ABeam Consulting®

The company name “ABeam” represents the determination of the firm having two meanings:
Originally out of “Asian Beam”, to be a continuing and powerful global consulting firm with an Asian heritage.
In addition, the term “abeam” in sailing means fast forward movement driven by a side wind.
Our corporate name and identity is our business philosophy:
Use the maximum drive available and support our clients’ business toward success.

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CSR

Real Partner®

Seeking to Become a “Real Partner” that Assists Clients in Pursuing Global Business Development

Over the past three decades since the establishment of ABeam Consulting in April 1981 as a global consulting firm based in Asia, we have continued to expand our global network while providing high valued-added consulting services that assist our clients in expanding their business operations on a global basis.

President & CEO
Toshinori Iwasawa

Since the founding of the firm, every consultant at ABeam Consulting has been striving to provide consulting services that make us a "Real Partner" for our clients.
No matter how difficult the challenge or how long the process, we thoroughly examine our clients' operations to enable them to achieve their goals, based on our extensive experience and knowledge accumulated through serving clients operating in every industrial sector.
Then to each client, we deliver the best practices, taking account of the different cultural aspects and business customs of each country and locality.
It is our policy to continue to work closely with each client with a sense of commitment on a long-term basis to ensure that the best practices are integrated into its operations.

We will continue to serve as the one-and-only "Real Partner" for our clients with the aim of assisting such clients pursuing business operations in Asia, as well as on a global basis, in delivering increased value.

Our Vision

Once a partner and forever after we shall be your Real Partner.
Asian in origin but global in scope, we are not bound by any one stereotypical globalization strategy. Instead, we take the utmost advantage of the characteristics of our clients and locale.

Our Mission

We bring success to our clients, continuously contribute toward enhancing their corporate value,
care for people and deliver results through innovation.

Core Values

With our eye on a common future and sharing the pleasure of success together as a Real Partner,
we are honest and passionate in our consulting work as we seek our clients’ real needs for change.

Client Centric　Love for our clients
We are proud of always thinking in terms of what is best for our clients; offering solutions that are not only theoretical but workable.

Professional Excellence　Outstanding Professionalism
We offer services of superb quality based on our accumulated, extensive, and profound knowledge and experience.

Power of Diversity　Respect for Diverse Individuals
We share a corporate culture of mutually respecting individual abilities, and in turn helping one another to grow. Our growth is our clients’ growth.

Collaboration/Collegiality　Team Strength
We have brought together all ABeam Consulting’s individual abilities into our corporate power. In working as a team that includes our clients, we also share a common goal with our clients and take full advantage of each other’s wisdom and experience.

New Global Dimension　Original Global Outlook
We know how to proceed with our business, absorbing all best practices in the world as our own while respecting the locally prevailing value systems.

ABeam Expertise

ABeam Consulting demonstrates its superior expertise in every facet of our business, including Industry Solutions, Service Line and Global & Regional Services.
We offer optimal and high-quality solutions to all our clients.

Industry Expertise

ABeam Consulting's Industry Solutions

Our solutions are supported by our deep insight into various industries and our diversified yet extensive experience acquired over the years from supporting our clients as partners in their business transformation.
We offer the industry solutions that address the unique challenges of our clients' industry and business, and meet their needs in various markets.

Service Line Expertise

ABeam Consulting's Service Line

Our service line has a lineup of experienced specialists and provides unique and practical comprehensive services in each area, including corporate strategy; business restructuring ; and implementing, operating and maintaining IT systems.
We solve the challenges faced by our clients with seamless and end-to-end services and vigorously endorse business transformation.

Global & Regional Expertise

ABeam Consulting's Global and Regional Services

We have a worldwide network of offices, development centers and outsourcing centers and are truly respectful of the intrinsic values and business practices of the respective countries and localities. We provide optimum solutions to our clients in every region and help ensure their global success.

Global & Regional
Industry
Service Line

We have accumulated the best practices for the respective industries. Our consultants are knowledgeable of the markets and environment in the respective industries and provide the optimum services through their extensive experience.

Telecom & Media

Sports & Entertainment

Transportation

Real Estate

Professional Service

Medical

Education

Public

Retail & Service

Food & Beverage

Public

Understanding ever-diversifying needs and an ever-changing socia
We provide diverse solutions.

Industry Expertise

Financial & Social Infrastructure

Accurately understanding customers' needs for transformation,
Providing new business models and solutions
We contribute to the advancement of society and growth of industry.

