FIXER Inc.
Finacial Result Explanatory Material for Fiscal year ended August 31, 2024

FIXER
the Cloud native Company



October 11,2024
（Securities code 5129）

Financial Results for the fiscal year ended August 31,2024

Financial Highlight

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- ✓ Sales and profit decreased in this fiscal year due to the completion and delivery of large projects, etc.
- ✓ Continue to strengthen recruitment for future growth

	FY ended August 2023 (Result)	FY ended August 2024 (Result)	FY ending August 2025 (Planed)	Compared with the previous FY 23/8 – 24/8	Compared with the previous FY 24/8 – 25/8
Net sales	11,049M JPY	6,468M JPY	6,611M JPY	-41.5%	+2.2%
Gross profit	4,047M JPY	2,102M JPY	2,903M JPY	-48.0%	+38.1%
Operating Profit	2,110M JPY	260M JPY	393M JPY	-87.6%	+50.7%
Ordinary Profit	2,089M JPY	266M JPY	393M JPY	-87.2%	+47.6%
Net Income	1,378M JPY	156M JPY	251M JPY	-88.7%	+60.9%

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Summary of Financial Results

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✓ **Sales declined, but the impact on gross margin was limited**
✓ **Consistent investment in future growth**

(Unit : M JPY)

	FY Aug 2020	FY Aug 2021	FY Aug 2022	FY Aug 2023	FY Aug 2024
Net sales	**2,960**	**3,606**	**11,360**	**11,049**	**6,468**
Cost of sales	1,681	2,299	7,292	7,002	4,365
Gross profit	**1,279**	**1,307**	**4,068**	**4,047**	**2,102**
Gross profit margin	43.2%	36.3%	35.8%	36.6%	32.5%
SG&A expenses	941	989	1,673	1,936	1,841
Operating profit	**337**	**317**	**2,394**	**2,110**	**260**
Operate profit margin	11.4%	8.8%	21.1%	19.1%	4.0%
Ordinary profit	**328**	**314**	**2,391**	**2,089**	**266**
Ordinary profit margin	11.1%	8.8%	21.1%	18.9%	4.1%
Income taxes	90	118	889	706	112
Net profit	**142**	**196**	**1,495**	**1,382**	**156**
Net sales Percentage change from previous year	**+16.0%**	**+21.8%**	**+215.0%**	**-2.7%**	**-41.5%**
Operating profit Percentage change from previous year	**+358.6%**	**-6.1%**	**+654.3%**	**-11.9%**	**-87.6%**
Administrative expense ratio	**31.8%**	**27.4%**	**14.7%**	**17.5%**	**28.5%**

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Compared to Business Plan

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✓ Profitability improved compared to the August revision, despite the impact of project delays

(Unit : M JPY)

	Full-year plan (Disclosure in April)	Full-year plan (Disclosure in August)	Full-year results	Compared to April disclosure plan Percentage change	Compared to August disclosure plan Percentage change
Net sales	**7,116**	**6,452**	**6,468**	**-9.1%**	**+0.2%**
PJ-type service	2,601	1,813	1,826	-29.8%	+0.7%
Re-sale	3,366	3,470	3,491	+3.7%	+0.6%
Managed service	1,098	1,108	1,086	-1.0%	-2.0%
SaaS	49	54	57	+14.7%	+5.6%
Others	1	5	5	+374.4%	+6.1%
Cost of sales	**4,445**	**-**	**4,365**	**-1.8%**	**-**
Gross profit	**2,671**	**-**	**2,102**	**-21.3%**	**-**
SG&A expenses	**2,069**	**-**	**1,841**	**-11.0%**	**-**
Operating profit	**601**	**216**	**260**	**-56.6%**	**+20.4%**
Ordinary profit	**602**	**221**	**266**	**-55.8%**	**+20.3%**
Net profit	**386**	**143**	**157**	**-59.3%**	**+9.9%**

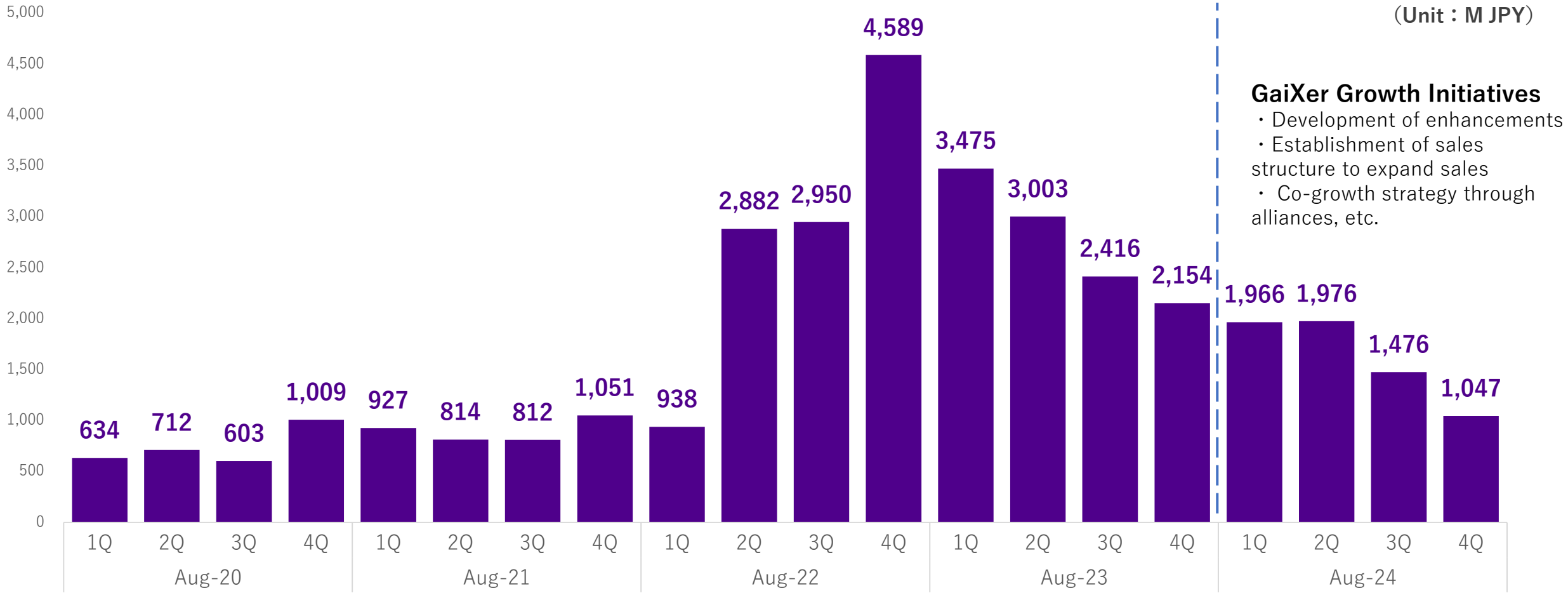
※ Only disclosure items are shown for the full-year plan (revised in August).

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Trend of Quarterly Net Sales

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✓ **Shift from sales growth through the pay-as-you-go SaaS Automatic calls to growth through GaiXer, a generative AI platform service**



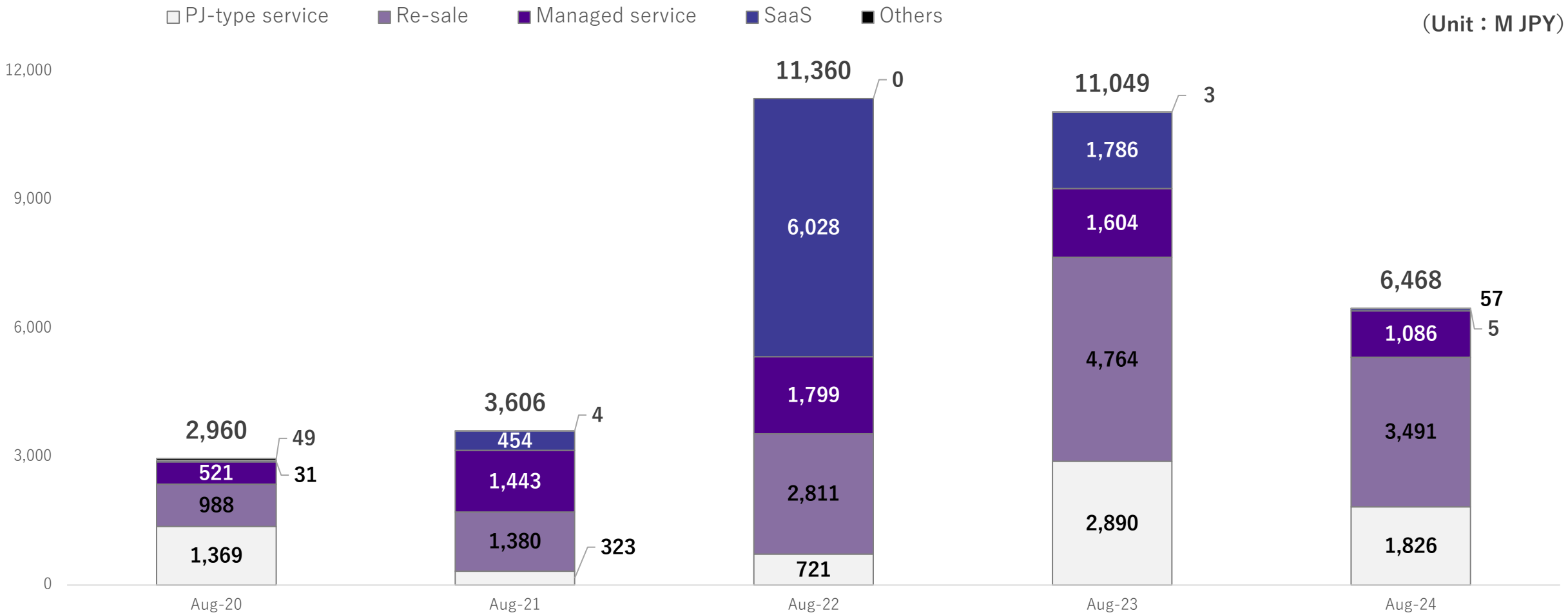
Concentrate development resources on HER-SYS → **Gradually deploy development resources to other projects** → **Increased investment in GaiXer**

