

## **HIRAYAMA Co., Ltd. engaged in Manufacturing Consulting and Manufacturing In-sourcing Business**

### **~One-Stop Provision of Temp Staffing, Robot Creation, and Training by Taking Advantage of HIRAYAMA's Strength ~**

HIRAYAMA Co., Ltd. (Headquarters: Minato-ku, Tokyo, President: Yoshikazu Hirayama, hereinafter referred as HIRAYAMA), engaged in Manufacturing Consulting and Manufacturing In-sourcing Business, will roll out of RPA (Robotics Process Automation) Operation Support Service “Choi Robo” from February 12, 2012. We support for companies that have problems in operation and fixation after introducing RPA, and for companies that have not yet introduced RPA. We aim to acquire a total of 200 projects within three years.

#### **■ As of November 2019, RPA introducing rate was 32%, a shortage of specialized human resources was a barrier for introducing, operation and fixation.**

While Japan's production labor population is declining, RPA (Robotics Process Automation) attracts attentions as a means of increasing productivity with fewer people.

According to the Ministry of Internal Affairs and Communications (Survey in 2017), the market scale is projected to reach 10 billion yen by 2021. According to RPA Association Japan, it is said that one-third of administrative works will be replaced by RPA by 2025.

According to a trend survey for the usage of RPA (announced in January 2020) conducted by a private research company, MM Research Institute, Ltd. for domestic companies with annual sales of 5 billion yen or more, the RPA introduction rate \* 1 as of November 2019 was 32%. It was 22% in the previous survey in June 2018, increased by 10 points in half a year. According to the same survey, while RPA is spreading in Japan, human resources, budget/cost, inter-organizational collaboration, and business process are shown as challenges.

\* 1: RPA introduction rate: based on the number of companies. Calculated with all companies responded (n = 1,112) as the denominator, and the companies that responded that they are "using" RPA as the numerator.

Introducing RPA requires knowledge in a wide range of processes such as “Design/Development”, “Operation”, and “Verification”, and requires specialized human resources. Therefore, it is presumed that the lack of specialized human resources is a barrier for introducing of RPA and an obstacle for operation and fixation of RPA.

#### **■ Select the most suitable RPA from multiple tools, Provide robot creation training and maintenance operation**

HIRAYAMA's strength is that having experienced consultants for work-site KAIZEN (improvement), and sufficient results in dispatching skilled engineers, and training human resources by experienced engineers. “Choi Robo” takes advantage of HIRAYAMA's strengths, and we provide three services of RPA by one-stop: Temp staffing, Robot creation, and Training.



For companies that have not yet adopted RPA, the barriers to adoption are "whether it is possible to automate the current work," "where to automate RPA," and "which RPA tool should be selected?"

HIRAYAMA sends a KAIZEN (improvement) consultant to have an accurate grasp of work contents and to identify problems; after that, selects the most suitable RPA tool to improve the work by automation. For companies that have problems in operation and fixation after adopting RPA, we propose to review the RPA tool. We plan to adopt three RPA tools that to be utilized with "Choi Robo", including "BizRobo! mini (RPA Technologies.Inc)" being adopted by many companies.



HIRAYAMA not only provides RPA tools, but also provides training for robot creation. For operation and fixation, we are capable to instruct robot creation, perform robot creation, and offer maintenance operation, all at once. One of the features and strengths of "Choi Robo" is it enables to provide from selecting multiple RPA tools, maintenance operation, and up to temp staffing.

The service fees are as follows:

| Contents of Services                | Fees<br>(tax excluded) * expected price  |
|-------------------------------------|--|
| Training fee "Introduction" (1 day) | 40,000 yen (up to 2 trainees)  |
| Training fee "Mastery" (1 day)      | 60,000 yen (up to 2 trainees)  |
| Performing Robot Creation (step)    | 3,000 yen  |
| RPA sales tool (per 1 license)      | 700,000 yen-1,440,000 yen/year   |
| Consulting fee                      | Prepare a quote depend on requirements<br>Ref:200,000 yen/day (includes work assistance) |
| RPA Robot Maintenance Operation     | Prepare a quote depend on requirements   |

\* Service fees are subject to change.

[Company Outline of HIRAYAMA Co., Ltd.]

- Address: 6th floor, A-PLACE Shinagawa, 1-8-40 Konan, Minato-ku, Tokyo 108-0075 JAPAN
- Established: January, 2018 (Because of organizational restructuring)
- Capital: 100 million yen
- Business description: Work-site KAIZEN(improvement) consulting, Manufacturing In-sourcing Business, Temp staffing for manufacturers / Human Resources Introduction Business, Development & Design Engineer Dispatching Business, and Human Resource Education Business

[Company Outline of HIRAYAMA HOLDINGS Co., Ltd.]

- Address: 6th floor, A-PLACE Shinagawa, 1-8-40 Konan, Minato-ku, Tokyo 108-0075 JAPAN
- Capital: 434.37 million yen
- Group consolidated sales: 15.2 billion yen (as of March 31, 2019)
- Employees (Group total): 8,902 (as of March 31, 2019)



■ Contact Information for the Press

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