Electric Power & Gas & Oil

Trading

Lease & Credit

Insurance

Banking & Capital Market

Automotive & EV

High Technology

Electronics & Industrial Products

Engineering

Process

Life Science

Consumer Products

Manufacturing & Consumer Business

Achieving stronger competitiveness in global markets,
We provide customers with optimal solutions.

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Business Consulting

We provide integrated service from the creation of well-balanced strategies in terms of “maximizing corporate value”, “competitive superiority” and “feasibility and viability” to the realization of those strategies.

Specialists in each service area form an interdisciplinary team to achieve the desired renovation. Business transforamation throughout the entire company is achieved by providing excellent service in an integrated manner.

Provided Services

Strategy

Strategy (Management Strategy / Business Transformation)

- Creating corporate strategies
- Setting a management vision
- Group management / Global strategy
- Business portfolio strategy
- New business strategy
- Marketing / Branding strategy
- Business reorganization / Company turnaround support
- M&A advisory service

P&T Digital

ACM (ABeam Cloud Management)

- Cloud action strategy formulation / implementation support
- ABeam Cloud service development
- ABeam Cloud service implementation support
- ABeam Cloud service operational support
- Cloud service research & discovery

HCM (Human Capital Management)

- Talent management
- Human resource system transformation
- Personnel development
- Organization development (OD)
- Human resource operations transformation (human resource BPR, shared service)
- Human resource system construction support
- Knowledge management (technical heritage, skill equalization)
- Global human resource management

RI (Research & Innovation)

- Research & evaluation of advanced technology trends / services
- Startup discovery & service development
- Innovation activity support
- Networking support
- Innovation workshop implementation support

AI/BI (Data Ana

- AI/BI action strategy
- AI/BI technology Po
- Data utilization syste operational support
- Data analysis trainin
- Data analysis operat
- Data analysis system
- AI/BI platform visior

IES (Integrated E

- Solution developme development of cros
- Next-generation sol project support (BI/I
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SCM (Supply Ch

- Enhance group SCM
- Standardization of t and inventory PSI pr
- Enhance SCM perfo
- ABeam template for
- Supply and demand
- Master integration s
- SCM implementatio
- Logistics transforma

Service Line Expertise

Service Range

ABeam Consulting shares a common purpose with its clients and provides seamless services that enable their business process transformation from the creation of corporate strategies to the building, maintenance and operation of IT systems.
Our professionals in each service area of business consulting, enterprise applications and outsourcing mutually coordinate their experience and specialties and work as a team to provide high value-added services and contribute to enhancing the enterprise value of our clients.

Enterprise Applications

By leveraging our in-depth business knowledge and advanced IT capability, we provide integrated services from the planning to the development of IT systems that will ensure maximum achievement of the intended objectives.
We will utilize ABeam Consulting's proven methodology and industry-specific templates to enable the development of quality, cost-effective systems, and vigorously support our clients in realizing their strategies.

Outsourcing

Even after the system is running, as a partner to our clients, we will conduct safe, secure and cost competitive operation and maintenance. We provide not just simple system operation and maintenance but assistance in realizing business transformation through practical outsourcing that utilizes systems and data.

Business plan creation
Company turnaround execution support
Profit structure reformation
Office operations reformation and BPR

- New business model implementation
- Business structure reformation
- Value chain reformation
- Systemization concept creation
- Transformation of thinking

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formulation / implementation support
C implementation support
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Enterprise Solution)
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oT)
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n (ABeam Cloud, RPA)

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management
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SAP
cloud service
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CRM (Customer Relationship Management)

- Customer / Channel strategy planning
- Customer experience management planning / Implementation
- Customer insight marketing planning / Implementation
- Customer intelligence planning / Implementation
- Marketing strategy planning / Transformation support
- Sales strategy planning / Transformation support
- Customer service strategy planning / Transformation support
- Field service strategy planning / Transformation support

IoT

- Digital strategy / Implementation support
- Digital business transformation / BPR support
- Digital value chain / Strategy
- IoT Business / BPR visioning / Strategy
- UX/Design Thinking Implementation support
- Digital Platform Strategy / Construction
- IoT mobile (digital) application development & Implementation

Robotic Process Automation (RPA)

