

PRESS RELEASE

21 December 2022.
BlueMeme Inc.

BlueMeme Group launches its new service “AGILE-SaaS”

Customized SaaS services to accelerate DX in the printing industry

BlueMeme Inc. and its wholly owned subsidiary OpenModels Inc. are launching a new service “AGILE-SaaS”.

BlueMeme provides services for entrusted development and in-house system development support services, specializing in low-code technology and agile methodologies. OpenModels is a subsidiary of BlueMeme, which specializes in low-code and agile entrusted business system development and platform business. It aims to support Japanese companies in promoting DX by making various models and technologies more accessible to the public.

As one of its main services, OpenModels offers a “tailor-made SaaS development service”, which develops customer-specific applications and provides them as SaaS. The new “AGILE-SaaS service” aims to market these tailor-made systems to the public.

The service provides a system developed based on actual operations, which can be used as is, or can be changed to a more specialized system through BlueMeme’s customization service. Customers using this service will be able to develop and customize systems more easily and achieve DX in shorter timeframes.

The product launched is AToM, a comprehensive management system for the mid-sized printing industry. The system was jointly developed by the BlueMeme Group in response to the DX of Arrow Printing Co., Ltd. Based on the results of a business analysis, the product was developed with a focus on the necessary functions for a printing company. AToM is equipped with functions ranging from sales support to printing operations management, shipping management and sales analysis. Being a cloud application, it can also be used to keep track of projects from outside the office, making it a highly usable product.

BlueMeme Group will continue to accelerate DX using low-code technology and agile methods to improve the international competitiveness of Japanese companies.

Key features of AToM.

Business Management System

■Sales

- Function for creating quotations, managing scheduled printing and dispatch dates, and recording sales all in one place
- Dashboard for effective sales support to increase business performance. Order management (annual targets, monthly targets), Case management (sales recording, submission, and shipment), Quotation management (orders and lost orders), ToDo, sales information management
- Function that links and manages information on quotations, orders, production, shipments and sales, allowing costing enquiries to be made from various angles
- Function that enables the creation of new quotations and orders based on registered information on existing similar projects, thereby improving the efficiency of the input process
- Function to assist in the preparation of quotations by automatic calculation of charges for chamfering and machining *requires partial manual input
- Function that allows quotations and orders to be linked enabling invoices to be issued immediately after a quotation has been approved by the client. In the case of repeat orders, it is also possible to duplicate the previous data and issue invoices easily.
- Function to check quotations and delivery status on mobile devices. Quotations and sales slips can also be issued in PDF format outside the office
- Function to facilitate the analysis of customer information by exporting order performance

■Production

- Function that enables the registration of the paper 'pick-up', which determines the paper to be used for printing according to the paper stock and orderable paper for each project, as well as the registration of the printing machine to be used. This function also facilitates the creation of a printing schedule.
- Material order management function. Statistics on order details, recipients, order value, etc. can be generated by department, month
- Function to enable aggregation of production results and cost management by inputting various work results (information on DTP, printing, processing, and shipping)
- Shipment management functions (list of shipping schedules, list of freight charges)

Sales Administration System

- Accounting systems (specifically designed for printing companies)
- Sales orders systems (avoiding double entry in sales and accounting departments)
- Payment management (list of received payments, new payments, list of unpaid payments)
- Closing process management (closing date update list, closing date update completion list, monthly update list, monthly update completion list)
- Comprehensive invoices (comprehensive list of invoices, preparation of transmittal letters)
- Various data aggregation (sales daily/cumulative table, subcontract daily/cumulative table, subcontract details, sales list, daily sales report, daily/cumulative total of payments received by sales staff, monthly payment table by sales staff, daily report of erasure, unpaid payment table, replacement payment list, ledger list, monthly accounts receivable list after closing, daily accounts receivable list after closing, balance confirmation list)
- Registration information search (used for management documentation)
- Sales summary, sales analysis, sales of sales staff, payments for sales staff, payment summary, payment schedule by staff member, payment schedule by department, payment schedule for sales and administration, product search, delivery date confirmation, list of customer addresses, customer ID,

cancellation correction, sales data for TKC upload, TKC balance, comprehensive invoicing, completed list, annual sales by new customer, details for comprehensive invoice replacement, sales by customer for the president

- Various master management (customer master, category master for sales, bank account master, sales department master, shipping unit master, sales template master, sales printing category master, standardized letter master, standardized letter master, business category master)

For enquiries about AToM, a comprehensive management system for the printing industry
om-info@openmodels.com

About BlueMeme Inc.

BlueMeme was the first company in Japan to introduce OutSystems, a low-code development platform in 2012, and has been at the forefront of the Japanese low-code development market. BlueMeme utilizes its own development methodology, "AGILE-DX", which combines low-code technology with agile methods. With the aim of contributing to the international competitiveness of Japanese companies, BlueMeme supports the in-house system development and DX of its customers through unique entrusted development, consulting and training. BlueMeme, company code "4069.T", has been listed on the Tokyo Stock Exchange since 2021.

<https://www.bluememe.jp/>

*This release will have no impact on the forecast of results for the year ending 31 March 2023.

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