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Trend of Net Sales by Business Model (1/2)

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- ✓ Project-based services and re-sale support performance
- ✓ SaaS is a period of seeds for growth, including partnerships with other companies



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Trend of Net Sales by Business Model (2/2)

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✓ SaaS bottomed out in 3Q, aiming to expand sales of GaiXer as a growth driver
✓ Focus on new orders for growth in the next fiscal year and beyond

(Unit : M JPY)

	FY Aug 2023				FY Aug 2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
PJ-type service	866	705	754	563	416	421	487	501
Re-sale	1,198	1,156	1,177	1,230	1,206	1,212	670	402
Managed service	385	445	430	343	327	330	306	121
SaaS	1,021	695	53	15	14	12	9	20
Others	2				1		1	2
Total	3,475	3,003	2,416	2,154	1,966	1,976	1,476	1,047

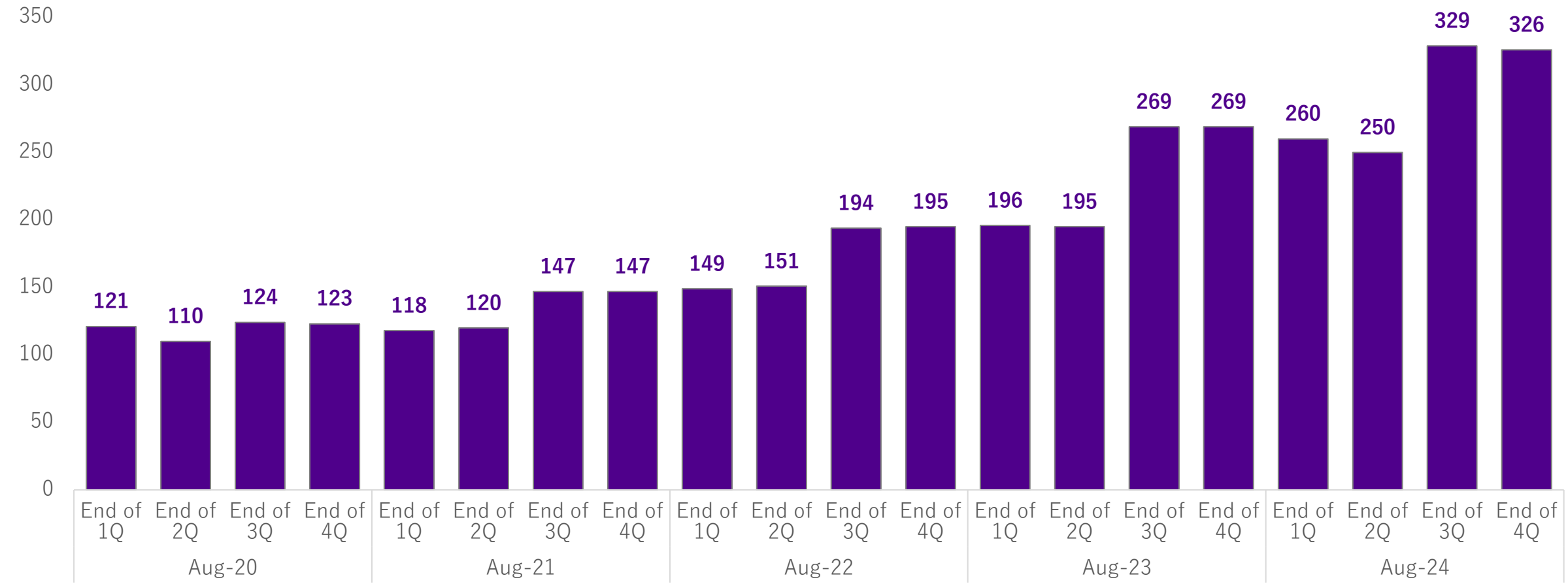
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Trend of Quarterly the Number of Employees

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✓ **Progress in acquiring talented new graduate engineers and leveraging human resource growth for future growth**

(Unit：person)



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Trend of Expenses

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- ✓ Labor costs are increasing, while land rent is flat
- ✓ Outsourcing and advertising costs were successfully optimized

(Unit : M JPY)

	Aug 2023				Aug 2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Personnel expense	404	404	477	519	482	456	500	561
Office rent	78	108	125	124	125	125	127	127
Outsourcing expense	215	317	246	191	164	132	97	75
Advertising expense	50	11	40	59	63	20	10	3

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Key Performance Indicators

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- ✓ Per capita sales were 22.68 million yen. Future efficiency and other issues are to be addressed
- ✓ 78 new graduate engineers have joined the company, with the average age in the 20s. The younger generation is driving the business
- ✓ New sales activities were successful and the number of contracted companies increased significantly from the previous fiscal year

	Aug 2020	Aug 2021	Aug 2022	Aug 2023	Aug 2024
Sales per capita(JPY)	24,7 M	27,4M	67,3M	48,6M	22,6M
Average age(years)	30.2	29.1	28.6	28.4	27.7
Number of Contractors	67	78	94	86	135

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Balance Sheet

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✓ **Decrease in current liabilities due to completion of PJ and other factors**
✓ **Capital adequacy ratio reached over 89%, maintaining soundness**

(Unit : M JPY)

	FY Aug 2023	FY Aug 2024	Change from previous year
Current assets	6,325	5,854	-471
Fixed assets	815	735	-79
Total assets	**7,140**	**6,590**	**-550**
Current liabilities	1,404	703	-701
Fixed liabilities	17	10	-7
Total liabilities	**1,421**	**713**	**-708**
Shareholders' equity	5,717	5,875	+158
Share warrant	1	1	-0
Total net assets	**5,718**	**5,877**	**+158**
Total liabilities and net assets	**7,140**	**6,590**	**-550**
Self-capitalization ratio	80.1%	89.2%	+9.1%

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Cash flow statement

- ✓ **Negative operating cash flow due to income tax payments resulting from the impact of the previous year's profit**
- ✓ **Investment cash flow is appropriate due to low investment**
- ✓ **Negative financial cash flow due to repayment of long-term debt**

(Unit : M JPY)

	Aug 2023	Aug 2024	Change from previous year
Cash flows from operating activities	539	-626	-1,166
Cash flows from investing activities	△415	-34	+381
Cash flows from financing activities	1,024	-18	-1,043
Free cash flows	124	-660	-784
Cash and cash equivalents at end of year	4,833	4,154	-679

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Achievements as a Microsoft Azure Partner

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✓ Many awards for Microsoft's Azure partner

Microsoft Japan Partner of the Year 2024 AWARD

Awards

Microsoft Azure パートナーとしての受賞歴

2013年以降、金融・公共分野での実績を中心に評価され数々のアワード・認証を受け、日本におけるMicrosoft Azureのトップパートナーとしてのブランドを確立。2021年にはMicrosof米国本社から「Cloud Native App Development Award」を受賞。

2013 **2014**

日本マイクロソフト
「Cloud Service Vendor 最優秀賞」受賞

2015

パートナープログラム「Cloud Solution Provider Program」開始にあたりパートナーとして認定（世界26社の認定企業のうち日本企業としては当社のみ）

2017 Microsoft Partner — 2017 Partner of the Year Winner Japan

Microsoft 米国本社「Country Partner of the Year」（日本最優秀パートナー）受賞

2018 **2019**

日本マイクロソフト「Financial Services Award」受賞
（金融分野での実績表彰）

2019 Microsoft Partner | Azure Expert MSP

「Azure Expert MSP」を日本国内の監査で初認定

2020

日本マイクロソフト「Social Responsibility Award」受賞
COVID-19の感染が拡大する中、感染者情報の即時かつ正確な情報収集・把握・分析を目的とした感染拡大防止デジタル基盤の開発を高く評価され受賞

2021 Microsoft Partner — 2021 Partner of the Year Winner Cloud Native App Development Award

Microsoft 米国本社「Partner of the Year Cloud Native App Development Award」受賞

全世界のMicrosoft Partnerがエントリーするpartner of the Yearにおいて、過去5年（2018-2022）日本企業での受賞は当社のみ※1

※1 日本マイクロソフトMicrosoft Partner of the Year (https://partner.microsoft.com/ja-jp/connect/wp-award) における過去受賞企業データより（Microsoft米国本社が表彰する日本パートナー最優秀賞は除く）

2022

日本マイクロソフト「Modernizing Applications Award」受賞
官公庁や自治体が課題とするレガシーシステムや、保守性に問題を抱えるエンタープライズシステムのクラウド環境への移行を数多く実現したことを高く評価され受賞

2024

日本マイクロソフト「Government Award」および「Healthcare and Life Science Award」をダブル受賞
生成AIプラットフォーム「GaiXer」を活用した、政府や自治体および医療分野での革新的な取り組みが高く評価され受賞

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Financial Plan for the fiscal year ending August 31, 2025

Financial Plan for the fiscal year ending August 31, 2025

FIXER the Cloud native Company

- ✓ Sales are expected to increase from the previous year
- ✓ Profit is expected to increase y-o-y due to expected penetration of generated AI services in the electronic medical record field, etc

(Unit : M JPY)

