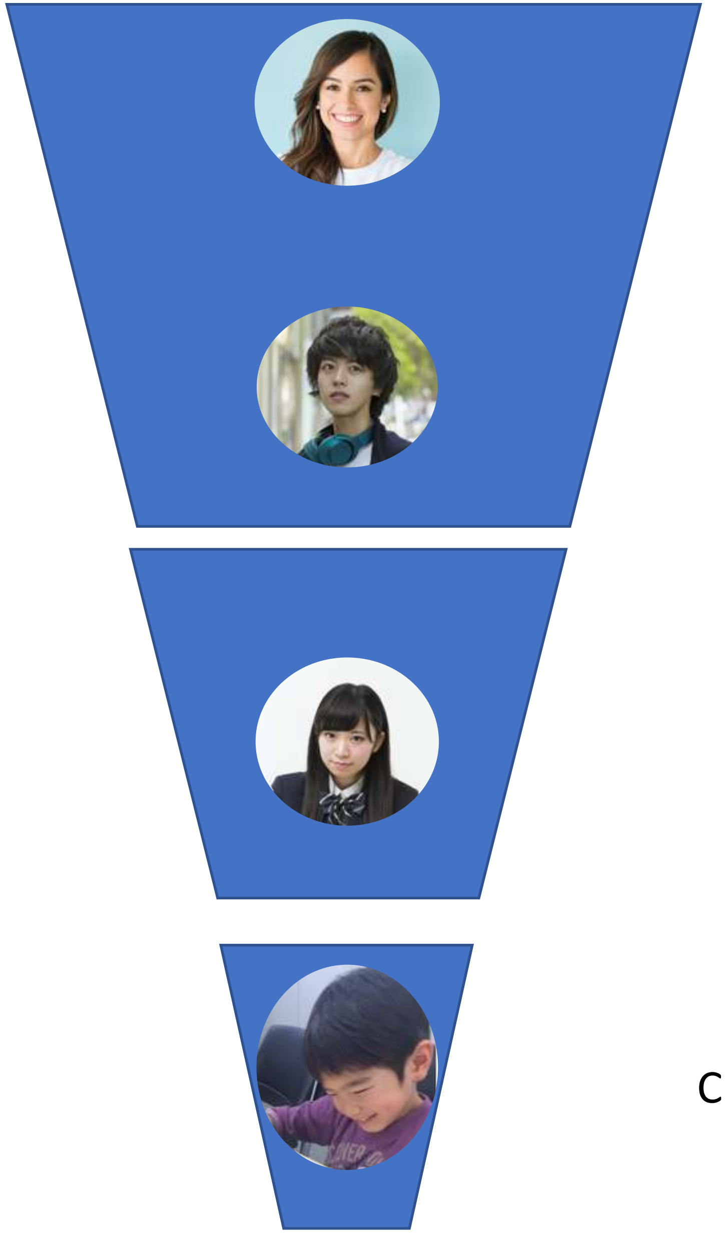
Make every online communication PERSONAL

We will be a partner in the With Covid-19 Era

I'm beside you

Mission of Life ：“Make the whole society a school.”



Make a connection ▶ Create a place to learn ▶ Visualizing Personal Values

Adult

ONE JAPAN

SFC

始動
Next Innovator

2017 SV member
2018
Excellence Award

CHANGE
by ONE JAPAN

Mentor

Parallel Preneur Japan

Founding Member

Teen

NTT DATA 学校連絡網サービス フェアキャスト FairCast®

2nd :Founding Member

自分の人生を切り拓く！

小中高生のための

オンライン起業家教育

#TimeLeapAcademy

経済的支援が必要な小中高生のための特待生制度を作りたい！

Children

よんなな会

1st : Founder

Nei-Kid

Interaction between various adult and children

This time

I'm beside you

NTT DATA
Trusted Global Innovator

CORONA NATIVE COMPANY

Team

MULTIMODAL AI EXPERTS(NTTDATA) & IP SPECIALIST(AERONEXT)

Shozo Kamiya

- Kobe University Bachelor of Economics
- Planned, launched multiple multi-billion yen per year SaaS businesses at NTTData.
- Engaged in M&A and alliances at NTT Docomo, led investments for startups.
- As a Nei-Kid Founder, selected by the Ministry of Economy, Trade and Industry for "Startup" 2017SV, winner of the 2018 Excellence Award.

Kotaro Ando

- Kyushu University Faculty of Science, Graduate school of science
- Engaged in the development of services using video and AI, mainly in the media industry at NTTData.
- Development of hybrid AI and multimodal AI that combines various types of AI and optimal results. System architect with a deep knowledge of the SaaS business.
- Scrum Product Owner

Yasuhiro Nose

- Osaka University Graduate School of Information Science and Technology
- Built the AI business for all three Japanese mobile carriers and was responsible for projects such as image and voice recognition on Pepper.
- Senior Architect at NTTDATA.
- A full-stack engineer
- Currently enrolled in Musashino Art University

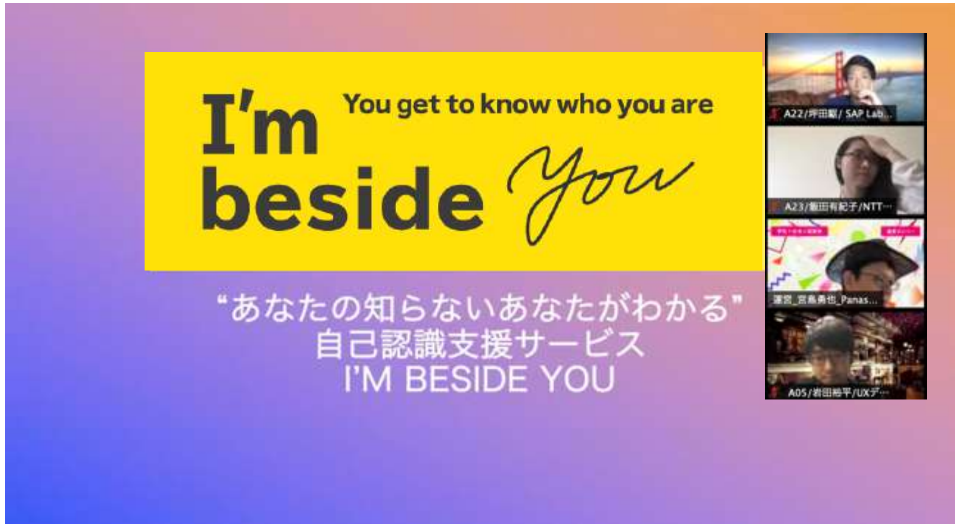
Minoru Nakahata

- patent attorney
- Work at Patent office for 7 years
- Development IP sector of COLOPL,Inc.,FiNC Technologies Inc
- One ip Representative partner
- Former CIPO of Aeronext Inc.
- METI Committee member
- JPO WG Committee member
- iPLAB Next Ventures Representative partner

What’s happening now

- You can hardly see the audience's face as you share the screen and explain it.