- Strategy planning for digital business transformation
- Digital labor platform development
- RPA vision creation
- RPA realization
- Rulemaking of robotics development and operation
- Training and mastering support for robotics engineers
- AI and OCR robotics integration (paper document processing)

FMC (Finance and Management Control)

- Accounting and financial operations transformation
- Strengthening of global consolidated business management
- Support for IFRS
- Internal controls / GRC
- Internal control BPO
- Global cash management
- Business intelligence (BI)

ITMS (IT Management)

- IT vision creation
- Applications strategy
- Systemization plan support
- SOA system infrastructure building support
- IT cost optimization support
- Mission-critical system construction, maintenance, and expansion
- Offshore development

ABeam Consulting has developed a proprietary network utilizing the strengths of being Asia based.
We provide service that fits the local conditions to clients in every region and clients looking for success in the global market.

Building a global business infrastructure requires familiarity with the region in which the infrastructure is to be developed, as well as extensive knowledge of the industry and services. ABeam Consulting provides high value-added service through our unique network by organically combining these elements. At the same time, we ensure uniform business quality at the global level using our proprietary methodology, which has been proven through years of experience.
In addition to our unique network, our offshore development centers and strategic alliances with powerful partners in the major regions around the world allow us to provide quality, cost-effective services anywhere in the world.

Global Outsourcing

ABeam Consulting promotes the operation and maintenance of IT systems that support the global expansion of its clients through its outsourcing bases in Japan, China, Malaysia and the U.S., which provide 24 / 7 support in Japanese, English and Chinese.
Amid the increasing demand for outsourcing that provides high-quality yet cost effective services in the maintenance and operation of IT systems, we provide quality services that meet the cost-cutting needs of our clients through our system of optimal allocation on a global scale.

Global Development Center (GDC)

We carry out the development of ERP systems, custom-made systems and other system construction projects on short schedules and at low cost utilizing our development centers in Shanghai, Xian and Dalian, China.
Shanghai GDC has been certified for Maturity Degree Level 5, the highest rank of process evaluation for CMMI* and for ISO27001*. More than 250 staff members have been assigned to constantly improve the software development process and to provide service of high-quality value.

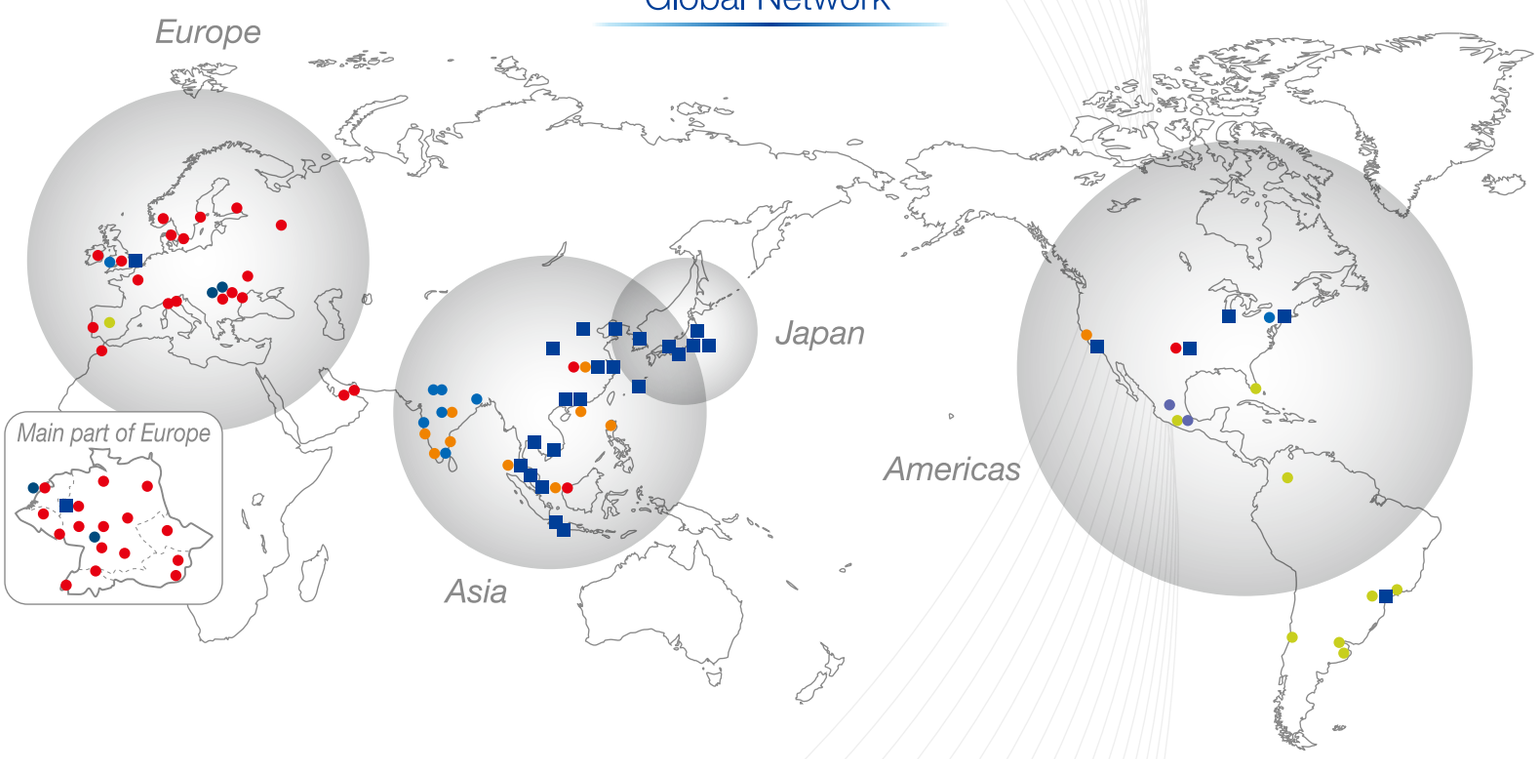
＊CMMI (Capability Maturity Model Integration)
＊ISO27001: International standard for information security management

