

Toru Arakawa (JP)
President and Chief
Executive Officer
ACCESS CO., LTD.
Tokyo

Born in 1959. Toru Arakawa studied at Tokyo Denki University. In 1979, while still being a student, he began his career in the software business.

Toru Arakawa, together with Tomihisa Kamada, founded ACCESS CO., LTD. in 1984, a software company focusing on embedded software including micro browser, network communication software and real-time operating systems. ACCESS' browser software has been widely used in a variety of consumer devices from TV sets to mobile phones. ACCESS is especially well-known as the browser supplier to NTT DoCoMo's i-mode handhelds.

Since founding ACCESS, Toru Arakawa has been Chief Executive Officer and President of the company. He led ACCESS to a successful Initial Public Offering at the Tokyo Stock Exchange market in 2001.



Dr. Tomihisa Kamada (JP)
Executive Vice President
and Chief Technology
Officer
ACCESS CO., LTD.
Tokyo

Born in 1961. Tomihisa Kamada studied at the University of Tokyo where he earned a Doctorate in computer science.

Tomihisa Kamada, together with Toru Arakawa, founded ACCESS CO., LTD. in 1984. He serves as Executive Vice President and Chief Technology Officer of ACCESS, specialising in visualisation, network protocols, programming languages, and ubiquitous computing.

Tomihisa Kamada is known as the original developer of "Compact HTML", constituting the technological basis of i-mode. It is widely used for mobile Internet services.



Theses

**How Can a Venture
Company Get a
Chance for New
“Ubiquitous Net”
Industry?**

1. The Start-up: ACCESS company was founded by two young university students who had the ambition of changing the world by an innovative technology in 1984. Enthusiasm was driving the business in spite of no experience, no money, and no staff.
2. The idea: A good strategy and idea for distinguishing a small company from others is the key to success. In this case, two keywords were essential: “consumer appliances” and “networking”. Since there are many big world-class consumer companies in Japan and since networking must become the next trend, the consumer companies will need network software soon.
3. The break-through: If the idea is right, a big wave will come sooner or later. It is very important to ride this wave and expand the business timely.
4. The growing: When a company grows to some extent, organisation must be newly constructed to cover the global market at the next stage. Global competition is a big challenge for a small Japanese company.
5. The dream: The creation of a new trend “Ubiquitous Net” society where everyone can get benefits via easy-to-use net-enabling appliances (such as TV, mobile phone, car navigation system, ...). It is expected that this could solve the problem of “Digital Divide”, which is regarded as one of the biggest social problems in the 21st, the digital, century.