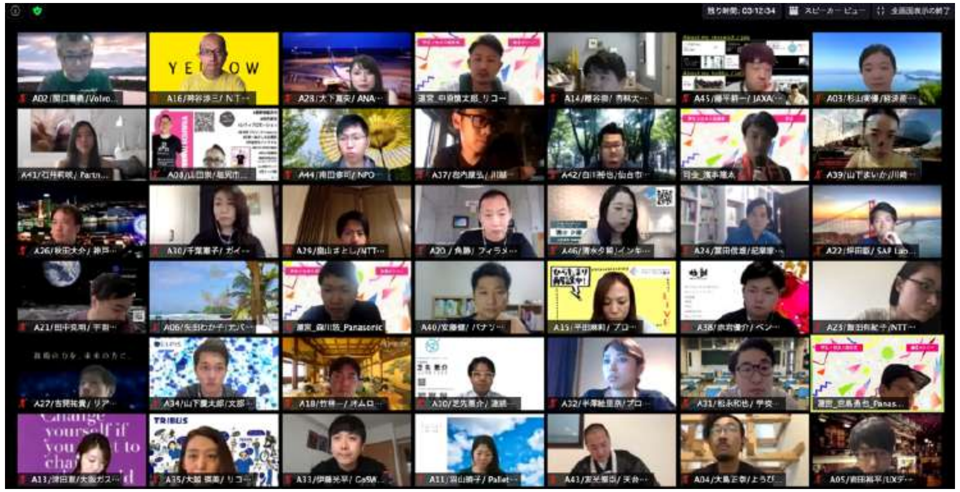
- It's hard to read each person's expression and reaction unless there are a few participants.



I’m beside You

You get to know who you are

“あなたの知らないあなたがわかる”
自己認識支援サービス
I’M BESIDE YOU



A service that provides feedback
to online session organizers
by analyzing each participant's reaction
and voice

Attendee

Organizers

Online communication surges, quality is a challenge

Feedback data

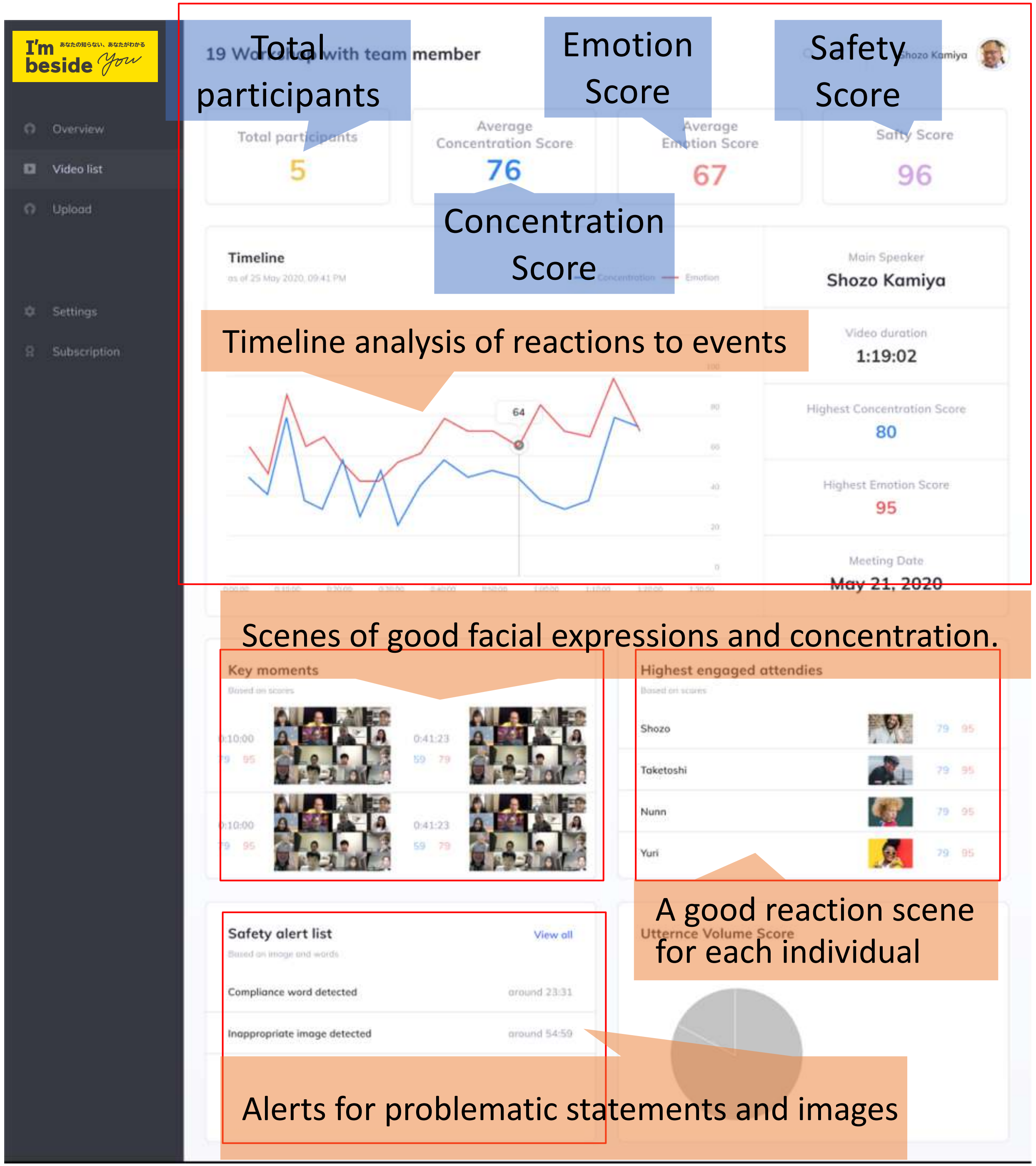
Zoom video Ingest

SaaS that analyzes online video data and feeds back information about each attendee to the organizer

Feature1.

Visualizing the “quality” of the entire event

I’m beside you


I'm beside you
あなたの知らない、あなたがわかる
Overview
Video list
Upload
Settings
Subscription
19 Workshop with team member
Shozo Kamiya
Total participants
5
Average Concentration Score
76
Average Emotion Score
67
Safty Score
96
Timeline
as of 25 May 2020, 09:41 PM
Concentration
Emotion
64
Main Speaker
Shozo Kamiya
Video duration
1:19:02
Highest Concentration Score
80
Highest Emotion Score
95
Meeting Date
May 21, 2020
Key moments
Based on scores
0:10:00
79 95
0:41:23
59 79
Highest engaged attendies
Based on scores
Shozo 79 95
Taketoshi 79 95
Nunn 79 95
Yuri 79 95
Safety alert list
View all
Based on image and words
Compliance word detected around 23:31
Inappropriate image detected around 54:59
Utternce Volume Score

Total participants

Emotion Score

Safety Score

Concentration Score

Timeline analysis of reactions to events

Scenes of good facial expressions and concentration.

