

2021 AOTS Webinar [KROP02] 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 KROP02 “Transform Your Business Management Using AI/IoT” is an online seminar (webinar) designed for company owners, executives, managers, and supervisors in 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. This webinar has almost the same content as the KROP01, and only two lecturers who will be speaking as guest speakers are different.

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, 6 October 2021, 1:00-5:00PM (Japan)

DAY 2: Friday, 22 October, 2:00-5:00PM (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) ----- | Hideo Hayashi |
| 3. AI/IoT Case study (2) ----- | Yudai Hasegawa |
| 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. Hideo Hayashi



President, Busyu Kogyo Co., Ltd.

He joined Busyu Kogyo Co., Ltd., a manufacturer of sheet metal parts and heat exchanger pipes in 1972..

He was appointed President in 1992 and has been Chairman since 2020. He has worked to improve productivity through "Ikko-nagashi Seisan*" and the production management system "BIMMS" developed in-house. The company has achieved a surplus for more than 50 consecutive years and is attracting public attention. It has received many awards such as "The most important company in Japan, Jury Special Award".

***Ikko-nagashi Seisan** means single-flow production which entrusts one worker with everything from material procurement to delivery date management.

Mr. Takeo Hasegawa



Executive Director, HASEGAWA Co.

Hasegawa Co., a manufacturer of lighting fixtures and wiring fixtures designed by its own brand was founded in 1941 with the catch phrase "Illuminate the town and the site with a unique technology." Mr. Takeo Hasegawa runs the company in collaboration with his elder brother, the third president.

Under the slogan "IoT that suits the company's circumstances," he quantifies various things in the company and promoted IoT. The company has been highly evaluated as a SME pushing forward with IT without incurring external costs even though it does not have an IT engineer in the company. It is also certified as a company that offers various work styles in response to changing times and an excellent company in terms of youth employment.

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

We accept application from the AOTS Alumni Societies exclusively. Please contact the AOTS Alumni Societies in your area to apply for this webinar. For the list of AOTS Alumni Societies, please visit <https://www.aots.jp/en/alumni/about/>.

E-mail the application form to the person in charge of the AOTS Alumni Society in your area by the application deadline. After the deadline of AOTS Japan, AOTS will screen the applicants and select the participants, who will be notified from the AOTS Alumni Society by email.

*Application form is available from the AOTS Alumni Societies.

APPLICATION DEADLINE

Wednesday 15 September 2021 (Japan Time)

*After the deadline, the applicants will be notified as to whether 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 from the organization you applied. Please register for the webinar by clicking on the link in the email. After registration, a registrant will receive another email including the participation button for the webinar. On the webinar day, just click this "Join Webinar" button.

*Invitation/Confirmation emails will be sent to all the approved participants. If you do not receive emails, 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.
- ◇ Personal information provided by the participants may be used to publicize other AOTS Training Programs and conduct questionnaires based on 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 Partnerships
Overseas Cooperation Group

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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
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
Argentine	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	Palestine	North Macedonia
Kazakhstan	Papua New Guinea	Syria	Serbia
Kyrgyzstan	Samoa	Yemen	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.

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/>.