	Aug 2021 (Result)	Aug 2022 (Result)	Aug 2023 (Result)	Aug 2024 (Result)	Aug 2025 (Planned)	Year-on-year Increase/decrease	Year-on-year Percentage change
Net sales	**3,606**	**11,360**	**11,049**	**6,468**	**6,611**	+143	+2.2%
Cost of sales	2,299	7,292	7,002	4,365	3,707	-657	-15.1%
Gross profit	**1,307**	**4,068**	**4,047**	**2,102**	**2,903**	+801	+38.1%
SG&A expenses	989	1,673	1,936	1,841	2,510	+668	+36.3%
Operating Profit	**317**	**2,394**	**2,110**	**260**	**393**	+132	+50.7%
Ordinary Income	**314**	**2,391**	**2,089**	**266**	**393**	+126	+47.6%
Total amount of corporate tax, etc.	118	889	706	70	141	+71	+101.9%
Net Income	**196**	**1,495**	**1,382**	**156**	**251**	+95	+60.9%
Gross margin	**36.3%**	**35.8%**	**36.6%**	32.5%	43.9%	-	-
Operating profit margin	**8.8%**	**21.1%**	**19.1%**	4.0%	5.9%	-	-
SG&A ratio	**27.4%**	**14.7%**	**17.5%**	28.5%	38.0%	-	-

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Trend of Net Sales by Business Model (1/2)

FIXER the Cloud native Company

✓ **Actively engage in government, administration, and private sector PJ**
✓ **SaaS is positioned as a time to expand services through in-house sales expansion and partnerships**

(Unit : M JPY)

	FY Aug 2021 (Results)	FY Aug 2022 (Results)	FY Aug 2023 (Results)	FY Aug 2024 (Results)	FY Aug 2025 (Planned)
PJ-type service	323	721	2,890	1,826	3,125
Re-sale	1,380	2,811	4,764	3,491	1,181
Managed Services	1,443	1,799	1,604	1,086	1,058
SaaS	454	6,028	1,786	57	1,246
Others	4		3	5	0
Total	**3,606**	**11,360**	**11,049**	**6,468**	**6,611**

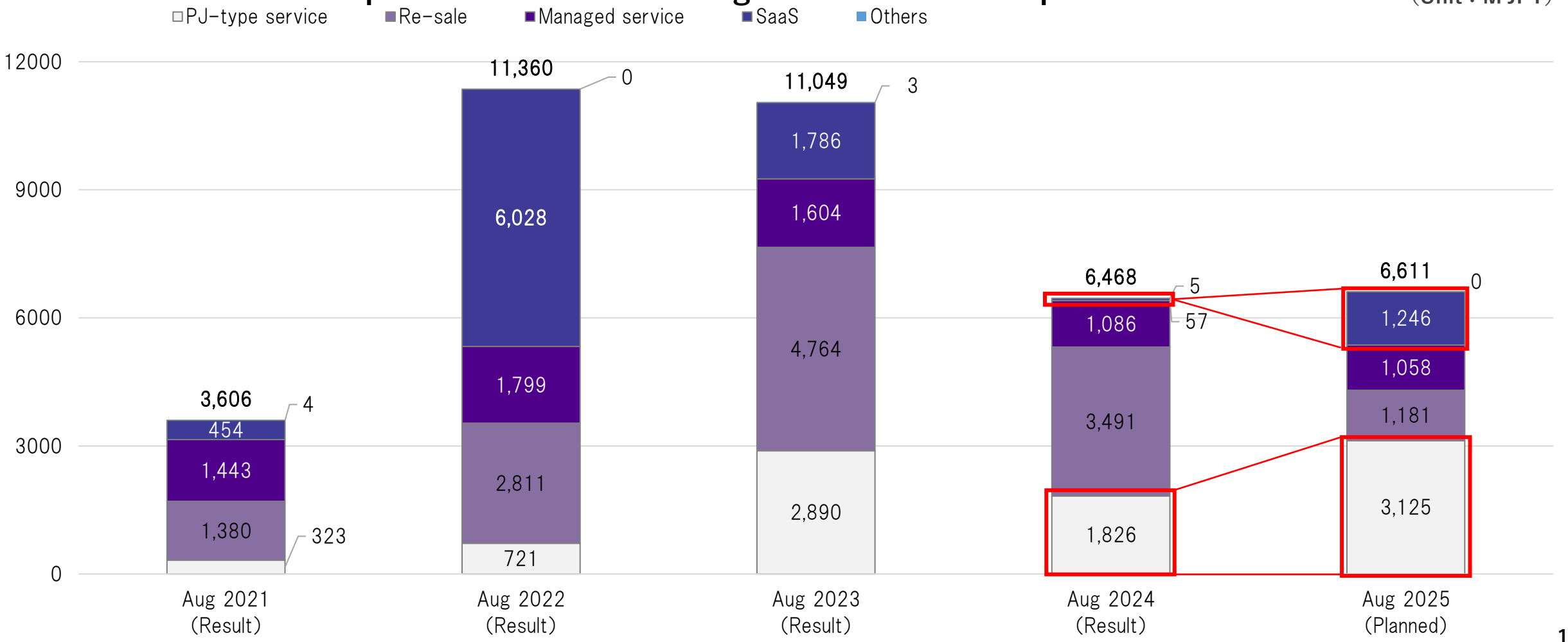
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Trend of Net Sales by Business Model (2/2)

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- ✓ Decline in Re-sale sales
- ✓ Efforts to increase the number of new development projects by the government and administration, etc., and increase the sales ratio of project-type services.SaaS
- ✓ GaiXer's sales are expected to increase through in-house sales expansion and alliances

(Unit : M JPY)

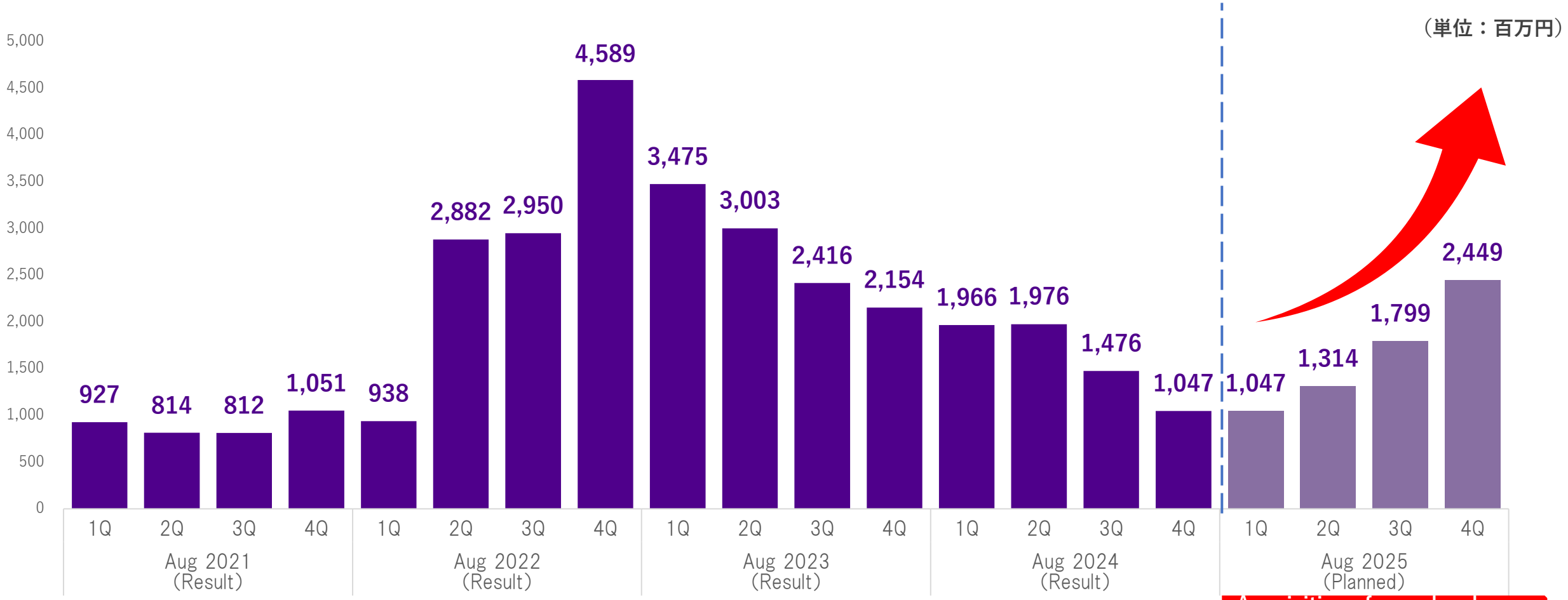


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Quarterly Sales

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✓ **Sales growth is expected in the fiscal year ending August 2025 due to an increase in new development projects and increased sales of GaiXer**



Centralized development of HER-SYS

Gradually expand development resources to other projects

Strengthen your investment in GaiXer

Acquisition of new development projects and GaiXer
Sales and dissemination in Japan and overseas

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Growth Strategy

GaiXer, Empowers Your Potential

GaiXer Enterprise AGI Platform

Providing as a subscription-based SaaS
In addition to direct sales, aiming to increase user numbers through expanding sales via collaborations

Use Cases
- Semi-automatic creation of standard documents
- Preparation of public relations documents
- AI chatbot on the homepage
- Responding to inquiries about internal regulations, etc.
- Sales support, customer helpdesk support
- Operational efficiencies through the integration with other systems

Enhancing Profit Margin through "the Application of Automation and Utilization of Generative AI"
Utilizing GaiXer for large-scale projects to reduce man-hours and improve quality
Expanding the scope of automation to enhance profit margins further

Project-based services
- System construction
- Tests
- Creation of various documents