Global & Regional Expertise

Global Offices

Our offices in Japan, Asia, Europe and North / South America are staffed with many experienced consultants. They are well versed in the laws, business practices, and peculiar business structures of the countries and regions to which they are assigned and understand the local culture and customs, which allows them to provide consulting services that match the business needs of our clients.

Global Network



ABeam
Locations: 28 Offices in 12 countries and areas

Japan (6 offices) Seoul (Korea) Shanghai Shanghai GDC Shenzhen Beijing Hong Kong Xi' an GDC Dalian GDC (China) Bangkok (Thailand) Singapore (Singapore) Kuala Lumpur Penang (Malaysia) Jakarta (Indonesia 2 offices) Ho Chi Minh(Vietnam) Dusseldorf (Germany) London (UK) Dallas New York Chicago Los Angeles (USA) Sao Paulo (Brazil)

Alliance Partners

Bearing Point
Amsterdam (Netherlands) Vienna Graz (Austria) Brussels (Belgium) Prague (Czech) Copenhagen (Denmark) Helsinki (Finland) Paris (France) Frankfurt Berlin Dusseldorf Hamburg Leipzig Munich Stuttgart Walldorf (Germany) Dublin (Ireland) Milan Turin (Italy) Luxembourg(Luxembourg) Oslo (Norway) Lisboa (Portugal) Bucharest Sibiu Timisoar Iasi(Romania) Moscow (Russia) Stockholm Malmo (Sweden) Zurich Geneva (Switzerland) London (United Kingdom) Shanghai (China) Singapore (Singapore) Casablanca (Morocco) Abu Dhabi Dubai (UAE) Dallas (USA)

Grupo ASSA
Buenos Aires Tandil (Argentina) Sao Paul São José dos Campos Santiago (Chile) Bogota (Colombia) Miami (USA) Mexico City (Mexico) Madrid (Spain) Brussels (Belgium) Tel Aviv (Israel)

JK Technosoft
Noida Bangalore Mumbai Kolkata Hyderabad New Delhi (India) Al Seef (Bahrain) New York (USA) Bracknell (United Kingdom) Dhaka (Bangladesh)

Lupus Consulting
Budapest Debrecen (Hungary) Heidenheim (Germany) Amsterdam (Netherlands)