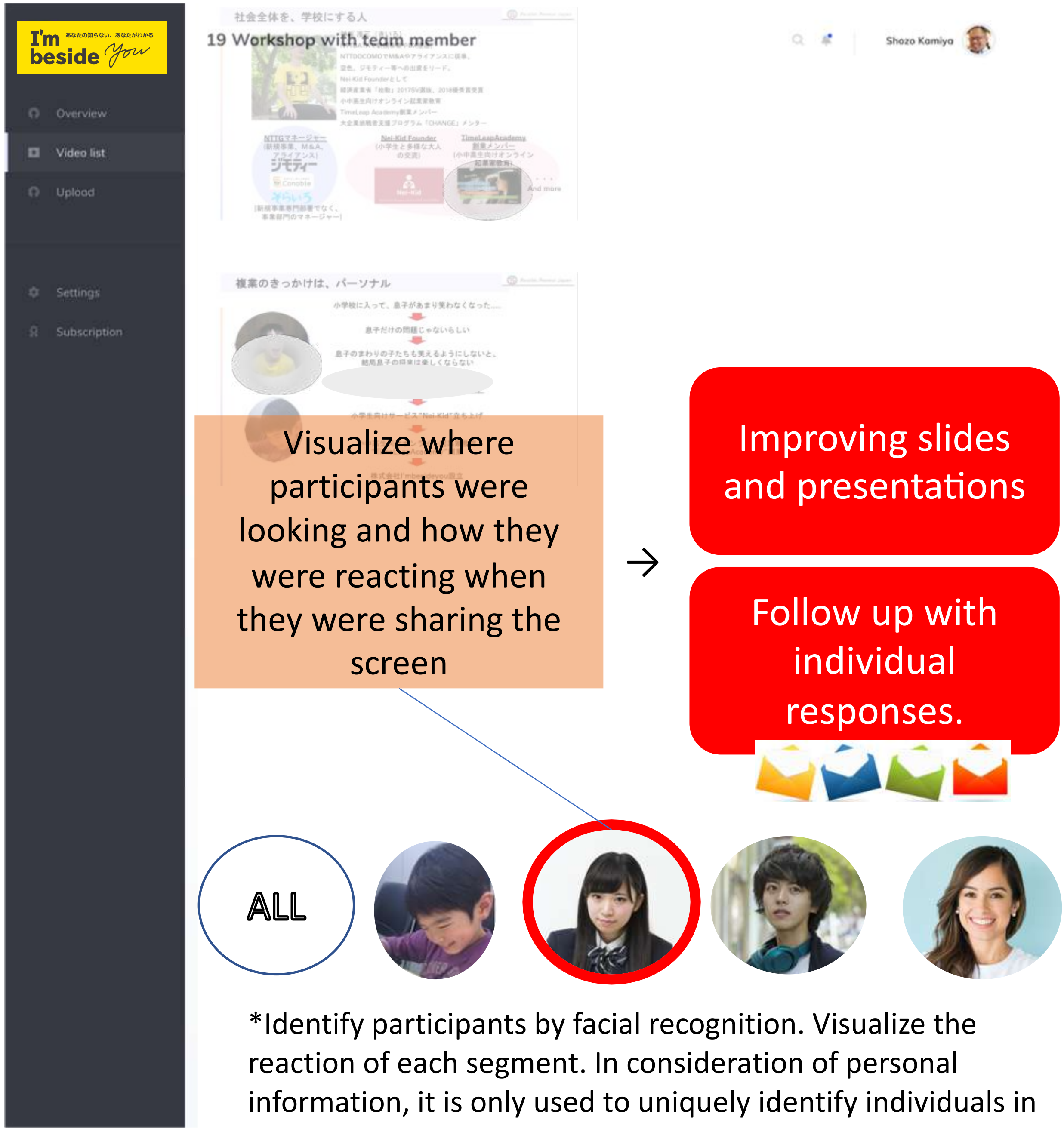
A good reaction scene for each individual

Alerts for problematic statements and images

Feature2.

Heat map analysis of reactions to screen sharing.

Personalize your follow-up.


I'm beside You
Overview
Video list
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Settings
Subscription
19 Workshop with team member
Shozo Komiya
ALL

Visualize where participants were looking and how they were reacting when they were sharing the screen

→

Improving slides and presentations

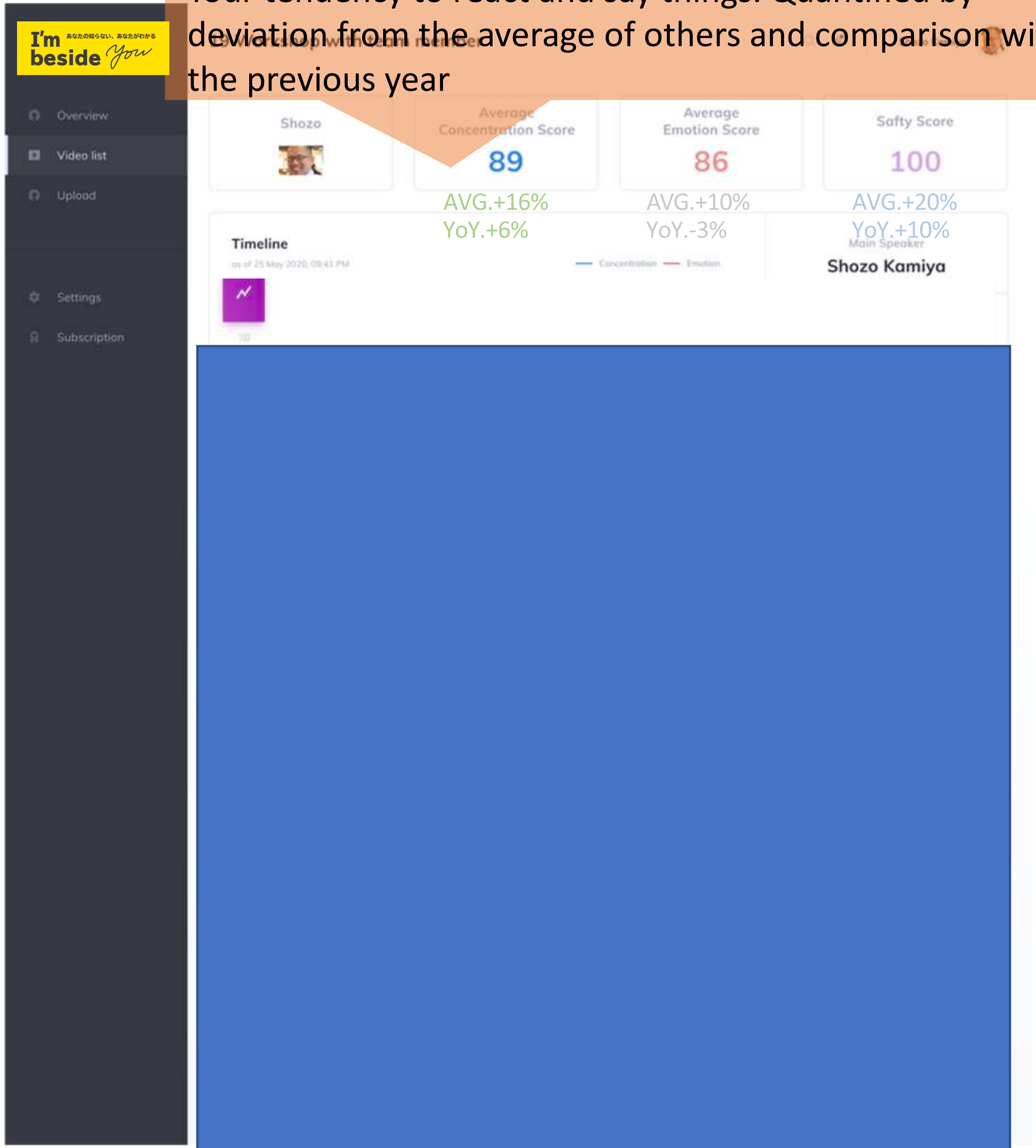
Follow up with individual responses.

