

## Embracing innovation as a solution-oriented problem solver.

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Digital Innovation Division

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### The job

I am involved in 1) the IoT-enabled HX Series industrial controller; 2) CPTrans series industrial wireless routers; and 3) the SANFEMS neo factory energy management system. Furthermore, I examine business expansion measures and collaborate with partner companies in these global operations, providing technical support to global distributors, producing sales promotion tools, implementing common program packaging, and developing a cloud-based energy management system.

### Achieving the ideal

On the occasion of our 20th anniversary, the IoT Equipment Division and the Solutions Division were merged to form a new division, the Digital Innovation Division. The products we are working on include industrial wireless routers and IoT controllers that contribute to the connectedness of products.

The Solutions Division, on the other hand, is a group of professionals who use our products to solve customers' problems. We believe that we can accelerate the digitalization of our customers' facilities by providing both products and solutions.

In the future, we would like to contribute to society and the environment by taking advantage of our strength in packaging the know-how and technologies we have cultivated in Japan and offering them globally.

### The 10-year view

When our company celebrated its 10th anniversary, keywords such as "IoT" and "cloud" did not exist in the industry, and I could not have imagined that we would be in such an innovative era 10 years later. I am sure that novel technologies and trends will continue to emerge in the next 10 years. No matter what changes may come in future, we will continue to provide products and services that lead to the realization of the fundamental concept of "identifying and solving customers' problems." I strongly believe that this is the kind of department I want to be a part of.