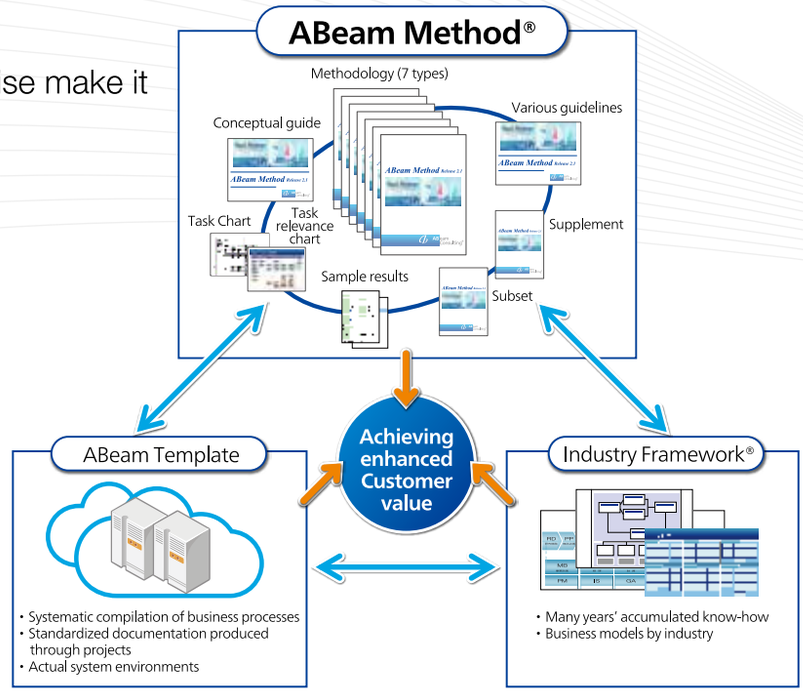
Optimum Solutions
Singapore (Singapore) Castro Valley (USA) Shanghai Hong Kong (China) Kuala Lumpur (Malaysia) Bangalore Pune Hyderabad Chennai (India) Pasig (Philippines)

Vector Partners Group
Monterrey Mexico City (Mexico)

Alliance Partners

We support the rapid global expansion of our clients through close service cooperation with our alliance partners based throughout the world in Asia, Europe, and North / South America. Working with our major alliance partners, including BearingPoint with operations in 23 countries mainly in Europe, and many others, we provide integrated global services from business transformation consulting to IT services including systems integration, development and operation management for such industries as finance, manufacturing, the public sector, telecommunications and energy.

The uniqueness of ABeam Consulting.
Our extensive experience and accumulated expertise make it possible to achieve real business transformation.



ABeam Method®

ABeam Method® is a comprehensive methodology unique to ABeam Consulting which covers the entire project lifecycle.

An assortment of seven types of methodology based on a wealth of experience and proven performance in projects both domestic and international, ensures:
- Visibility of complex implementation processes,
- Achievement of homogenous, high-quality project results,
- Achievement of smooth communications through a common language and understanding.

This is part of the added value we provide to help with our customers' business transformation.

ABeam Template

ABeam Template is a solution reflecting knowledge and experience gained through numerous projects, comprising business processes, requirements definition documentation and actual operational environments.

This solution provides templates built on three elements: a systematic compilation of business processes based on previous cases, standard documentation produced for projects, and actual full-scale system environments. A rich lineup of templates is available, categorized by topic and industry, including a Demand-Supply Template, a Railway Template and a Commercial Trading Firm Template. This makes it possible to shorten system implementation times compared to using overseas packages or development from scratch. It also provides the flexibility needed to facilitate future system upgrades as desired.

Industry Framework®

Industry Framework® is a business process model differentiated by industry category.

Our business process models differentiated by industry reflect many years' accumulated know-how, as well as knowledge and experience with numerous industries. These models encompass a broad range of industries such as manufacturing, finance and logistics, enabling us to:
- Efficiently research the current state of business,
- Ensure comprehensiveness relative to current business processes, and
- Promote the optimal future business process design.

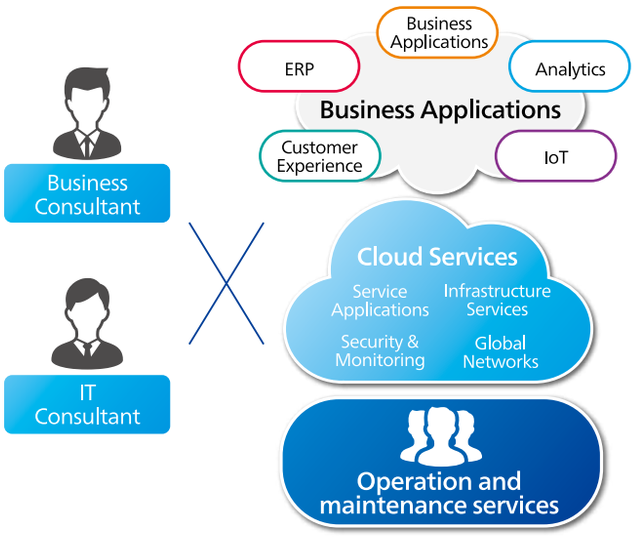
These are some of the ways in which we can promptly identify the business processes that are special to an industry and support the customer's enterprise.