*Identify participants by facial recognition. Visualize the reaction of each segment. In consideration of personal information, it is only used to uniquely identify individuals in the video.

Feature3.

The "face identification" approach to make a record on an individual basis. Changes from the past and good or bad compatibility are also quantified.

Your tendency to react and say things. Quantified by deviation from the average of others and comparison with the previous year


I'm beside You
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Subscription

Shozo	Average Concentration Score	Average Emotion Score	Softy Score
	89	86	100
	AVG.+16% YoY.+6%	AVG.+10% YoY.-3%	AVG.+20% YoY.+10%

Timeline
Concentration
Emotion
Main Speaker
Shozo Kamiya

I'm beside you

The one-on-one communication that only online can provide

(Orders)　Online tutoring service　BANZAN Co., Ltd.

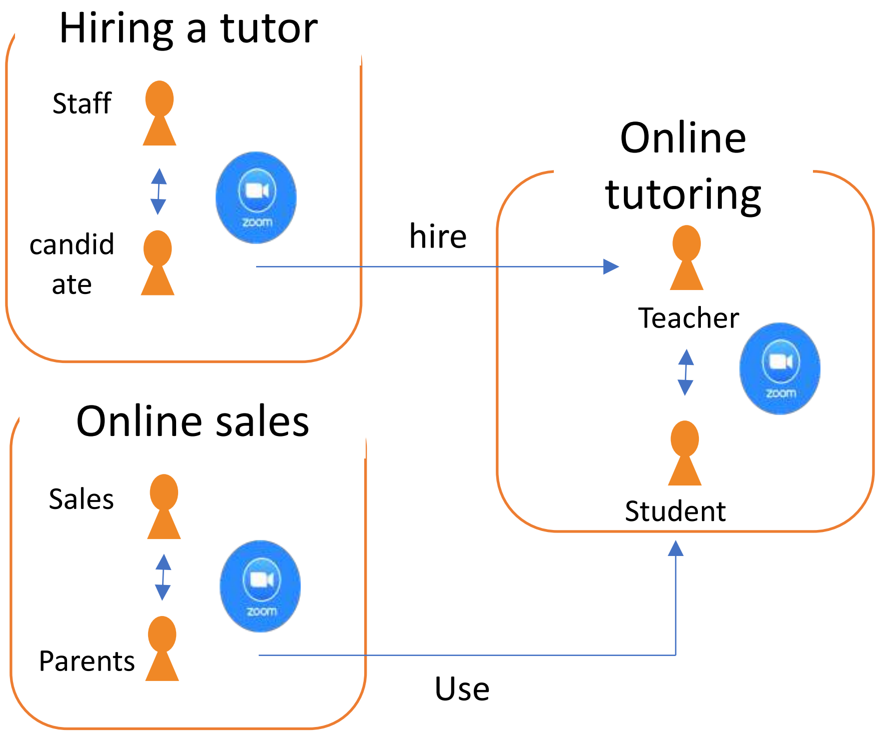
BANZAN

第1位
オンライン家庭教師
利用者満足度

Online tutoring service with over 35,000 students

grows rapidly under the Covid-19 situation

22,800 to 72,800 yen/ month for 4 sessions/week


Hiring a tutor
Staff
candid ate
zoom
hire
Online tutoring
Teacher
zoom
Student
Online sales
Sales
zoom
Parents
Use

FACT：It's a multi-billion dollar a year company and no one had access to the information on the ground.

CEO

no longer possible to check with the human eye. How do we understand customer satisfaction?

This service is exactly we want right now

executive director

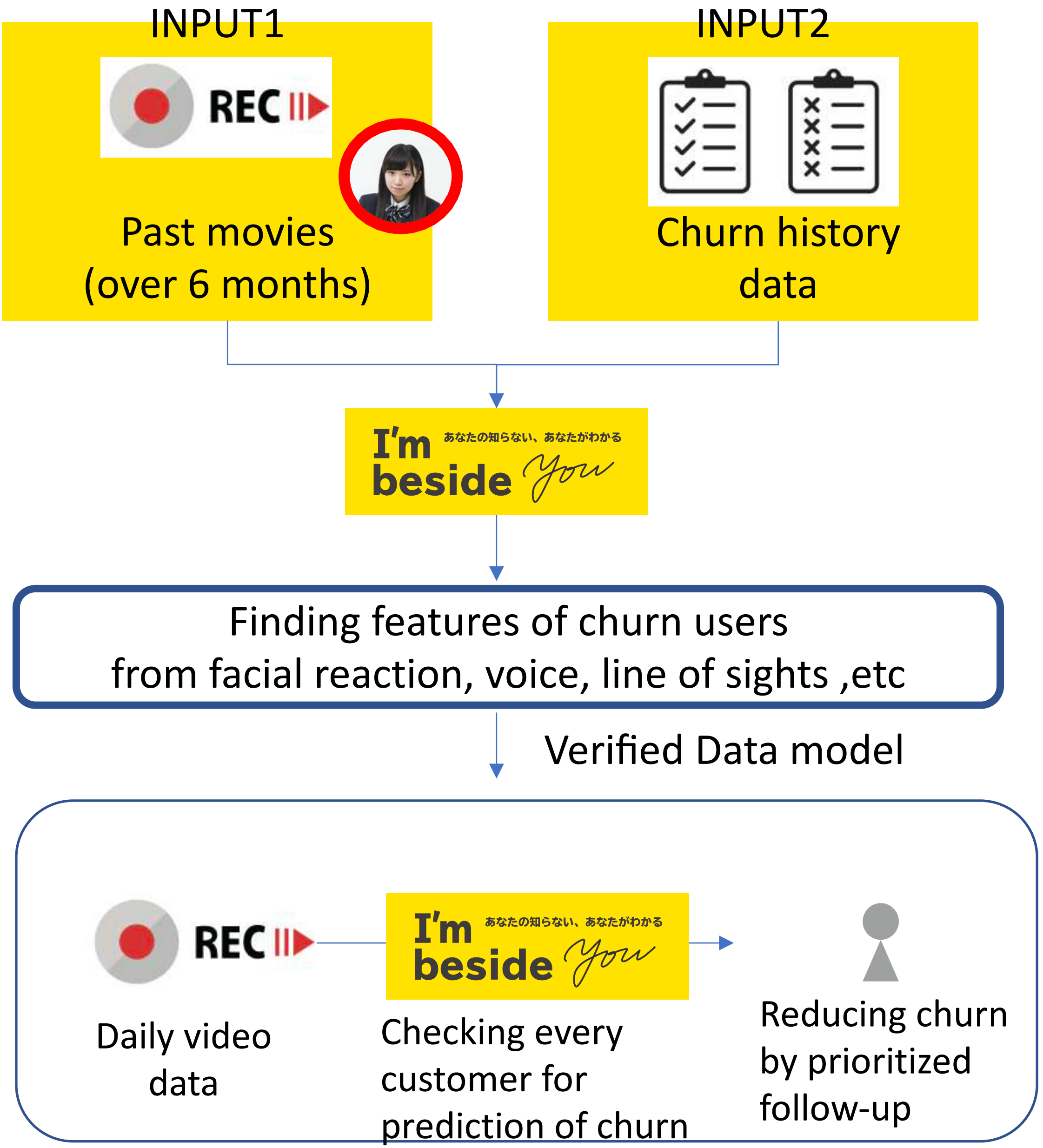
Tens of thousands of classes/year of records are underutilized. Students quit before we know it.

