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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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.

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.
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.

Social Infrastructure and Services

We provide diverse solutions that take into account diversified needs and the changing social environment.

In addition to our commitment to building business and social infrastructures, we assist our clients in resolving a broad range of management tasks, including meeting diversified their needs and strengthening services, responding to change in the business environment and enhancing competitiveness, and making operations more efficient. We offer a comprehensive and diverse range of services that include operations to support private organization’s use of the public sector (public-private collaboration) and study and research of public policy, in addition to main solutions such as building consolidated business infrastructure, work process innovation, organization and human resources system renovation, and support for strengthening internal controls.
Finance

We provide quick development and delivery of solutions to deal with the rapid changes in the financial markets.

Our consultants with vast experience in strategy, operation and information technology in the financial industry, support the resolution of management issues in response to the rapidly changing economic environment while sharing the common awareness of the issues as a Real Partner to our clients.

We provide a wide range of solutions to meet their needs, such as planning business and operations strategies; systems integration accompanying consolidations, mergers, and acquisitions; business transformation; risk management; and strengthening internal controls.

Manufacturing

We provide the best solutions for strengthening global market competitiveness.

Fully utilizing the benefits of being a global consulting firm with its origins in Japan, we support the global strategies of our clients to enhance their international competitiveness.

We provide practical services that solve the issues facing the manufacturing industry whether the challenge is global supply chain restructuring; setting business, operations, and systems strategies; fundamental work renovation utilizing ERP; system integration accompanying mergers and acquisitions; strategic procurement; or implementing supplier management.
Specialists in each service area form an interdisciplinary team to achieve the desired renovation. Business transformation throughout the entire company is achieved by providing excellent service in an integrated manner.

**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.

**Provided Services**

**Management Strategy**

We provide support for maximizing corporate value and establishing competitive priorities as well as setting basic concepts for realizing strategic objectives and creating the corresponding execution plan.

- 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 services

**Business Transformation**

We integrate all the required elements, including processes, information technology, human resources, and organizations to solve business problems. We are committed to achieving a strategy for transformation.

- 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

**Human Capital Management (HCM)**

We provide comprehensive consulting that includes human resource and organizational transformation strategies, systems, operations, and information technology to establish business superiority.

- 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
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.

ABeam BI (Data Analysis and Utilization Promotion)

We perform data analysis operations using a variety of in-house and external data, identify mathematical models and operating principles, and provide knowledge and insight.

- Business activity optimization
- Cancellation indications detection
- Sales price optimization
- Product planning based on customer value consciousness
- Optimization of production, sales, and inventory plans based on demand forecasts
- Shipment and transport optimization, etc.

Customer Relationship Management (CRM)

We provide support for organizing and solving problems from the standpoint of maximizing corporate value while being customer-centric and transforming company operations into customer-centric management.

- Customer, marketing, and brand strategies
- Customer information analysis
- Royalty programs
- SFA, support for sales activities, enhancing sales channels
- Contact center building / Operations improvement
- After-sales service renovation

Finance and Management Control (FMC)

We establish accounting, financial, and management control processes to provide detailed and timely accounting information while stressing a good balance between control and efficiency.

- 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)

Information Technology Management (ITM)

We handle IT operations from the building of the corporate information infrastructure to the protection of personal information and the strengthening of internal controls to support the entire IT lifecycle from management to utilization of information assets.

- 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

Industry Solutions (IS)

We design and implement operation renovations to give our clients a competitive advantage. We also provide the maximum support for building systems based on the latest IT technology.

- Operations renovation support
- Business system architecture construction
- Package evaluation and selection
- Mission-critical system construction, maintenance, and expansion
- Post-M&A system integration support
- Project management
- Templates for the leasing (other financial services) industry

Outsourcing

We provide the range of outsourcing you would expect from a consulting firm that aims to expand corporate value focusing on business going forward as well as system operation and maintenance.

- Application management outsourcing (AMO)
- Business process outsourcing (BPO)
- IT outsourcing (ITO)
- System operation
- Application development and maintenance

Supply Chain Management (SCM)

We provide integrated support from strategy creation to installation and operation to increase the supply chain visibility and communality.

- Enhance group SCM management
- Standardization of the production, sales, and inventory PSI process
- Enhance SCM performance analysis
- Supply and demand cloud service
- Master integration service
- SCM implementation effect analysis
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 220 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
Our offices in Japan, Asia, Europe and North 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.

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 15 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.

SAP Consulting Service
ABeam Consulting has a strong partnership with SAP Japan for 20 years, and provides SAP consulting services to achieve our clients’ business transformation.

We have about 1,900 SAP consultants around the globe. (Our SAP-certified consultants in Japan number 1,300, the most of any company in the nation.) We also have extensive experiences in various industries and unique methodology and templates developed based on our accumulated know-how. We provide the optimal solutions by using these advantages to the best effect. Furthermore, with our global network, we provide seamless consulting services to our clients from system development, operation to maintenance in order to achieve a successful global roll-out.

Advantages of our SAP Consulting Service

Industry and Service Expertise
Dedicated consultants provide various SAP consulting services to meet our clients’ industry specific needs.

Methodology and Templates
Using our methodology and templates that are based on our extensive experience, we provide high-quality service at low cost in the short term.

Global Network
We support our clients’ projects from development though maintenance in order to help their globalization.

SAP-Certified Consultants
Experienced and knowledgeable SAP-certified consultants support our clients’ projects globally.

Extensive Experience
We conduct approximately 300 SAP consulting projects each year.
ABeam Templates

ABeam templates are solutions that comprise the business processes, requirement definition documents, and operating environment, based on our experience from a diverse range of projects.

We provide a broad lineup of ABeam templates for each industry and process, including the "Supply and Demand Template", "Railway Template", "Trading Company Template" and many more, all comprising the business processes, the standard documents, and the systems' operating environment based on our past projects experiences. Compared with implementation of a package software provided by overseas companies or development of a new solution service from scratch, using the ABeam templates will reduce time, difficulties of system implementation and allow for a flexible upgrade according to demands for future improvements.

ABeam Templates Overview

Types of ABeam Templates

- Engineering
- Food / Consumer Packaged Goods
- High Technology
- Real Estate
- Supply and Demand
- Railway / Transportation
- Retail
- Trading
- HCM
- FMC

Cloud Service of ABeam Templates

Cloud-based "Supply and Demand Template" and "Railway and Transportation Template" are also available. The combination of cloud services and ABeam template services reduces the cost of our clients' initial investment and allows our clients' business transformation to be carried out much faster and more efficiently.

Business Processes in ABeam Templates

ABeam Method

ABeam Method consists of a proprietary ABeam Consulting methodology that covers the full project lifecycle.

The ABeam Method consists of six types of methodologies that were derived from our extensive experience and successes. We provide the following values that leads to a successful business transformation of our clients:

- Visualization of complex operational processes
- Achievement of high-quality and consistent project results
- Smooth communication based on common languages and shared understanding

Industry Framework™

Industry Framework™ defines the standard model for business processes in each industry.

Industry Framework™ defines the industry standard model for business processes that we have developed over many years by accumulating experience and expertise. It covers a wide range of industries and business types. Using Industry Framework™ allows the firm establishment of best practices of unique requirements in each industry by allowing the following:

- To efficiently analyze current business operation
- To design a comprehensive to-be standard business processes by comparing the current business processes with the standard model.
ABeam Consulting is engaged in various CSR activities, which are mainly divided into environmental activities and social contribution activities.

**Environmental Activities**

ABeam Consulting is participating in the Challenge 25 national initiative. 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.

**Team ABeam**

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