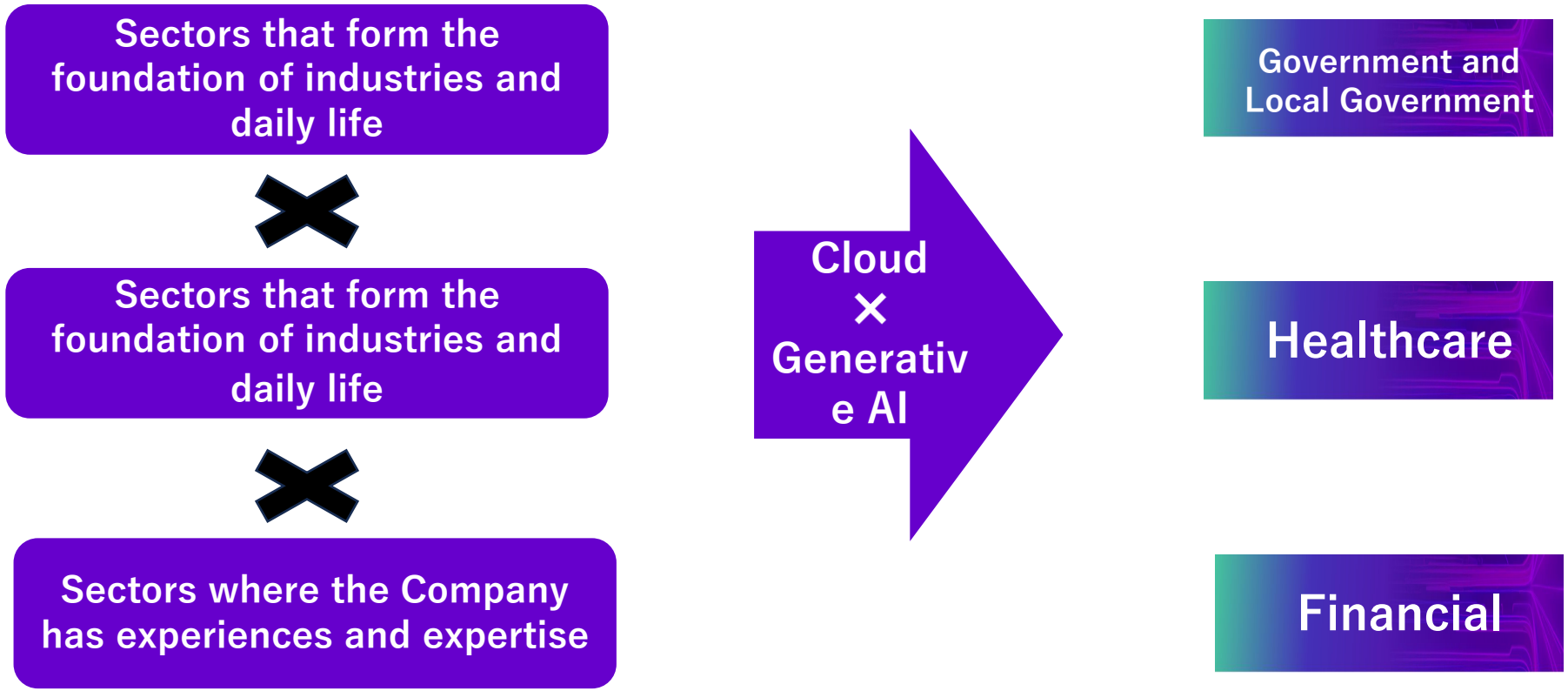
Managed Services
- Monitoring

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Target Markets for Growth

✓ Innovate with technology in an industry with a large market size

Utilizing experiences and expertise gained from building, maintaining, and operating Japan's first full-cloud banking system for the Hokkoku Bank, Ltd., as well as systems for HER-SYS and the National Cancer Center Japan, the Company aims for growth by focusing on significant innovations through productivity improvements using Generative AI in the national and local government, healthcare, and financial sectors.



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Contracted “Building and operation of an environment for utilizing Generative AI” of the Ministry of Foreign Affairs of Japan

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✓ Based on the enterprise Generative AI platform 'GaiXer,' the Company will build and operate an environment for utilizing Generative AI within the Ministry of Foreign Affairs of Japan to improve operational efficiency and increase productivity

Existing Generative AI Chat Tools

- Poor usability due to being a general - purpose-interface
- Hallucination risk

Existing translation Tools

- Editing and proofreading documents after using translation tools has burdened operations.

Become a hindrance to operational efficiency



Developing **a series of workflows to address the issues of existing Generative AI and existing translation tools.**

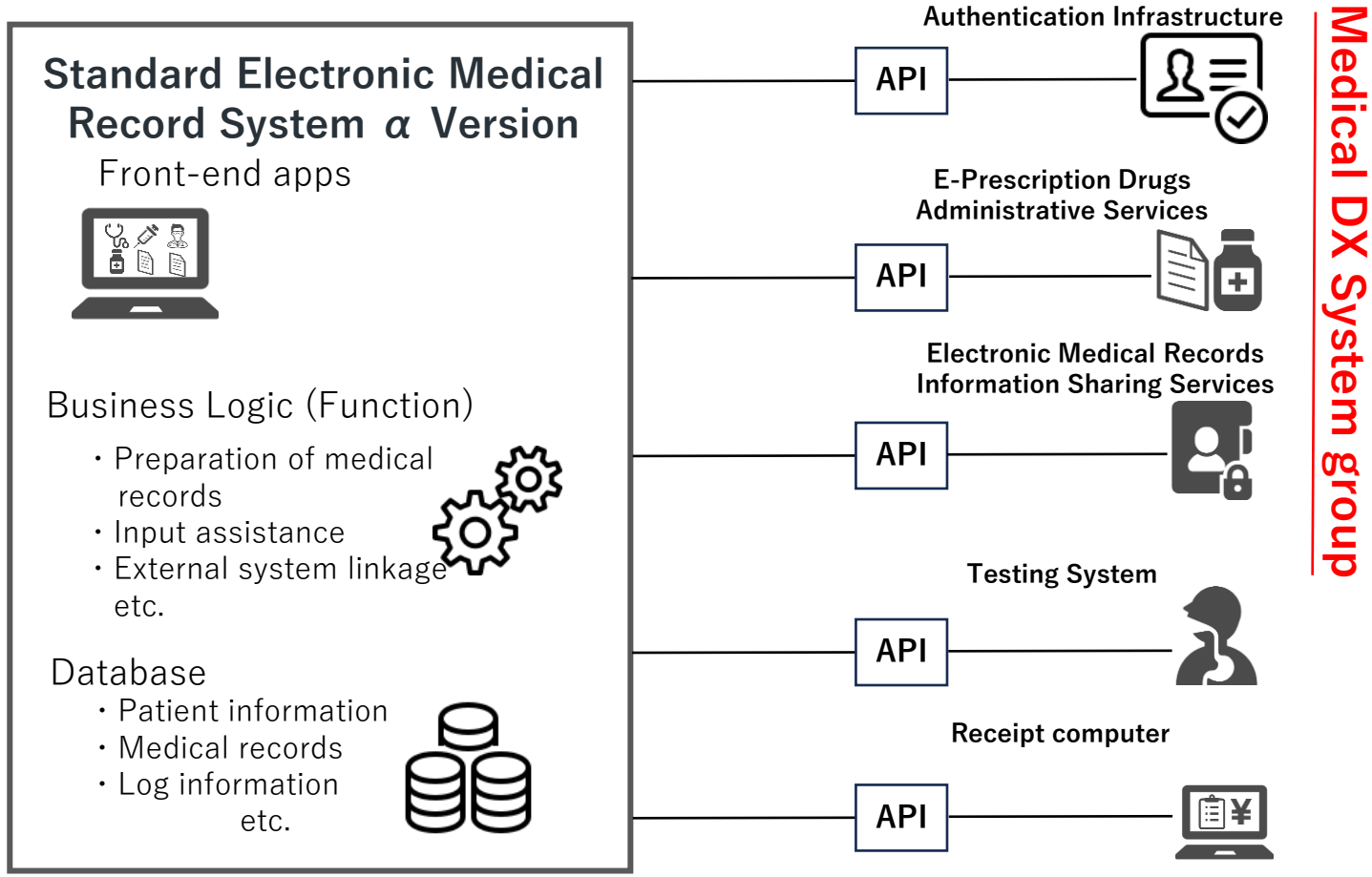
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Contracted “Design and development works of the Standard Electronic Medical Record System（α version)” of the Digital Agency.

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- ✓ **Contracted “Design and development works of the Standard Electronic Medical Record System（α version)”of the Digital Agency**
- ✓ **Aiming to contribute to achieving delivery of seamless, high-quality healthcare through building an open healthcare DX foundation**

- Separation of front-end and back-end apps
- Modularization of business logic
- Separation between business logic and database
- Using Database Standard Codes
- Development of modules for linkage with medical DX-related systems
- Development of modules for linkage with receipt computers
- Development of modules for linkage with inspection systems
- Incorporating medical safety and operational improvement tools
- Cloud-based systems



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GaiXer - Implementation results

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✓ **It is widely used by government, local governments and financial institutions, and has been evaluated for its safety and security**

Government & Local Government

デジタル庁
Digital Agency

長野県

千葉県がんセンター
CHIBA CANCER CENTER

四日市市

伊賀市
Iga City

呉市役所

世田谷区
SETAGAYA CITY

桑名市

三重県

八女市

General Enterprises

岡三証券グループ
OKASAN SECURITIES GROUP

三十三銀行

明日の夢 人から人へ
宮崎銀行

NTT

We have already signed contracts with about 60 companies (including local governments)

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GaiXer Recent Topics①

✓ In Japan, the introduction of the system is progressing in Osaka City, a major city

In the introduction of the system to Osaka City, it will promote business improvement by quickly and accurately performing document preparation and information search by employees, and in the future, it will be used to provide services to citizens.
The purpose is to make use of it to improve screws.

OSAKA CITY 大阪市 × GaiXer Enterprise AGI Platform

The purpose of this project is to improve the efficiency and quality of operations that require specialized knowledge in administrative work in Osaka City. We provide our generative AI platform "GaiXer" for enterprises, and we change documents such as Osaka City ordinances, regulations, business manuals, and question and answer collections into a format that is easy for AI to understand and refer to. On top of that, we will support some of the operations of Osaka City so that they can obtain more accurate answers to the questions of the staff.