I wish we had a system like this. I'm amazed at how it's almost realized

Use case①

Analyze all online sessions to significantly reduce churn rates.

I'm beside you



INPUT1

Past movies (over 6 months)

INPUT2

Churn history data

Finding features of churn users from facial reaction, voice, line of sights ,etc

Verified Data model

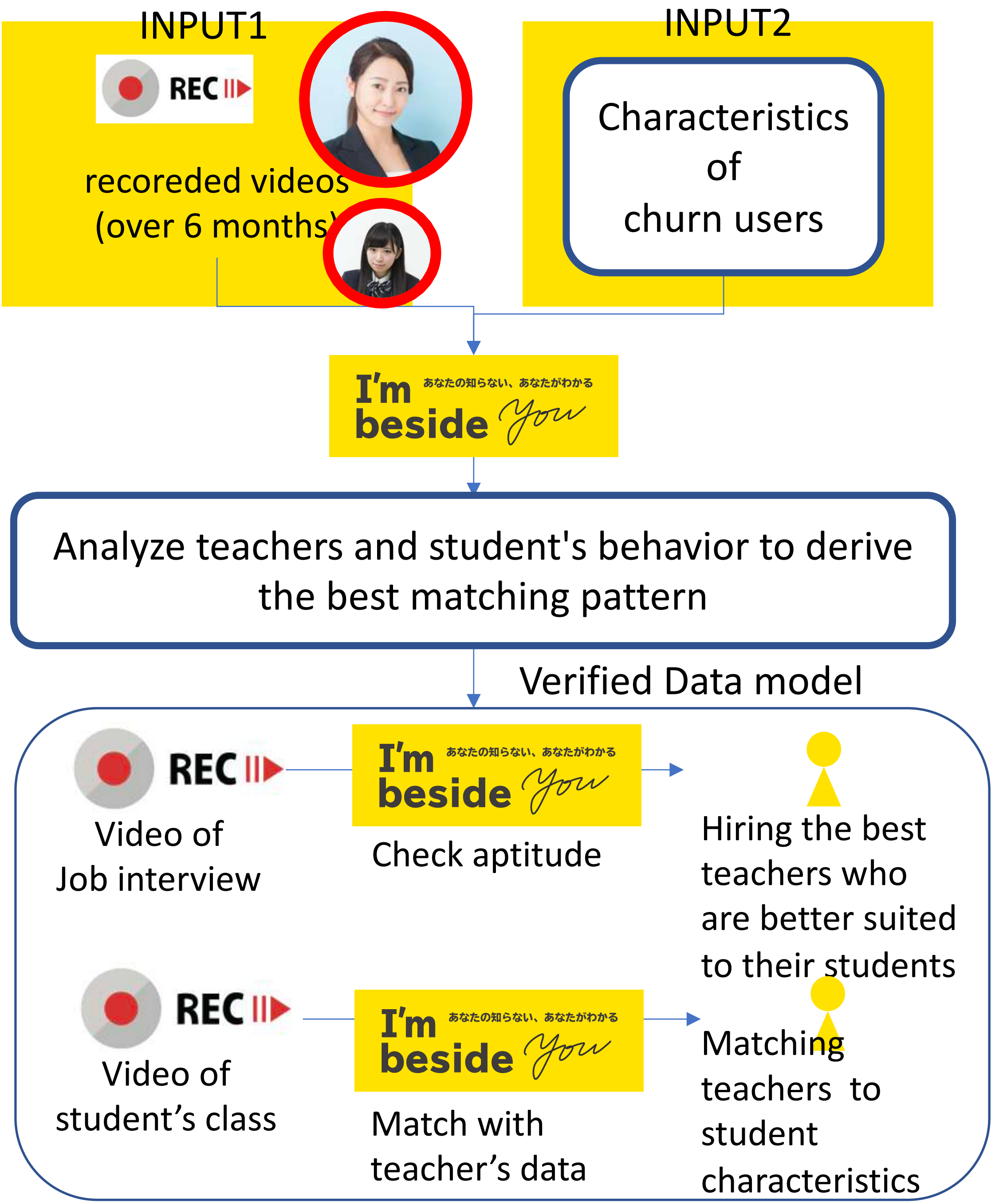
Daily video data

Checking every customer for prediction of churn

Reducing churn by prioritized follow-up

Use case②

Accurate matching of teachers and students



INPUT1

REC

recoreded videos
(over 6 months)

