

2021 AOTS Webinar [KROP01] Transform Your Business Management Using AI / IoT

Organized by The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS)
Collaborated by AOTS Alumni Societies

BACKGROUND

The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS) is an organization for human resources development mainly in overseas countries to promote technical cooperation through training, experts dispatch and other programs. Through those programs, we aim at contributing to the mutual economic growth of developing countries and Japan as well as enhancing friendly relations among those countries.

AOTS Webinar KROP01 “Transform Your Business Management Using AI/IoT” is an online seminar (webinar) designed for company owners, executives, managers, and supervisors in target developing countries who are interested in learning how to change business management and add value to the products and services by utilizing AI and IoT.

OUTLINE

With artificial intelligence (AI) and IoT technology, all businesses and information in the real world will be digitized and can be freely exchanged through networks, and machines will be able to learn by themselves and make advanced decisions that surpass humans. We have entered the fourth industrial revolution. These advanced IT technologies are said to have the potential to significantly change the global industrial structure in the future, and expectations for future utilization are very high.

Therefore, we will implement this course for developing countries, aiming to develop human resources in-house who can change business management using AI and IoT.

OBJECTIVES

We aim for SME owners / managers / supervisors at each level in developing countries to achieve the following goals:

- 1) To understand the significance of introducing AI and IoT technology and the basics for utilization toward business improvement and creation of new added value to products and services.
- 2) To understand how Japanese SMEs are using AI and IoT through lectures by company owners.
- 3) To understand the overall picture and each process for SMEs to utilize AI / IoT technology, as well as the importance and development of human resources who promote innovation within the company.

DATE AND TIME

DAY 1: Wednesday, 4 August 2021, 4:00-8:00PM (Japan)

DAY 2: Friday, 20 August, 5:00-8:00PM (Japan)

*Participation in the both webinars is required.

*Please check the webinar start time in your country with **[Table 1] TIME DIFFERENCE WITH JAPAN IN THE TARGET ZONE** or ask it to the AOTS Alumni Society in the leaflet.

TARGET COUNTRIES

All Developing Countries

*Please refer to **[Table 2] LIST OF TARGET COUNTRIES** for details.

NUMBER OF PARTICIPANTS

400 participants in total

TARGET PARTICIPANTS

Company owners, executives, managers of SMEs (in principle) in developing countries.

[Basic Requirements for Participants]

In order to participate in the management training, the following conditions must be satisfied, in addition to the work experience and position requirements specified for each program.

- a) Participants should live and work in target countries. Japanese is NOT applicable.
- b) Participants should belong to either corporation or organization.
- c) Participants should be 20 years old and over.
- d) Participants should have enough Japanese or English language ability so as to be able to understand the program content.
- e) Participants should not be armed forces personnel.

THEME OF THE WEBINAR

Day 1:

- | | | |
|---|-------|------------------|
| 1. Basics of AI/IoT | ----- | Mitsuru Abe |
| 2. AI/IoT Case study (1) | ----- | Haruki Odajima |
| 3. AI/IoT Case study (2) | ----- | Mitsukuni Yanase |
| 4. Adding value to your products and services by using AI/IoT | ----- | Mitsuru Abe |

Day 2:

- Overview of transforming business management using AI/ IoT and key of each process
----- Mitsuru Abe
- Data Collection (IoT)
 - Storage (Big Data)
 - Analysis (AI)
 - Protection (Security)

LECTURER

Mr. Mitsuru Abe



Representative Director, AI/IoT Promotions Association
CEO, Bridge Solutions Co., Ltd.
IT Coordinator, promoted by Ministry of Economy, Trade and Industry

After working for a Fuji Xerox IT affiliate and a Kyocera-related IT company, he founded Bridge Solutions at the age of 40 after working as a staff member of the IT Coordinator Association. Since its establishment, he has provided advice to more than 1000 SMEs and support for IT introduction to 100 companies. Based on that experience, he has given practical and ready-to-use trainings and lectures nationwide, and was always highly evaluated in participant questionnaire.