ABeam Cloud®

ABeam Cloud® is a business innovation platform that leverages speed and cost to deliver overwhelming value to the customer.

With ABeam Cloud®, the application of industry and business templates speeds implementation of business systems, ensuring timely adaptation to changing business environments. ABeam Cloud not only optimizes cost through the ability to secure resources on demand, it also provides one-stop service, reducing the burden on the customer by making it possible to access experts needed to handle increasingly complex, sophisticated systems.

Composition of ABeam Cloud®



Characteristics of ABeam Cloud®

Optimization	The ability to choose from diverse options makes it possible to select the composition optimized for the customer's requirements. Multifaceted optimization satisfies the full range of requirements, including function, cost, security, etc.
Adapting to change	We guarantee application upgrades responding to changes in tax and legal requirements at the template level. This ensures that the latest applications are always in use.
One-stop solution	Business applications, cloud services, as well as operation and maintenance services are bundled together, enabling us to provide managed services at the enterprise level.
Innovation	ABeam Consulting utilizes state-of-the-art technologies selected with a discerning eye to deliver innovation at every level of business application, and operational and maintenance service.

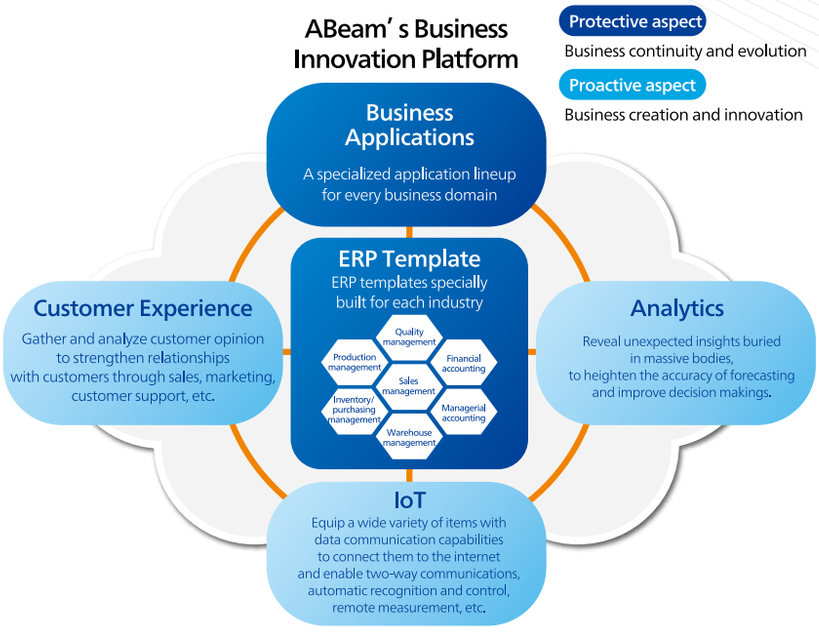
Business applications

ABeam Cloud® provides a rich lineup of business applications to make your business a winner in the digital age.

Business continuity and evolution
The lineup of ERP templates using ABeam Template, and business applications optimized for specialized fields, enables total optimization of existing business operations, including business process optimization, business operation streamlining, etc.

Business creation and innovation
Our platform in the digital field, encompassing the IoT, customer experience and analytics, accelerates digital business by enhancing customer engagement and providing customer insight.

Composition of Business Applications



Service applications

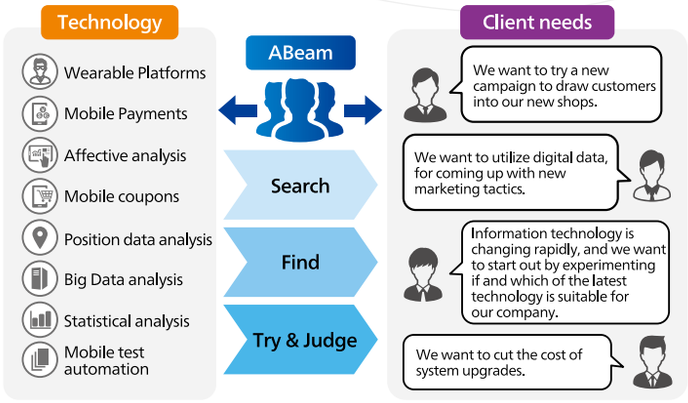
ABeam Cloud® provides innovative added value through service applications that run on cutting-edge technology.