INPUT2

Characteristics
of
churn users

I'm beside You

Analyze teachers and student's behavior to derive the best matching pattern

Verified Data model

Video of
Job interview

Check aptitude

Hiring the best teachers who are better suited to their students

Video of
student's class

Match with
teacher's data

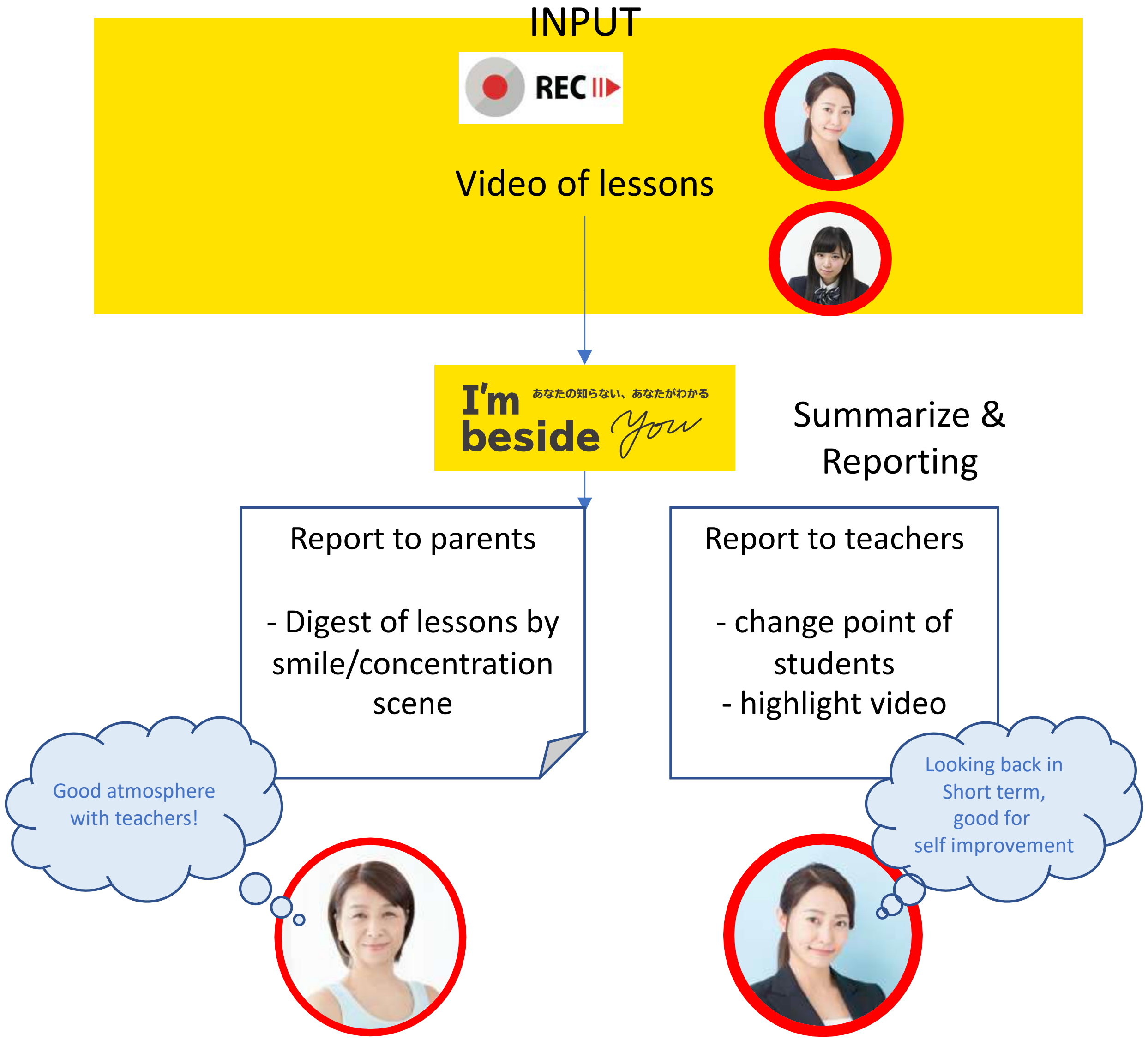
Matching teachers to student characteristics

I'm beside you

Use case③

Report on lesson summaries to parents and teachers

I'm beside you



INPUT

Video of lessons

Summarize & Reporting

Report to parents

- Digest of lessons by smile/concentration scene

Report to teachers

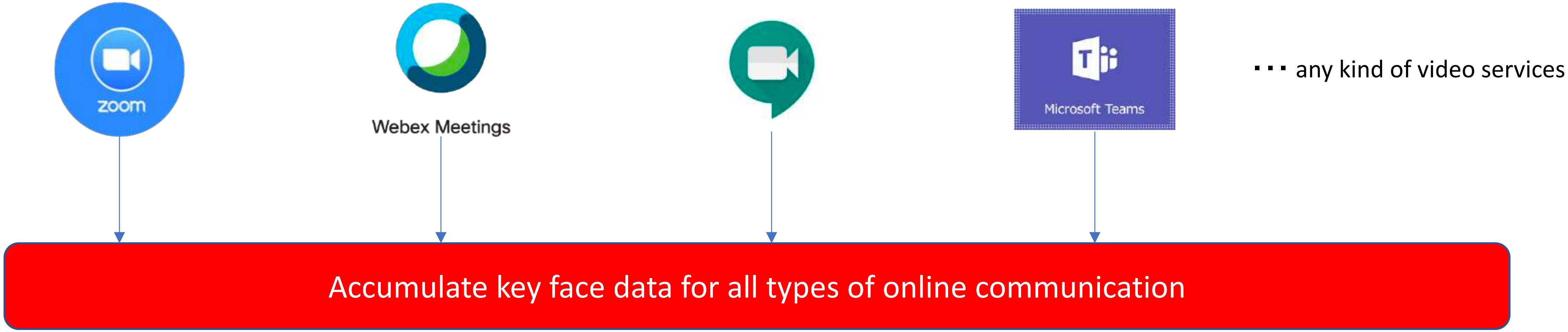
- change point of students
- highlight video

Good atmosphere with teachers!

Looking back in Short term, good for self improvement

KEY POINT

Not “name identification”, "face identification"


zoom
Webex Meetings
Microsoft Teams

・・・any kind of video services

Accumulate key face data for all types of online communication

Make communication visible with no extra input of customer information, employee information, MTG minutes, etc.

Use cases - confirmed in the interviews

Education

－ Identify students who are likely to drop (or cancel)
－ Match students with compatible teachers
－ Visualization of the target students' areas of interest

Sales

－ Look back on your own sales habits and shorten the training period
－ Improvement of order rate by client key person analysis

Employee satisfaction

－ Analysis of understanding of organizational strategy
－ Raising the field strength of high-performing teams by sharing communication best practices
－ Advance detection of harassment

Marriage Activities

－ Unique diagnosis of a good partner
－ Retention and new customer increase by improving the number of matching

Online healthcare

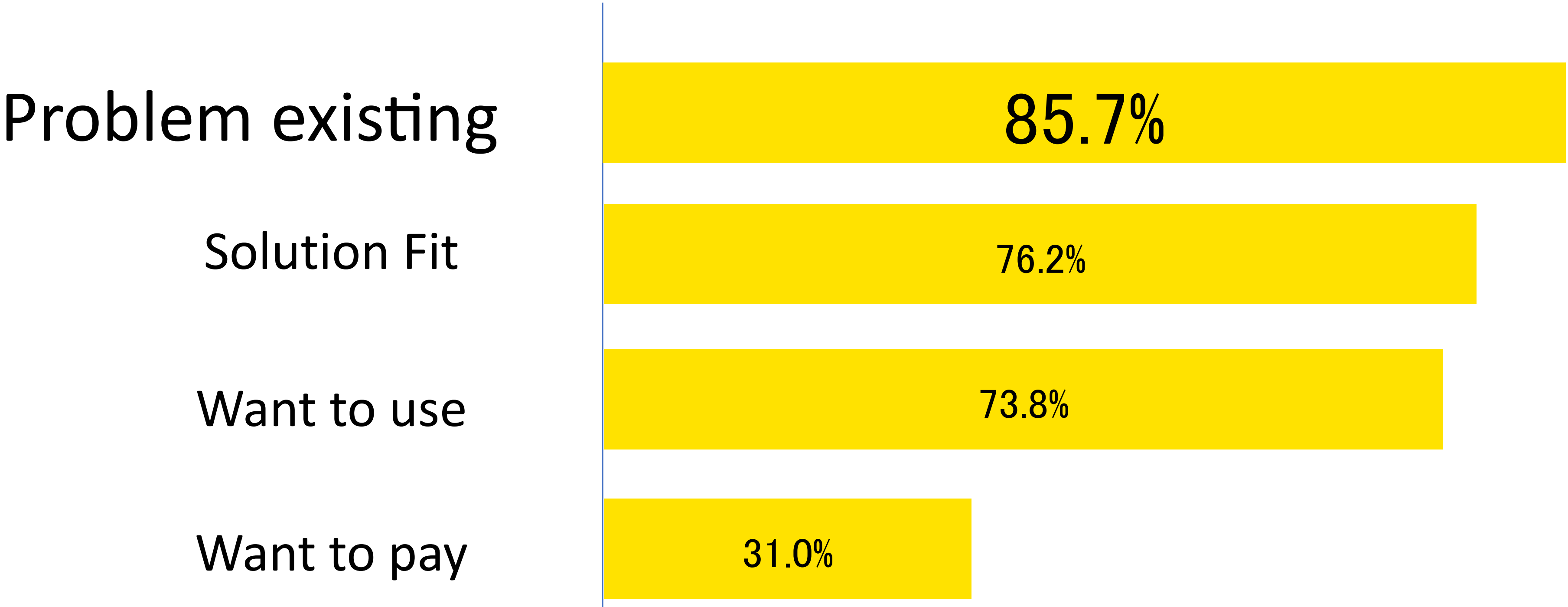
－ Improvement of support for elderly and child consultation