GUEST SPEAKER

Mr. Haruki Odajima



President & CEO, Ebiya Ltd./EBILAB Ltd.

Born in Hokkaido in 1985. After graduating from university, he worked in HR and new business development dept. of Softbank Corp, a major telecommunications career in Tokyo. In 2012, he joined Ebiya Ltd., his wife's parents' restaurant and souvenir shop as successor. He introduced the latest ICT to the restaurant business and improved management with a new system and organization. In 2018, he started a new IT company, EBILAB Co., Ltd. Based on sales management data at Ebiya, he developed and sold a tool that analyzes store entry data by image analysis and a store visitor prediction tool that uses machine learning. He has drawn attention from many companies.

Mr. Mitsukuni Yanase



President & CEO, Hiki-opt group

After working as a sales position for a major building material manufacturer for 9 years, he joined Hiki Opt Group, optical glass lens manufacturer managed by his father in 2005. He started out as a complete layman in lenses and management, which forced him to struggle, but a few years later he got his business on track. After that, he faced many difficulties such as a factory fire. But he overcame them with his management philosophy of "Think for yourself, Act for yourself, and Grow for yourself" in his mind. In 2013, he became CEO of Hiki Opti Group. Currently and has introduced an AI system that automatically captures and detects defects in manufactured parts and a robot that can operate 24 hours a day to assist humans.

LANGUAGE

The webinars of the both days will be conducted in **Japanese with English interpretation**.
The lecture material will be prepared and distributed to participants in **English**.

PARTICIPATION FEE

Free. This program will be implemented with the subsidy from the Japanese Government and sponsored by **AOTS Alumni Societies**.

HOW TO APPLY

E-mail the attached application form to the person in charge of the Alumni Society in the leaflet by the deadline.

If no AOTS Alumni Society exists in your country (region), please apply through the AOTS Alumni Society in your nearest area.

For the list of AOTS Alumni Societies, please visit <https://www.aots.jp/en/alumni/about/>.

APPLICATION DEADLINE

Monday 12 July 2021 (Japan Time)

*After the deadline, the applicants will be notified as to whether you are accepted or not by e-mail from the Alumni Society in your area.

ONLINE TOOL

Zoom Webinar

* When selected as a participant, you will receive an invitation email. Please register for the webinar by clicking on the link in the email. After registration, a registrant will receive another email including the URL for the webinar. To participate in the webinar, just click the link.

*Invitation emails will be sent to all the approved participants. If you do not receive an email, please contact AOTS Alumni Society/Association you applied for.

NOTES

- ✧ AOTS certificate is not awarded for this webinar.
- ✧ Attending a webinar in a group is admitted. Please ask your AOTS Alumni Society/Association for details.

- ✧ Personally identifiable information provided by the participant will not be used for any purpose other than the AOTS programs without the consent of the participants.
- ✧ Participants shall not reproduce, distribute, or alternate the distributed lecture materials or film the webinar without prior permission from AOTS. Participants are asked to make a pledge not to commit any violation.
- ✧ In the event of an unavoidable accident (war, riot, labor dispute, earthquake, storm, fire, flood, epidemic, etc.) or network / equipment trouble, AOTS may cancel the implementation of the webinar.
- ✧ Do not transfer the meeting information (meeting link/number/password) given to the participants to anyone other than the participants without permission.
- ✧ AOTS will not be held responsible if it becomes difficult for participants to participate in or continue to participate in the webinar due to an unavoidable accident or network/equipment trouble.

INQUIRY

The Association for Overseas Technical Cooperation and Sustainable Partnership
Overseas Cooperation Group

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Tel : 03-3888-8256

Fax : 03-2888-8242

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[Table 1] TIME DIFFERENCE WITH JAPAN IN THE TARGET ZONE
(Only countries with AOTS Alumni Societies are listed.)