【summary】
Main contents：
- Provision of generative AI environment
- Documents to be trained by generative AI
  (ordinances,regulations, business manuals, quality)
  Conversion and formatting of doubts and responses, etc.
- Usage support

※From our release

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GaiXer Recent Topics②

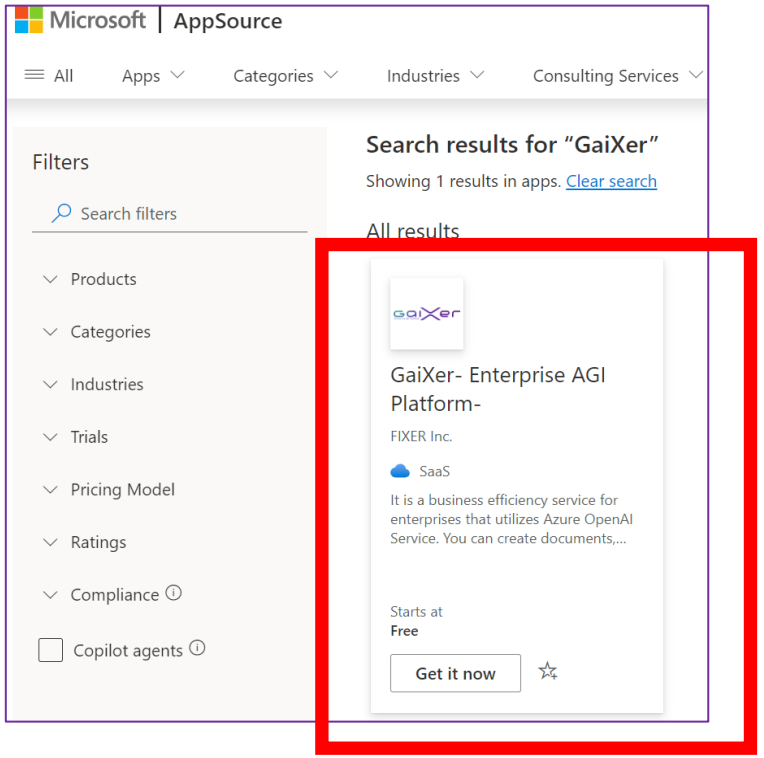
✓ GaiXer registration on the Microsoft market place overseas

For overseas expansion, we registered on the Microsoft Marketplace. We have started the first step towards overseas expansion

Microsoft

Microsoft Marketplace is a marketplace that contains all software that has been certified and optimized for use in Azure. By registering on this Marketplace, we will be able to gain trust as an Azure development company, and at the same time we will be able to promote GaiXer's products to users, and at the same time, we can expect to promote alliances with partner companies and create opportunities. More specific benefits include:

【Privilege】
・Technical support
・Promotion support
・Support for joint sales



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GaiXer – Carry out OpenAI(o1-preview/o1-mini)

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✓ Enhancements （Implementation of o1-preview/o1-mini）

GaiXer, which allows you to select multiple LLMs, is the latest AI model announced by OpenAI on September 13, OpenAI o1-pereview and equipped with OpenAI o1-mini (installed on September 25, 2024).

FIXER, Inc. (Headquarters: Minato-ku, Tokyo, President: Seiichi Matsuoka, hereinafter referred to as "FIXER") has announced that it has added OpenAI's latest large language models (LLMs) "OpenAI o1-preview" and "OpenAI" to its enterprise generative AI platform "GaiXer" (https://www.gaixer.com/) We are pleased to announce that it is equipped with "O1-mini".
FIXER has always significantly improved the functionality of its services by quickly incorporating state-of-the-art large language models (LLMs) into GaiXer. With the inclusion of OpenAI's latest model, OpenAI o1, GaiXer is expected to offer even more advanced features and improve the user experience.

【New models and main features】
・OpenAI o1-preview
It is a model that can reason complex tasks and solve more difficult problems in science, coding, and mathematics than traditional models.
・OpenAI o1-mini
It is a cost-effective inference model that excels in STEM, especially math and coding

※From our release

OpenAI o1-preview

Able to reason complex tasks and solve more difficult problems in chemistry, coding, and mathematics than traditional models

OpenAI o1-mini

Cost-effective inference models that excel in STEM, especially math and coding

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Development of services for B2C (individuals)

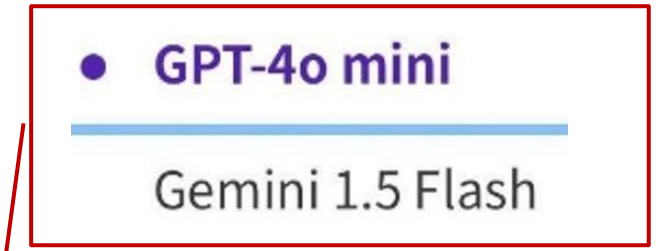
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✓ The service is intended for individual users, and a billing model is under consideration

GaiXer top screen (smartphone)







Free Trial Version to GPT3.5 In addition, GPT-4omini and Gemini 1.5 Flash are additionally installed.

It also supports multimodal (image loading). Strengthen sales expansion of GaiXer for individuals.

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Development of services for B2C (individuals) (promotion)

✓ **With the launch of the service for individual users, radio promotions are also being developed**

Station	Nippon Broadcasting System (AM1242, FM93.0/radiko/time-free) *Kanto Local
Deployment Period	From Oct 2024～
Broadcast Slots	1 time per week for 30 minutes(16:50～17:00, every Saturday)
Proposed Program Title	Nippon Broadcasting System 「GaiXer presents 剛力彩芽の未来を編む」 https://www.1242.com/mirai/



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Collaboration with Sakura Internet Inc.

- ✓ The service name is "GaiXer on Sakura no Cloud“
- ✓ A highly reliable generative AI service that enables FIXER's generative AI service "GaiXer" to run on the "Sakura Cloud" provided by Sakura Net

FIXER Co., Ltd. (Headquarters: Tokyo, President: Seiichi Matsuoka, hereinafter referred to as "FIXER") and Sakura Internet Co., Ltd. (Headquarters: Osaka City, Osaka, President: Kunihiro Tanaka, hereinafter referred to as "Sakura Internet")
announced that the generative AI service "GaiXer" provided by FIXER will be operated on the "Sakura Cloud“ provided by Sakura Internet. We have signed a basic agreement for the provision of "GaiXer on Sakura no Cloud".
By operating "GaiXer" on "Sakura Cloud" that meets strict security standards in Japan, it will be possible to complete data storage and communication in Japan. As a result, it will be possible to provide generative AI services that have been adopted by ministries and financial institutions in a more reliable state.
FIXER and Sakura Internet will continue to contribute to the continuous development of the digital society by providing more reliable generative AI services to meet the growing demand for AI.

※From our release

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FIXER
the Cloud native Company

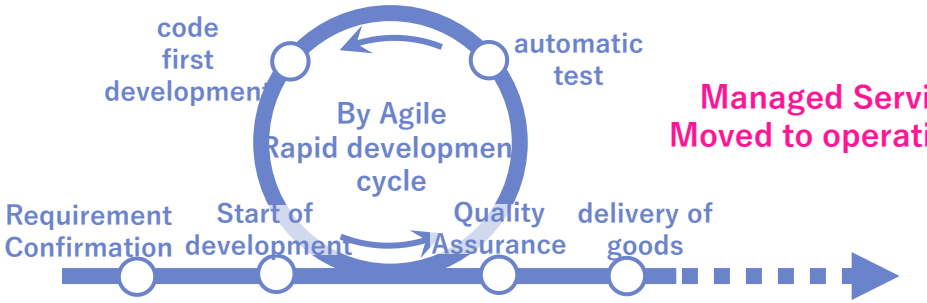
Appendix

Business Model-Business Domains

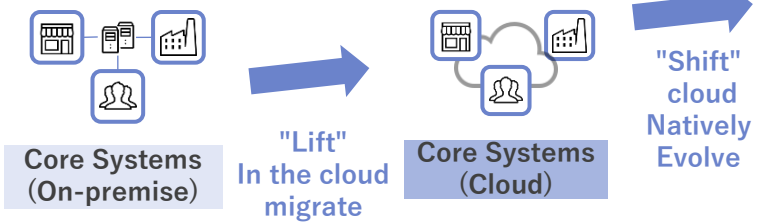
- Projects type Services to build cloud – native systems
- Re-sell of cloud and software licenses and providing managed services (maintenance, operation, and enhanced development)
- SaaS business is also being developed by creating platform for customers' highly-demanded functions

Project-type services

Develop new systems natively in the cloud



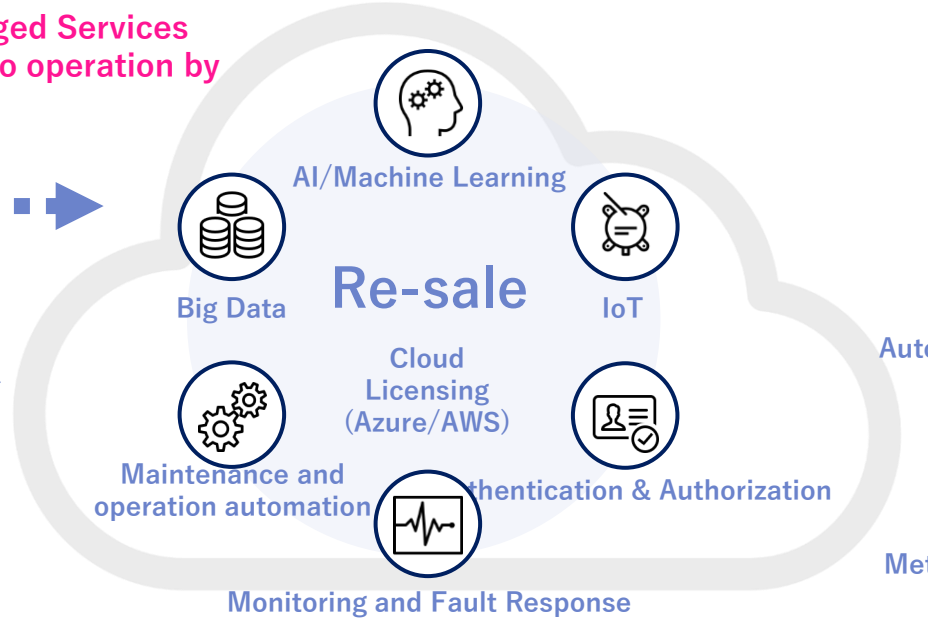
Migrating existing systems to the cloud



Managed Services

Maintenance, operation and enhancement development of the completed enterprise cloud system through Managed service