Virtual community

－ Increasing referrals and preventing churn by increasing satisfaction

Traction

[over 200person Interviewed.9 customers]



Order received

BANZAN
TimeLeap
SHERPATH
センセイプレイス
DALTON TOKYO ドルトン東京学園
NEC NECマネジメントパートナー
HITACHI Inspire the Next
CO & CO
WiLL Seed

Education

Advantage

東京大学 THE UNIVERSITY OF TOKYO

NUS National University of Singapore

under joint review

DEMOCRATIZE AI

The cheapest multimodal AI In the world

(Focusing online communication)

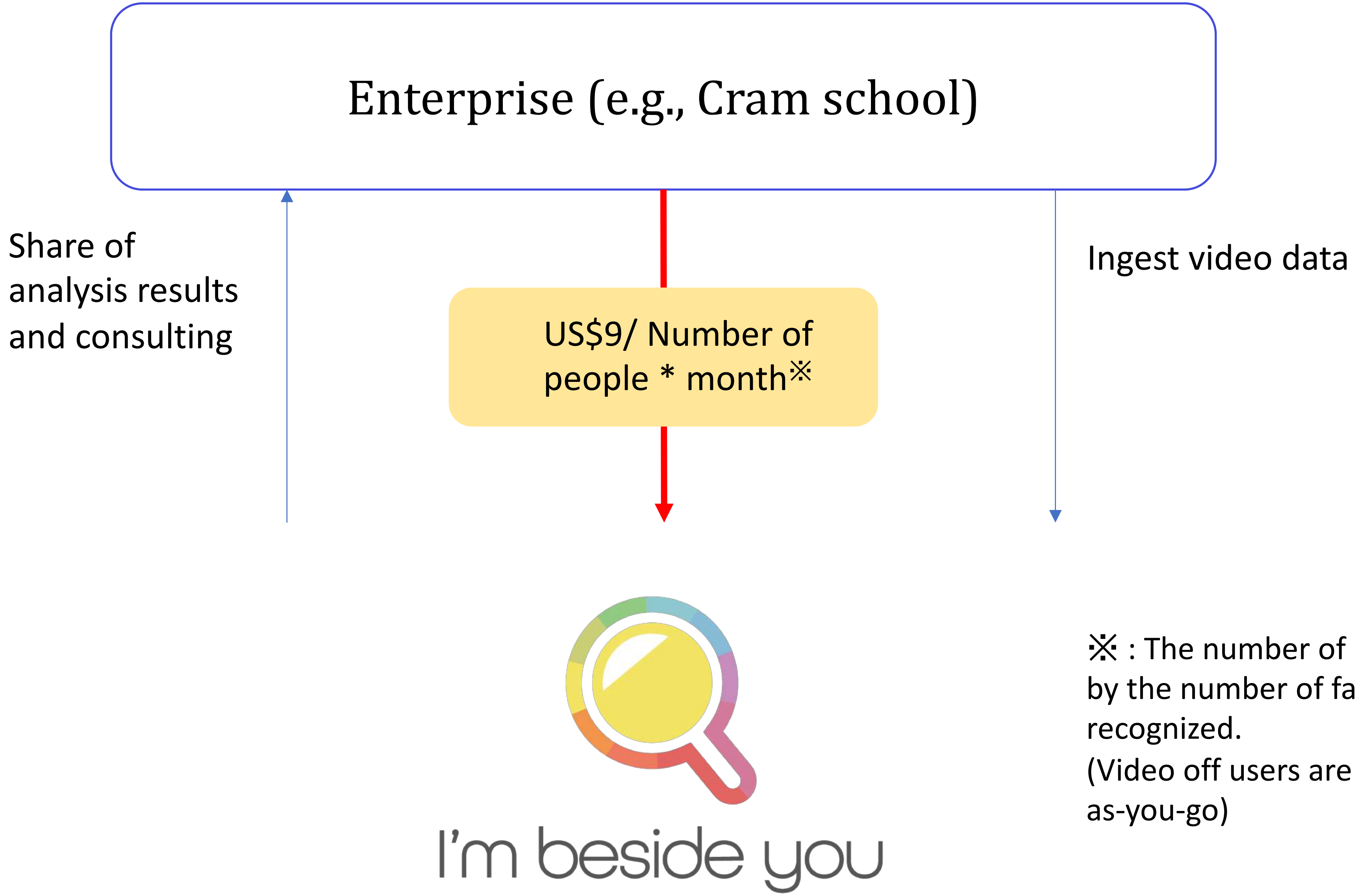
Reliability and security leveraging large-scale development experiences

The **scalable system** with enterprise-grade **reliability and security**

PATENTED
PATENTED
PATENTED

Make barriers by acquiring **multiple business model patents** globally (**applied 5 global patents in July 2020, planning over 50 in 2020**)

Business model - Horizontal SaaS "OS of the with Covid-19 era"



Enterprise (e.g., Cram school)