ABeam Consulting offers numerous services that use AI and robotic process automation (RPA). Service applications are designed to provide the added value inherent in each of these advanced elemental technologies from a perspective unlike that of business applications. We promptly evaluate new advanced technologies, engaging with them on an ongoing basis in order to provide a business innovation platform that evolves constantly.

Examples of advanced technology use

AI	Cloud optimization
RPA	More sophisticated analysis
Prospective analysis	ERP process automation
	Operational process streamlining

Discernment of new advanced technologies

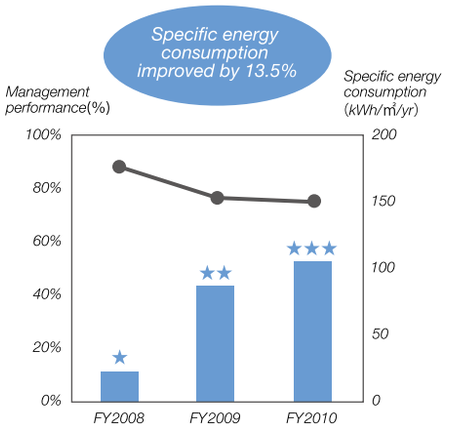


CSR Corporate Social Responsibility

ABeam Consulting is engaged in various CSR activities, which are mainly divided into environmental activities and social contribution activities.

Environmental Activities

In order for ABeam Consulting to become a “Real Partner” to the earth as well, each employee maintains a heightened awareness and is engaged in various activities directed at the realization of a sustainable society.



Energy Management Activities at ABeam Consulting Offices

ABeam Consulting conducts quantitative evaluations of management performance by utilizing “One-2 Five®”, a assessment tool for energy management which it offers to its clients. Using this tool, a 13.5% reduction in energy consumption per square meter of floor area compared to FY 2008 was achieved in FY 2010.

Environment Awareness Activities / Environment Education

In order that each employee will not only learn about the environment but also become active in environmental activities, ABeam Consulting conducts environmental education through e-learning. Starting from FY 2010, environmental awareness surveys have been conducted of all employees to raise employee awareness, and environmental activities are planned for the following year based on the results of this survey.

ABeam Eco Day

Mt. Fuji Clean-up and Removal of Non-native Plants

Since FY 2007, ABeam Consulting, with the cooperation of the NPO Mt. Fuji Club, has been engaged in the collection of general and industrial waste that has been illegally dumped, and in the removal of non-native plants from the base of Mt. Fuji.

Mitohama Beach Clean-up

ABeam Consulting has been engaged in the clean-up of Mitohama Beach in Japan since 2006. In addition to cleaning up the beachfront, this activity has led to the promotion of waste recycling and to the conservation of the wild habitat for various sea creatures.

Social Contribution Activities

Education Assistance for Developing Countries

ABeam Consulting is committed to the concept of education as a vital investment toward creating the future, and has become the first Japanese corporate sponsor of “Room to Read”, a program which has been providing educational opportunities to developing countries since 2008. To date through Room to Read, ABeam Consulting has donated schools, libraries and bookmobiles to Nepal and Vietnam and provided scholarships to female students. In addition to donations and grants, many ABeam Consulting’s employees are utilizing the business skills they have acquired through consulting activities in social contribution activities.

Great East Japan Earthquake Recovery Efforts

ABeam Consulting is assisting in the recovery efforts in the wake of the Great East Japan Earthquake which struck on March 11, 2011. The CSR Department, in cooperation with the projects being conducted in the affected areas, is promoting efforts, including fund-raising activities, that reflect the feelings and hopes of all employees. ABeam Consulting intends to continue these activities in the future.

A school built in Nepal

Team ABeam

Team ABeam is the sailing team sponsored by ABeam Consulting.
The team is currently aiming to compete in the Olympics Games.

Team ABeam
SAILING JAPAN
INTERNATIONAL 470class

www.abeam.com

ABeam Consulting Ltd.

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