wKgY0h9E`. The page title is "中关村数字园区海淀园办公自动化系统 - Mozilla Firefox".

The document editor interface includes a menu bar with options: 文件(E), 编辑(E), 视图(V), 插入(I), 格式(O), 工具(T), 窗口(W), 帮助(H). Below the menu is a toolbar with various icons for document operations. The document content is displayed in a large text area with a ruler at the top and a vertical scroll bar on the left.

The document content, written in red text, is as follows:

起草

中关村科技园区海淀园管理委员会  
部门办公会会议纪要  
第001期

海淀园管理委员会  
XXXXXXXXXX  
2005-09-07

秘书处

At the bottom of the document editor, there is a copyright notice: 版权所有：北京市中关村科技园区海淀园管理委员会 设计制作与技术支持：北京中海纪元数字技术发展有限公司

The Windows taskbar at the bottom shows the Start button, several open windows, and the system tray with the time 17:12.



金华市人民政府文件

金政发(2004)号

标题

此处填写主送单位

主题词

抄送

印发机关

2004年3月19日

机关代字: 金政发 是否联合发文: 否

附件: [浏览] [浏览] [浏览]

办理意见: [ ]

当前操作: 拟稿 办理人员: admin

下一步操作: 审核 办理人员: >>

保存 提交





保存 发布 盖章 打印

机关代字: 无

发布范围: >>

内部送阅: >>

附件:  浏览...

文件(F) 编辑(E) 视图(V) 插入(I) 格式(O) 工具(T) 窗口(W) 帮助(H)

标准 宋体 32 B I U

中共上虞市委文件

<文号>

★

<标题>

<主送单位>

页面 1 / 1 标准 75% 插入 标准 MYF





# Case Study – General Office, Hainan Province



表单处理 - Microsoft Internet Explorer

海南省人民政府办公厅办公系统  
HAI NAN SHENG REN MIN ZHENG FU BAN GONG TING BAN GONG XI TONG

发送 暂存 退出

表单处理 正文 附件 修改意见 流转记录 参考文件

生成草稿 传阅 转国家局

保存到服务器 显示修订 插入文档

文件(F) 编辑(E) 视图(V) 插入(I) 格式(O) 工具(T) 窗口(W) 帮助(H)

正文 从模板新建 宋体 小二 B I U

3 2 1 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17

这是草稿的测试页面。

- 标题
- 表格
- 排版框
- 图形
- OLE-对象
- 书签
- 区域
- 超级链接
- 引用
- 目录
- 批注
- 绘图工具对象

temp.sxw (使用中白)

页面 1 / 1 标准 66% 标准 HYP \*

开始 D:\2... Ultra... 海南... MSN... hunt... C:\... 海南... 表单... Ultra... 17:06



湖南省国土资源厅电子政务系统 - Microsoft Internet Explorer

文件(E) 编辑(E) 查看(V) 收藏(A) 工具(T) 帮助(H)

← 后退 → 搜索 收藏夹 媒体

↑ 萨达到 主页 | 帮助 | 注销 | 退出

## 湖南省国土资源厅电子政务系统

行政办公 公共交流 个人助理 图形浏览

### 行政办公

- 今日事务
- 公文管理
  - 公文拟文
  - 发文查询
  - 公文收文
  - 收文查询
- 政策法规
- 党建管理
- 科技外事
- 会议管理
- 车辆管理
- 考勤管理
- 窗口收件
- 案卷查询
- 在办箱
- 所有在办
- 已办箱
- 沉淀箱
- 所有沉淀

## 发 文 拟 稿

发文标题	关于落实软件正版化的通知					办完时间	0 天	
事件状态	正常	拟稿单位	信息中心	拟稿人	管理员	拟稿日期	2004-11-12	<a href="#">附件</a>
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## 关于落实软件正版化的通知



## IV. RedOffice Highlights

### 6. *Support to UOF and ODF*

*Uniform Office Format (UOF) Standard is a national standard initiated by China Electronic Technology Standardization Institute, and developed by Beijing Redflag CH2000 Software Co., Ltd. and other OA software companies and the specialists of the industry. RedOffice supports ODF standard and Chinese standard (UOF), local standards.*





## IV. RedOffice Highlights

### 7. *Support Linux and Chinese Linux*

*By improving integration of RedOffice into Linux operating system, especially Chinese language version RedFlag Linux and other operating systems, RedOffice makes all sorts of Chinese Linux operating system smoothly supported by nice office suite.*





## V. RedOffice's Vision

- Following Ooo development orientation on the technology, submit our customer's demands to the community.
- Contribute RedOffice source code to the community and promote OpenOffice.
- Establish a subcommunity about OpenRedOffice in the community to promote a development of Chinese localization project.





## V. RedOffice's Vision

- Fully support development strategy of open document format standards, and promote development of ODF in China, and proactively support integration strategy of UOF into international ODF standards.
- Further research and develop integration capability of RedOffice with other application systems, and develop into network application service module.





# Our expectations

- Making a close relationship with OpenOffice.org community.
- To know and understand the general community structure, such as management model, development model, etc.
- Participate technical development positively, making our contribution in many projects, such as Chinese localization, documentation format, application interface development, bug fix, performance optimization, etc.





# Our expectations

- Establish a full cooperation with the community, in addition, establish a cooperation with some Software makers.
- Through cooperating with the community, improving ODF development and promotion.
- Other possible ways.







# Our expectations

There are just two key things:

- Create and Keep touching with OpenOffice.org
- Become a valuable contributor to OpenOffice.org





# 谢谢 Thank You Merci