Managed Services Moved to operation by



SaaS

Providing high-value-added SaaS services by creating a platform for customers' highly-demand functions

GaiXer
AGI platform for enterprises run within a secure network environment on Microsoft Azure, with learning and generation in a dedicated environment

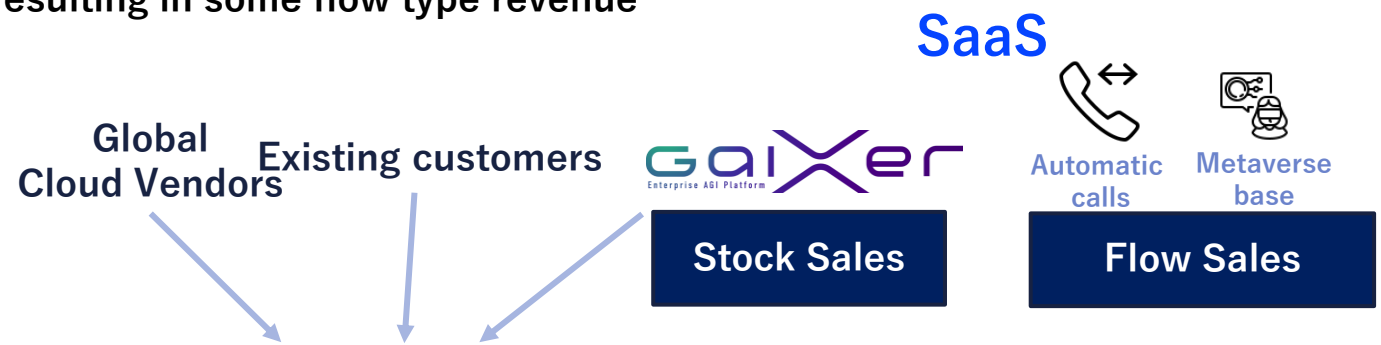
Automatic rack power
Providing the post-failure detection notification service used in the Managed service as a general-purpose automatic calls + SMS sending service

Metaverse Foundation
Providing SaaS-type cloud systems for BtoBtoC required for the Metaverse platform

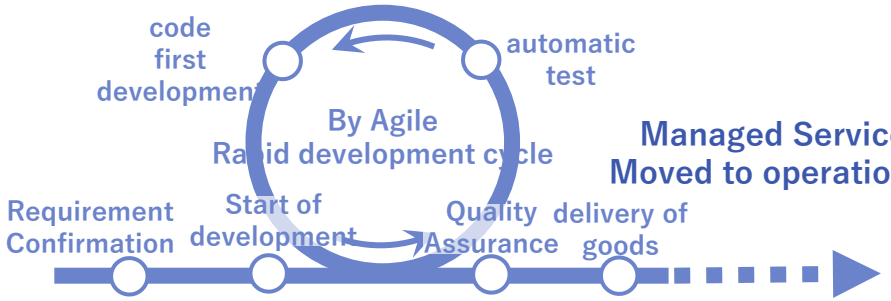
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Business Flow of Business Domains

- The Company receives orders for Project type Services through referrals from global cloud venders and existing customers
- The systems developed through project-type services are transferred to Re-sale and Managed service, contributing to stock type revenue
- In Managed services, the Company also provide enhancement development (additional functions) tailored to customer needs, resulting in some flow type revenue

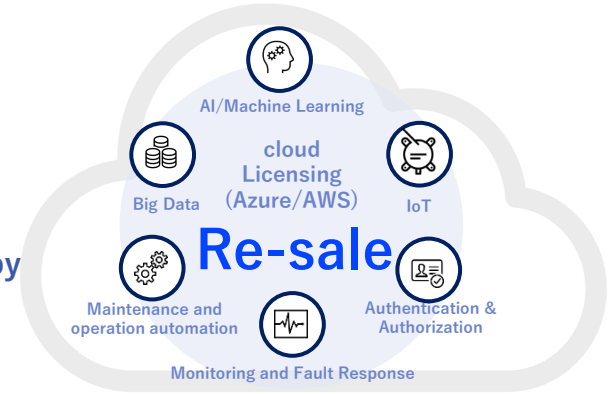


Project-type services



Managed Services

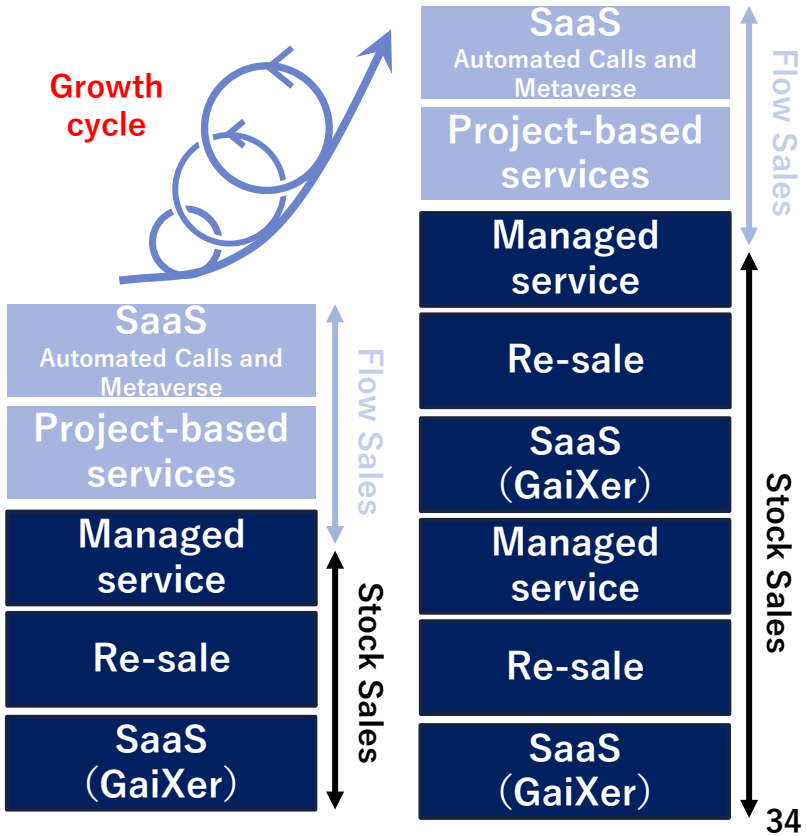
Managed Services
Moved to operation by



Flow Sales

Stock Sales + Flow Sales

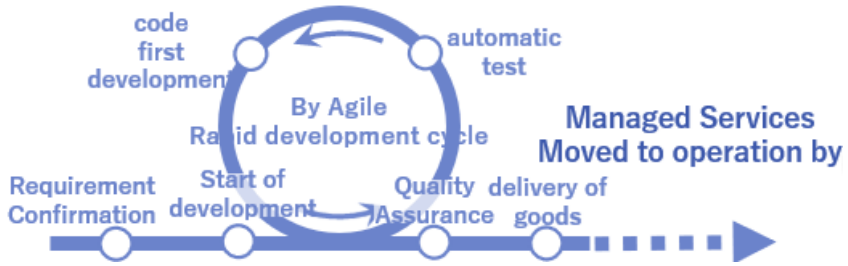
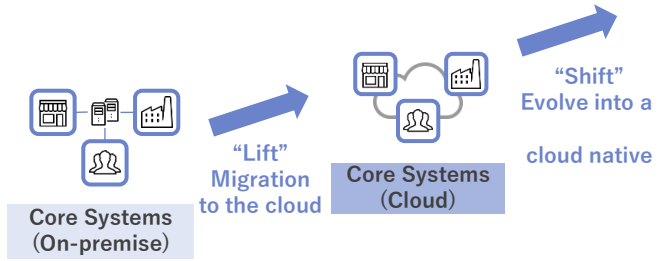
Accumulating stock type revenue realizes sustainable growth



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Project-type services

Project type Services are services that implement new system development or cloud migration in a project-based manner. System migration responds to both “Lift” – converting the system infrastructure to the cloud, and “Shift” – transforming into a cloud-native system that is easy to maintain and operate concurrently with the migration

	New system development	Cloud Migration
Service Details	 Capable of supporting "smart use1" of the cloud Agile development of cloud-native mission-critical systems	 On-premise 2) mission-critical system Lift to the cloud and evolve to cloud-native
Value Provided	Shorten new system development time and continuously improve operational quality through smart use	Cloud-nativization of existing systems to achieve reductions of person-hours for maintenance and operation (smart use)

For Smart Use, it's crucial to have "high-speed new system development and cloud migration with agile" and "automated monitoring and maintenance services." To achieve both end-to-end, the Company offers an infrastructure environment equivalent to the production environment and system monitoring services from the early stages of development and migration.

