

October 4th, 2017

Works Applications Co., Ltd.

Maruichi Steel Tube Seeking to Halve Man-HRs with AI

-More Efficient Domestic Business for More Overseas Business-

Works Applications Co., Ltd. (Headquarters: Minato-ku, Tokyo; Representative Director and Chief Executive Officer: Masayuki Makino; hereinafter "WAP") today announced the purchase of "AI WORKS HR Suite", "AI WORKS AC Suite", and "AI WORKS Enterprise Collaboration"(*) from Maruichi Steel Tube Ltd. (Headquarters: Nishi-ku, Osaka; Board of chairman representative director and CEO: Hiroyuki Suzuki; hereinafter "Maruichi Steel Tube").

●Focusing on Operating System Renewal for Streamlined Domestic Business

**MARUICHI** STEEL TUBE LTD.

Maruichi Steel Tube is evaluated as a top-rated enterprise in the welded steel tube industry. Having plants in various places in Japan and other countries, they provide quick and quality services that meet their local customers' demand under the management system of locating production bases at area of demand. In today's rapid globalization, Maruichi Steel Tube is focusing on renewal for their operating system to achieve the streamlining of their domestic business.

●"AI WORKS" Selected as Artificial Intelligence Business Application for Everyone's Use

Based on the policy "a costly system is of no use if no one uses it" and focusing on that it must be an "everyone's tool" for securing investment effects, Maruichi Steel Tube has selected "AI WORKS" for the following reasons:

1. Manualless

"AI WORKS", with cutting-edge consumer IT, achieves 0.1 seconds response speed to realize manualless intuitive operation.

2. Inputless

"AI WORKS" significantly reduces users' load of data entry and PC operation to a minimum and achieves the productivity improvement, supported by the AI technology, which leverages operational know-how of over 1,300 leading companies. For example, in time-consuming accounting tasks, it analyzes text data in PDF invoices and automatically enter the data in the appropriate field.

Hiroyuki Suzuki, Board of Chairman Representative Director and CEO of Maruichi Steel Tube Ltd.



"The benefit of implementing the cutting-edge system like 'AI WORKS' is that its high-level user interface allows users to use it without reading the manual. 'Just do it.' I expect the employees to be a master of AI, not a slave of AI."

WAP will support Maruichi Steel Tube Ltd. in achievement of their operational efficiency and revenue growth.

* Ordered Products:

AI WORKS HR Core

AI WORKS Payroll

AI WORKS Attendance Management

AI WORKS Expense

AI WORKS Accounts Payable

AI WORKS Accounts Receivable

AI WORKS Purchase

AI WORKS Financials & Strategy

AI WORKS Asset

AI WORKS Enterprise Collaboration

◆ Maruichi Steel Tube Ltd.

Trade name	Maruichi Steel Tube Ltd.
Foundation Corporate establishment	December 18, 1947
Representative	Hiroyuki Suzuki, Board of chairman representative director and CEO
Capital	9,595 (Million Yen) As of March 31st, 2016
Head Office	9-10, 3 Chome, Kitahorie, Nishi-ku, Osaka 550-0014 Japan
Business Activities	Production and Sales of Steel Tube
Sales	144,968 million yen as of March 2016 (consolidated)
Number of employees	1,988 as of March 2016 (consolidated)

◆ About Works Applications Co., Ltd.

Company name	Works Applications Co., Ltd.
Founded	July 1996
Representatives	Masayuki Makino, Chief Executive Officer Takashi Abe, Chief Operating Officer Yoshiro Ishikawa, Chief Technology Officer
Address	19th Floor, Ark Mori Bldg., 1-12-32 Akasaka, Minato-ku, Tokyo
Business	Development, sales, and maintenance of the ERP package software "COMPANY" and "AI WORKS" for large enterprises
Number of employees	5,631 (consolidated) ※As of June 30, 2016
Company homepage	English: http://www.worksap.com/ Japanese: http://www.worksap.co.jp/
Product homepage	English: http://www.worksap.com/aiworks/ Japanese: http://www.worksap.co.jp/hue/