Share of analysis results and consulting

US$9/ Number of people * month※

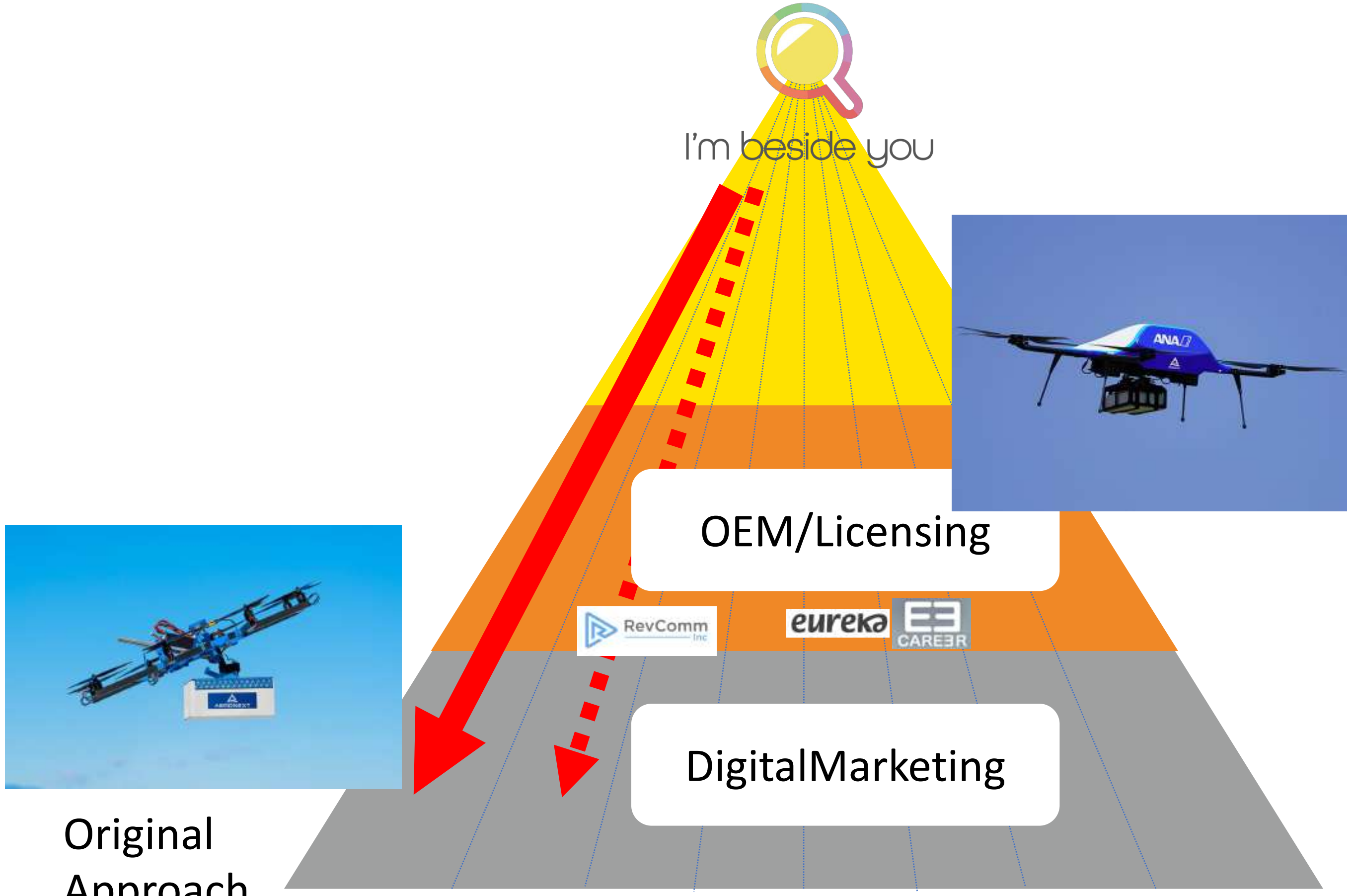
Ingest video data

I'm beside you

※ : The number of people is counted by the number of faces that can be recognized.
(Video off users are not subject to pay-as-you-go)

Leveraging by Partner Business

Usecase of Education is our showcase,
Expanding other usecase by OEM or Licensing.


I'm beside you
OEM/Licensing
RevComm Inc
eureka
CAREER
DigitalMarketing
ANA

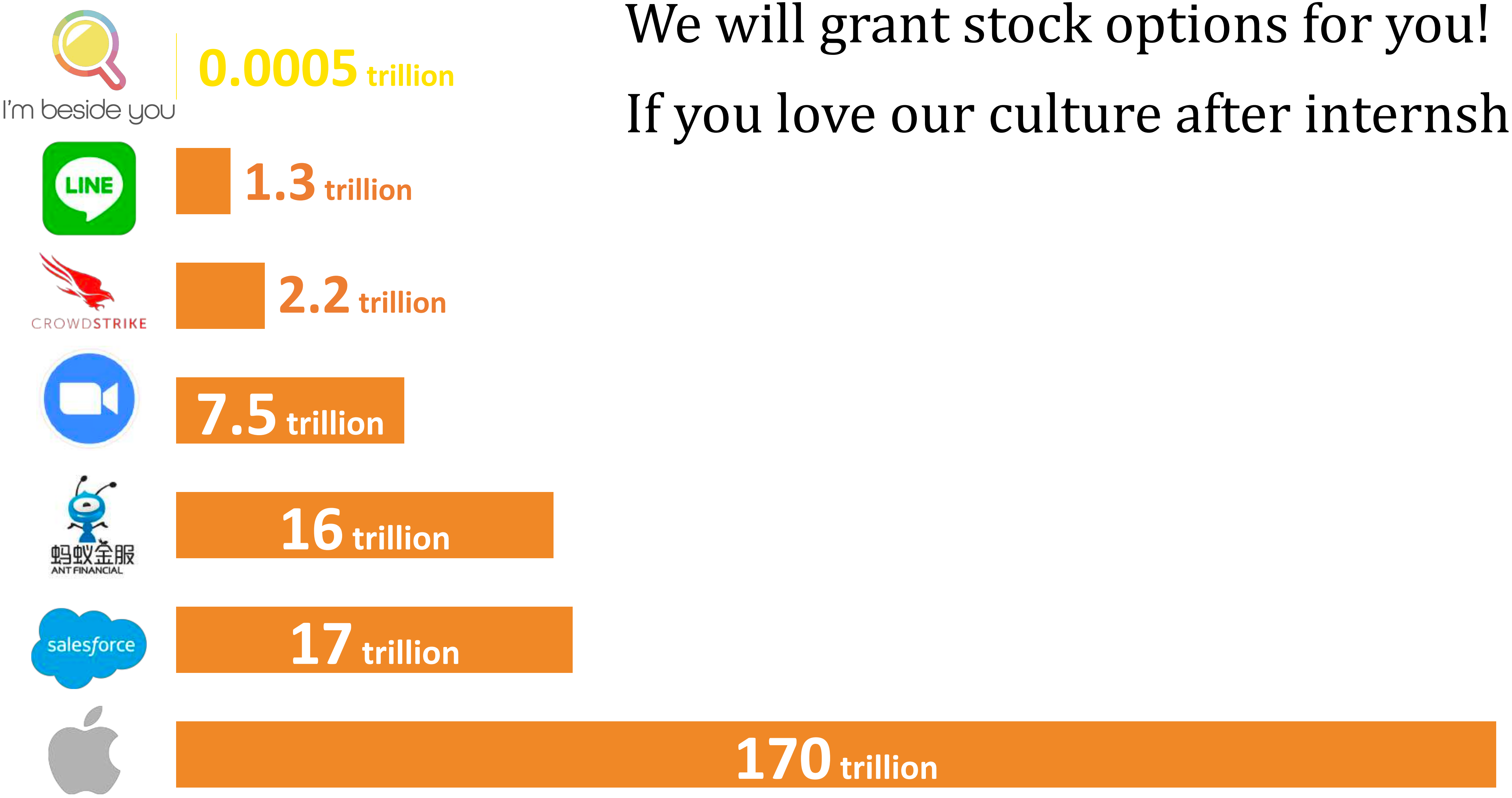
Original Approach

Education Sales CS ES Dating Health Care Live Commerce HR

Market cap.

We will grant stock options for you!

If you love our culture after internship.



Movies

Introduction video （English）

https://youtu.be/WP17y0zLEpE

Users voice （English）

https://youtu.be/L0rqq_fcmI4

WE UNDERSTANDS YOU AND TELLS YOU WHAT YOU NEED.

I'm beside you

A PARTNER OF THE WITH COVID-19 ERA, I'M BESIDE YOU.