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Re-sale

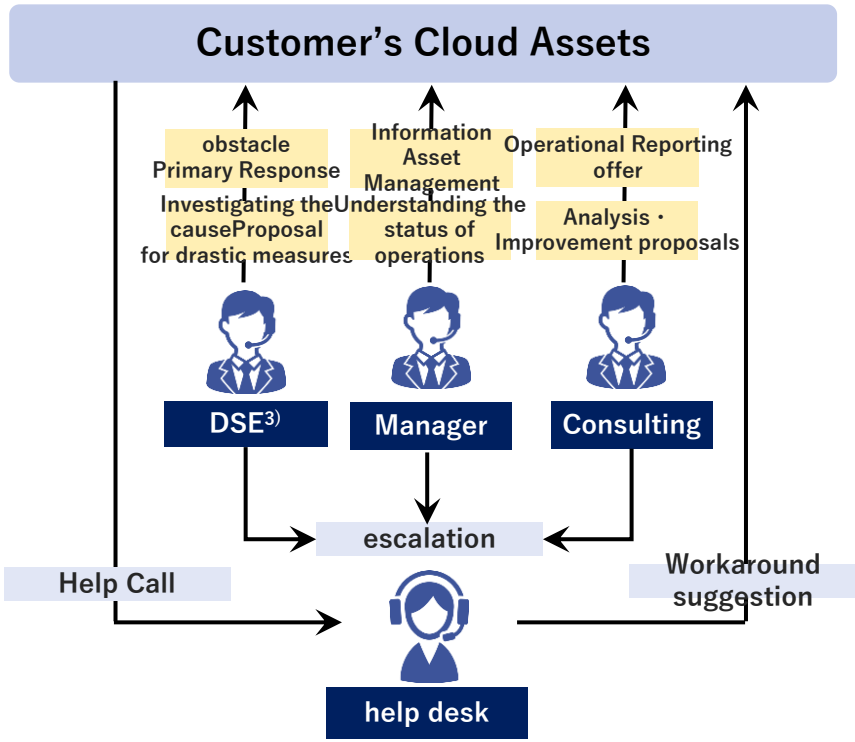
The Company sells public clouds like Microsoft Azure and software licenses including Microsoft 365 and Power Platform. Differentiates itself from competitors by offering value-added services such as Managed service and education services in addition to purchased licenses

Products and services for sale		Unique added value for FIXER
Azure aws Public Cloud Cloud computing environment provided for general users and enterprises	×	Offering monitoring services, which are part of Managed service, at no cost Technical support for usage-related challenges that arise after purchasing a license
Microsoft 365 Cloud-based services that offer Office products like Word and Excel, as well as SharePoint, Teams, and security products.	×	Track record of introduction in government agencies and banks with stringent security requirements Winner of the Telework Promotion Award1 1) Remote work/paperless know-how
Microsoft Power Platform A cloud App development platform that can be used (no-code/low-code) 2) even by beginners	×	DX internalization education program Providing templates customized for specific industries and job functions

1. In 2019, we received the Telework Promotion Award sponsored by the Japan Telework Association to promote the spread of telework;
2. Methods that allow you to develop applications without learning complex programming

Technical Support System

Helpdesk works with a team of experts to solve issues



3. Dedicated Support Engineer; Dedicated Support Engineer

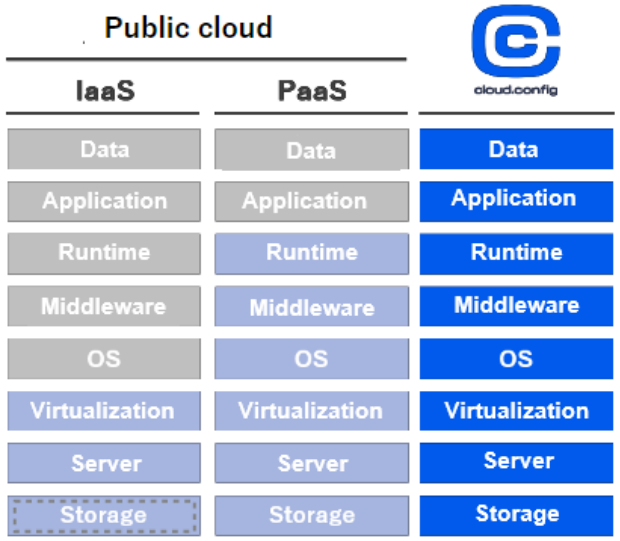
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Managed Services

FIXER
the Cloud native Company

Offering end-to-end cloud maintenance and operations with a primary focus on 24-hours a day, 365 days a year surveillance
Balancing between reduction of person-hours and operational quality improvement through automation technology
Responding to enhancement development (modifications and additional development) tailored to meet customer needs

Monitoring and operations, including the application layer, which can not be achieved with public cloud alone



: Managed by a public cloud provider
: Managed by user companies that use the cloud
: Managed by FIXER managed service

Together with 24 hours a day, 365 days a year surveillance
Offering end-to-end cloud operation

Desig[1] > Construction > Monitoring > Failure response | Technical support

cloud.config

FIXER's Managed service, cloud.config1), has been certified by a third-party organization through an audit, conforming to the best practices of the Cloud Adoption Framework2) for cloud adoption.

Desig[1]	Construction	Monitoring	Failure response	Technical support
Infrastructure design following cloud design patterns Proposing the utilization of existing services, SaaS3), OSS4), etc.	Construction and configuration using Automation technology (IaC5)) Typical Configurations are quickly established, and normality checks are completed	24 hours a day, 365 days a year surveillance for systems using a multi-cloud 6) When an error occurs, the severity of the error is Automatically determined and notified.	Priority decisions based on impact and urgency As the primary response, focusing on isolating the causes of the failure	Assign engineers to assist with technical issues Providing the latest information on the Constantly Evolving cloud on a daily basis

1. Maintenance and operation services for the cloud provided by the Company;
2. A framework that shows the impact of your organization's cloud adoption and supports adoption;
3. Abbreviation for Software as a Service. A situation in which the user uses the software running on the provider (server) side as a service via a network such as the Internet, rather than introducing the software to the user (client) side;
4. Abbreviation for Open Source Software. A general term for software whose source code can be used, examined, reused, modified, enhanced, or redistributed for any purpose by the user;
5. The standard and know-how in design that we have stocked through development projects, code for automating construction and configuration, etc.;
6. Use multiple clouds together. Here, it refers to monitoring Azure from AWS, and vice versa, monitoring AWS from Azure

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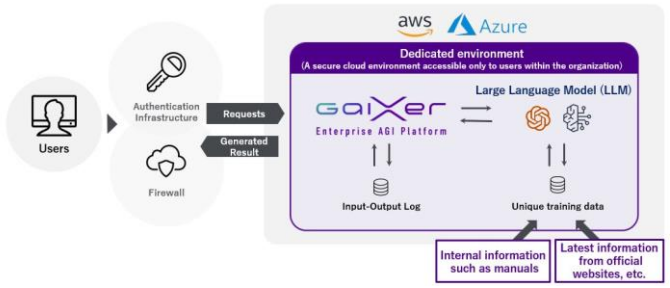
SaaS

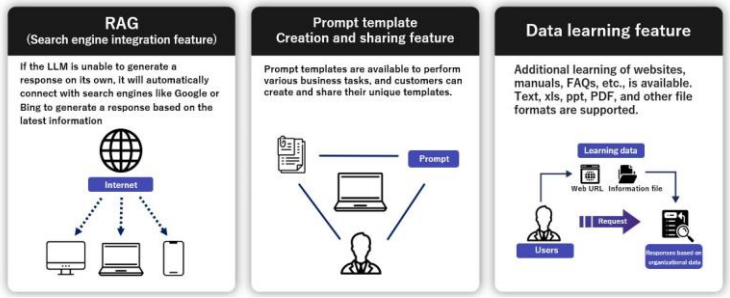
FIXER the Cloud native Company

Providing high-value-added SaaS with high-value functions that are highly sought after by customers as a platform

Subscription

GaiXer Enterprise AGI Platform





It runs within a secure network environment on Microsoft Azure, and learning and generation occur in a dedicated environment for your company called a "tenant," which considers the risk of information leakage.
In addition, it can be combined with various services on the cloud to enable multiple uses, such as for users, customer support, and improving organizational operations.

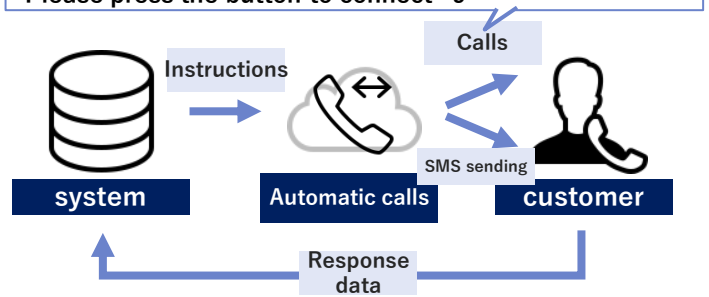
Usage-based billing

Automatic calling/SMS sending

The Company provides the functions to make calls and send SMS via IVR (Interactive Voice Response) established on the cloud.

(Automated voice)
This is a phone call to confirm the final confirmation of the reservation。Mr.〇〇, September 1, 19:00 for 2 persons, please press “1” if you want to confirm the reservation, or press “2” if you want to change it.

If you have any questions about the operation, please contact the operator at
Please press the button to connect “9”

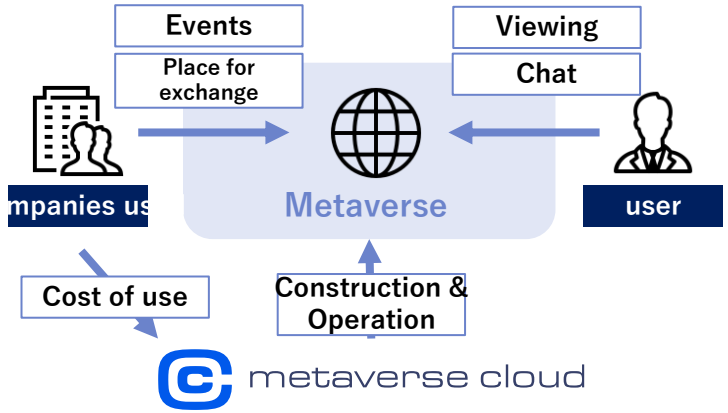


・Securing quotas of call and messaging capacity of external services/carriers based on historical usage records.

