Maximizing the strengths of one’s own company while also continuing to change

Having the courage to take on enormous transformations for sustained growth into the future, departing from a linear extension of the past

These themes are precisely the challenges that leaders of corporations and other organizations are now taking on. The journey of many in Japanese society and industry throughout the 30 years of the Heisei Era speaks to just how hard it can be to implement these undertakings and bring about results. Japan is an advanced nation facing serious issues. In addition to confronting the challenges of a declining and aging population, Japan is about to enter the next stage in its development amid changes that are taking the sophistication of society and industry to a new level. This global tide of change includes increasingly multipolarized globalization, accelerating digitization, and the need to coexist with the global environment.

Throughout the roughly 40 years since our founding, we at Albeam Consulting have served as a global consulting firm out of Japan and out of Asia, supporting our clients in taking on the challenge of achieving transformative change by providing a full array of services including management strategy proposals, business consulting, strategy implementation, and IT implementation and operation.

In these rapidly changing, uncertain times, I believe the only consulting firms that can truly become trusted partners to clients moving forward with enormous transformations are those possessing the wherewithal to create tangible results together while exercising unprecedented speed and agility in addition to deep insights into society, markets and industry issues.

At Albeam Consulting, we aim to continue increasing our practical ability to generate results together as we share the challenges of transformative change with the clients on a global scale.

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 locales.

Our Mission
We bring success to our clients, continuously contributing 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
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 superior quality based on our accumulated, extensive, and profound knowledge and experiences.

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 Albeam Consulting’s individual abilities into our corporate power. By 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 experiences.

New Global Dimension
Original Global Outlook
We know how to proceed with our business, adapting 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 restructurings, 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.
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.

Manufacturing & Consumer Business
Achieving stronger competitiveness in global markets,
We provide customers with optimal solutions.

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.

Public
Understanding ever-diversifying needs and an ever-changing social scene,
We provide diverse solutions.
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.

Business Consulting
We provide integrated services from the creation of well-balanced strategies in terms of “maximizing corporate value”, “competitive superiority”, and “flexibility and stability” to the realization of those strategies.

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 our clients’ objectives. We will utilize ABeam Consulting’s proven methodology and industry-specific templates to enable the development of quality, cost-effective systems, and rigorously 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-effective operation and maintainance. We provide not only simple system operation and maintenance outsourcing assistance in realizing business transformation through practical outsourcing that utilizes systems and data.

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 recognition
- Company turnaround support
- M&A advisory service
- Business plan creation
- Company turnaround execution support
- Profit structure reformulation
- Office operations reformation and RPA
- New business model implementation
- Business structure reformulation
- Value chain reformulation
- Systemization concept creation
- Transformation of thinking

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 operation support
- Cloud service research & discovery

HCM (Human Capital Management)
- Talent management
- Human resource system transformation
- Personnel development
- Organization development (OD)
- Human resource operation transformation (human resource HRP, shared service)
- Human resource system construction support
- Knowledge management (technical heritage, skill evaluation)
- 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 Analysis and Utilization Promotion)
- AI/BI action strategy formulation / implementation support
- AI/BI technology R&D implementation support
- Data utilization systems construction / organizational operational support
- Data analysis training
- Data analysis operation outsourcing
- Data analysis systems construction / operational support
- AI/BI platform visioning / construction

IES (Integrated Enterprise Solution)
- Solution development & project support for development of cross-border BP solutions
- Next generation solution development / project support (B-to-C)
- Next generation solutions development & project support for global application (ABeam Cloud, RPA)

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

SCM (Supply Chain Management)
- Enhance group SCM management
- Standardization of the production, sales, and inventory PSI processes
- Enhance SCM performance analysis
- ABeam template for SAP
- Supply chain and demand chain service
- Master integration service
- SCM implementation effect analysis
- Logistics transformation

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

FMC (Finance and Management Control)
- Accounting and financial operations transformation
- Strengthening of global consolidated business management
- Support for IFRS
- Internal control / GRC
- Internal control / ERM
- Global risk management
- Business intelligence (BI)

ITMS (IT Management)
- IT system management
- Application strategy
- Systemization plan support
- ITO, system infrastructure building support
- IT cost optimization support
- System integration construction, maintenance, and expansion
- Offshore development

Robotic Process Automation (RPA)
- Strategy planning for digital business transformation
- Digital labor platform development
- RPA solution creation
- RPA realization
- Automation of robotic development and operation
- Training and supporting service for robotics engineers
- AI and IoT robotics integration (paper document processing)
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.

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 ISO/IEC 27001®. 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)
- ISO/IEC 27001: Information security management

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**: A comprehensive methodology unique to ABeam Consulting which covers the entire project lifecycle.
- An assessment of seven types of methodology based on a wealth of experience and proven performance in projects both domestic and international ensures:
  - Reliability of complex implementation processes,
  - Achievement of short-term, 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 Value Structure**: A framework which is utilizing a mechanism to increase corporate value continuously, and deploys it into a chain of management issues (Tree structure).
We focus our attention not only on concepts and elements of financial value as calculated for the customer’s enterprise, but also on such unseen aspects of value as human resources, organizations, and knowledge. In so doing, we can provide a full spectrum of services required at a management consulting firm in all areas of industry. When applied appropriately, this enables us to:
- Resolve essential management issues, not just proposing solutions/services
- Resolve management issues that should be tackled concurrently on a comprehensive basis.
We will continue to assist our customers in increasing their corporate value with our propositions.

**ABeam Template**: A solution reflecting knowledge and experience gained through numerous projects, comprising business processes, requirements, document preparation 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 facile system environment. A rich lineup of templates is available, categorized by industry, including a Enterprise Resource Planning, a Railway Template and a Commercial Trading Firm Template.
This makes it possible to shorten system implementation times compared to using overseas packages or developments from scratch. It also provides the flexibility needed to facilitate future system upgrades as needed.

**ABeam Cloud**: 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, enabling timely adaptation to changing business environments. ABeam Cloud not only optimizes cost through the ability to secure resources on demand, it also provides a one-stop service, reducing the burden on the customer by making it possible to access experts needed to handle increasingly complex, sophisticated systems.

**Characteristics of ABeam Cloud**: Enables customers to choose from diverse options making it possible to select the composition optimized for the customer’s requirements. Multitask optimization satisfies the full range of requirements, including function, cost, security, etc.
We guarantee application upgrade responding to changes in tax and legal requirements at the template level. This ensures that the latest applications are always in use.
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 services.

**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 group of ERP templates (using ABeam Template), and business applications optimized for specialized fields, enable 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 experiences and analytics, accelerates digital business by enhancing customer engagement and providing customer insight.

**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 used**:
- AI
- RPA
- Cloud optimization
- More explicit analysis
- ERP process automation
- Operational process streamlining

**Discernment of new advanced technologies**:
- Technology
- Wearable devices
- Mobile payments
- Augmented reality
- IT infrastructure
- AI

**Our approach**
- We prioritize the needs of our customers.
- We work to utilize digital data to create a unique customer experience.
- We strive to improve our technology and service approach.
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.

Mitikima Beach Clean-up

ABeam Consulting has been engaged in the clean-up of Mitikima Beach in Japan since 2009. 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 fundraising activities, that reflect the feelings and hopes of all employees. ABeam Consulting intends to continue these activities in the future.

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**Team ABeam**

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