

A Japanese company offers AI systems solutions to EU entities and is looking for local sales agents

Summary

Profile type	Company's country	POD reference
Business Offer	Japan	BOJP20250115003
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Supplier agreement	• World
Contact Person	Term of validity	Last update
Alessandro PERNA	15 Jan 2025 15 Jan 2026	15 Jan 2025

General Information

Short summary

The Japanese company offers AI systems and secured local Large Language Model (LLM) solution that ensures confidentiality, compliance and high performance for business. They wish to collaborate with partners in the EU under a commercial or supplier contract to expand their business strategy in a global scope.

Full description

The Japanese company is specialized in the development of customizable, flexible AI systems and secured local Large Language Model (LLM) solution that ensures confidentiality, compliance and high performance for business. They wish to collaborate with partners in the EU under a commercial or supplier contract to expand their business strategy in a global scope.

Under the supplier agreement, the company is looking for end users in the following sectors:

- Research institutions and companies focusing on advancing technology and exploring new frontiers in research.
- Medical sector organisations such as hospitals, medical institutes and healthcare companies who are interested in leveraging AI for diagnostics, treatment innovations and operational efficiency.

- Manufacturing companies, factories or industrial entities, seeking to improve productivity, streamline processes or implement AI-driven solutions.

The company is expecting to drive mutual growth and success across the aforementioned fields.

Through the commercial agreement, the company is looking for EU partners acting as sales agents of their solutions. Based on some studies made by the company, they consider there would be a huge business potential in the EU, thus working together with a potential partner in the EU expects to bring benefits to both parties creating impactful solutions.

The company has been working with partners in UAE, Uzbekistan, Kenya, and other countries to provide an STO platform using its proprietary blockchain and to obtain licenses for STO operations. They are also working with a Korean vendor on AI solutions and GPU server sales.

Advantages and innovations

The company solutions are equipped with unmatched patented security technologies to protect against hacking, tampering, and data breaches. Its robust systems minimise risks of information leaks. Also, the cutting-edge AI development allows custom-built local LLMs tailored to end users' scale and goals for optimal performance with flexible development process from PoC (proof of concept) to full-scale deployment.

The company tailored infrastructure offers high-performance GPU (graphics processing unit) servers for large-scale AI while minimal configurations for business starting on a small-scale. The cost to be tailored to end-users' usage enables to reduce operational costs by 50% (campaign terms) on an average.

Moreover, the company technology eliminates potential risks of data leaks while ensuring adherence to legal and ethical standards for worry-free AI usage. In terms of output controlling, it reduces ethical issues and brand risks by maintain content oversight.

The company solutions are expected to ease challenging situations many EU entities are currently facing.

- i) Addressing the challenge of an aging workforce and retaining institutional knowledge can be achieved by loading information on historical designs and reports on their proprietary RAG (Retrieval Augmented Generation) and securely interacting with local LLMs on their system.
- ii) In the finance sector, the company AI-driven solutions would allow integrate customer data and market trends to create tailored financial recommendations. It would enable to deliver personalised services in a complex market therefore improving customers satisfaction rate, one-to-one marketing and higher revenue.
- iii) Sometimes, problem arises in the healthcare sector such as time-intensive data analysis for research and development. The company solutions allows to securely analyse sensitive medical data accelerating disease prediction, drug discovery and treatment planning.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The company targets end users partner interested in improving their business and operations by implementing AI-driven solutions in the sector of R&D, medical and manufacturing.

Sales agents partners must have proven knowledge of local healthcare sectors and previous work experience in a project-base for upgrading or newly implementing softwares.

Type of partnership

Commercial agreement

Supplier agreement

Type and size of the partner

• **SME 11-49**

• **Big company**

• **SME 50 - 249**

• **SME <=10**

Dissemination

Technology keywords

Market keywords

• **02007020 - Artificial intelligence programming aids**

• **02007021 - Other Artificial intelligence related**

• **02007016 - Artificial intelligence related software**

Targeted countries

• **World**

Sector groups involved