Country (Region)	Time difference with JST () indicates the time difference during daylight savings time.
Mongolia (Ulaanbaatar)	JST - 01:00
Malaysia	JST - 01:00
Philippines	JST - 01:00
Cambodia	JST - 02:00
Indonesia (Jakarta)	JST - 02:00
Thailand	JST - 02:00
Viet Nam	JST - 02:00
Myanmar	JST - 02:30
Bangladesh	JST - 03:00
Nepal	JST - 03:15
India	JST - 03:30
Sri Lanka	JST - 03:30
Pakistan	JST - 04:00
Georgia	JST - 05:00
Iran	JST - 05:30 (JST- 4:30)
Ethiopia	JST - 06:00
Kenya	JST - 06:00
Tanzania	JST - 06:00
Turkey	JST - 06:00
Egypt	JST - 07:00
South Africa	JST - 07:00
Sudan	JST - 07:00
Zambia	JST - 07:00
Cameroon	JST - 08:00
Nigeria	JST - 08:00
North Macedonia	JST - 08:00 (JST - 07:00)
Ghana	JST - 09:00
Argentina	JST - 12:00
Brazil (Sao Paulo, Rio de Janeiro)	JST - 12:00 (JST - 11:00)
Bolivia	JST - 13:00
Paraguay	JST - 13:00 (JST - 12:00)
Venezuela	JST - 13:00
Peru	JST - 14:00
Mexico (Mexico City, Monterrey)	JST - 15:00 (JST - 14:00)

[Table 2] LIST OF TARGET COUNTRIES

Applicants should be residing in the following countries.

Asia (24)	Oceania (15)	Middle East (8)	Europe (10)
Afghanistan	Fiji	Armenia	Albania
Bangladesh	Kiribati	Azerbaijan	Belarus
Bhutan	Marshall	Georgia	Bosnia and Herzegovina
Cambodia	Micronesia	Iraq	Kosovo
India	Nauru	Jordan	Moldova
Indonesia	Niue	Lebanon	Montenegro
Iran*	Palau	Syria	North Macedonia
Kazakhstan	Papua New Guinea	Yemen	Serbia
Kyrgyzstan	Samoa	Palestine	Turkey
Laos	Solomon		Ukraine
Malaysia	Tokelau		
Maldives	Tonga		
Mongolia	Tuvalu		
Nepal	Vanuatu		
Pakistan	Wallis and Futuna		
Philippines			
Sri Lanka			
Tajikistan			
Thailand			
Timor-Leste			
Turkmenistan			
Uzbekistan			
Viet Nam			

Africa (54)		Latin America (28)	
Algeria	Liberia	Antigua and Barbuda	Guyana
Angola	Libya	Argentina	Haiti
Benin	Madagascar	Belize	Honduras
Botswana	Malawi	Bolivia	Jamaica
Burkina Faso	Mali	Brazil	Mexico
Burundi	Mauritania	Colombia	Montserrat
Cabo Verde	Mauritius	Costa Rica	Nicaragua
Cameroon	Morocco	Cuba	Panama
Central African Rep.	Mozambique	Dominica	Paraguay
Chad	Namibia	Dominican Republic	Peru
Comoros	Niger	Ecuador	St. Lucia
Congo	Nigeria	El Salvador	St. Vincent
Congo, Dem. Rep.	Rwanda	Grenada	Suriname
Côte d'Ivoire	Sao Tome and Principe	Guatemala	Venezuela
Djibouti	Senegal		
Egypt	Sierra Leone		
Equatorial Guinea	Somalia		
Eritrea	South Africa		
Eswatini	South Sudan		
Ethiopia	St. Helena		
Gabon	Sudan		
Gambia	Tanzania		
Ghana	Togo		
Guinea	Tunisia		
Guinea-Bissau	Uganda		
Kenya	Zambia		
Lesotho	Zimbabwe		

*Iran is a member of South Asia Federation of AOTS Alumni Societies (SAFAAS) and is classified as Asia not Middle East.

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