Usage-based billing

Metaverse

Providing metaverse spaces and functions as a service



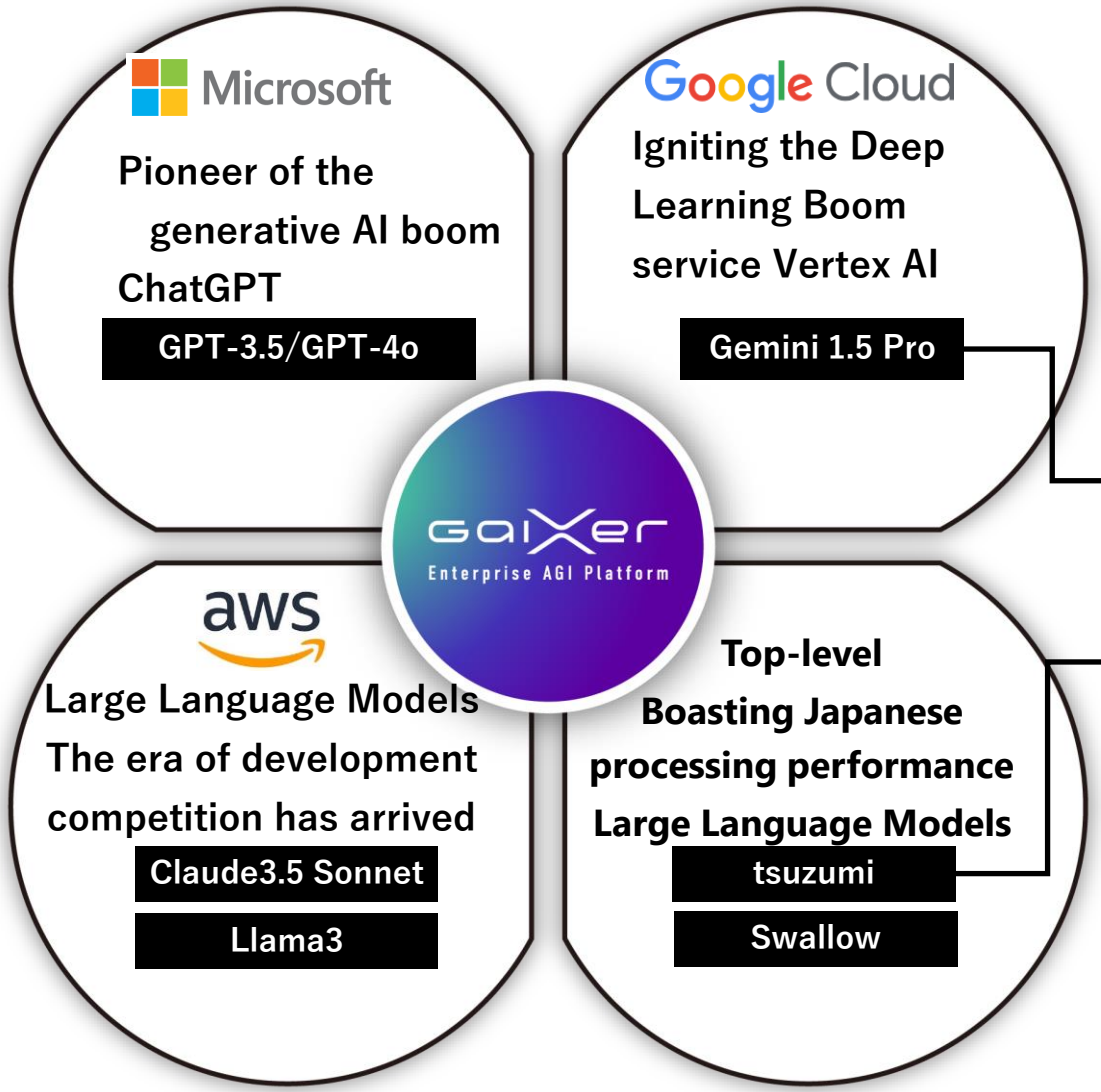
Features of the Company’s services

Cloud Native	Ensuring availability and stability in response to increased number of visitors and access concentration
Browser-bases	There is no installation obstacles, even when users utilize enterprise PCs. It can widely respond to various browsing environments
Self Service	The host's control panel allows for access control and content replacement

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Features of GaiXer Enterprise AGI Platform

FIXER the Cloud native Company



GaiXer Enterprise AGI Platform **is sequentially equipped with additional LLMs that are optimal for business operations**

Getting the best of both worlds from multiple LLMs is possible to

The huge context frame of 1 million token allows for the input and output of very long sentences, etc. Using Google's existing technology, multimodal (images, videos, audio) responses are possible.

LLM was developed based on NTT's long-standing research results in natural language processing technology, and is characterized by its high Japanese natural language processing capability and low power consumption.

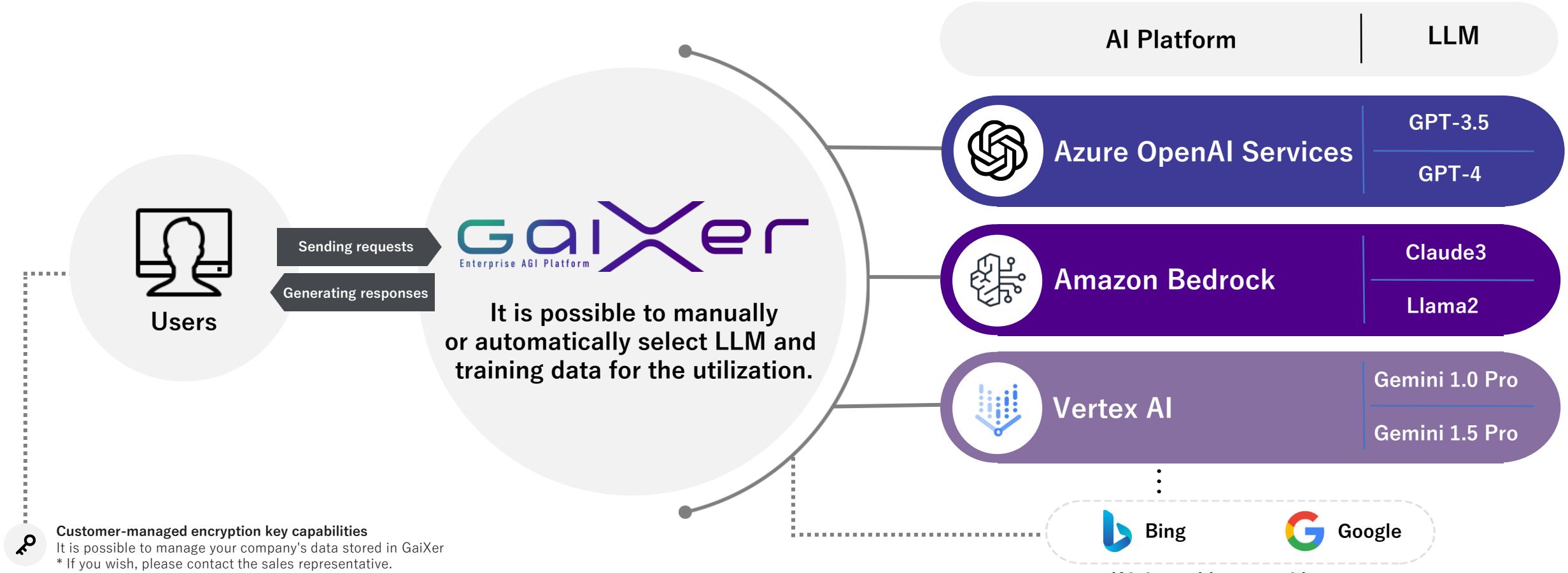
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Multi-cloud for high availability and production quality

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Prevent vendor lock-in and be available across three platforms: Azure, AWS, and Vertex AI



Customer-managed encryption key capabilities
It is possible to manage your company's data stored in GaiXer
* If you wish, please contact the sales representative.

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Standard prompt categories

FIXER
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Providing over 100 built-in prompts as standard
Supporting custom category creation and offering standard prompt assistance

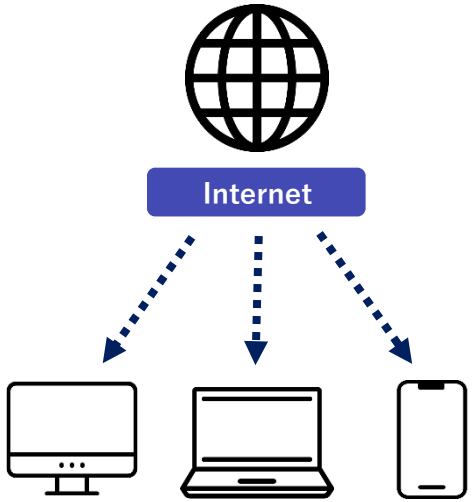
- E-mail Creation Support
- Information analysis
- Communication Support
- Data Extraction
- Idea generation Consulting
- Survey analysis
- Writing
- Administrative affairs
- Engineering・IT
- Proofreading
- Meeting Summary
- Retail/Distribution
- Explanation・Summary
- Information retrieval (Web)
- Medical administration

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Feature to improve generation quality

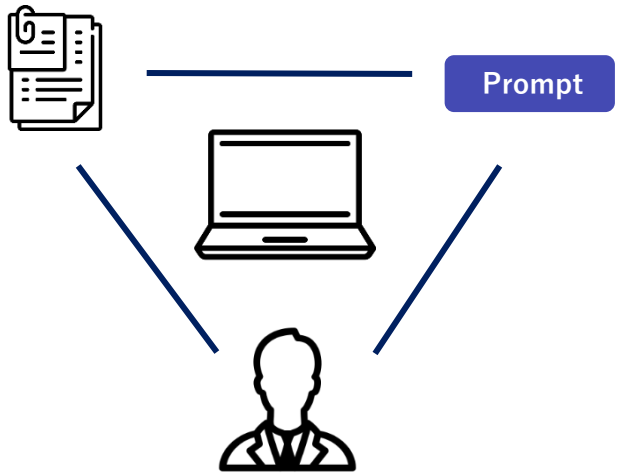
RAG
(Search engine integration function)

If the LLM is unable to generate a response on its own, it will automatically connect with search engines like Google or Bing to generate a response based on the latest information



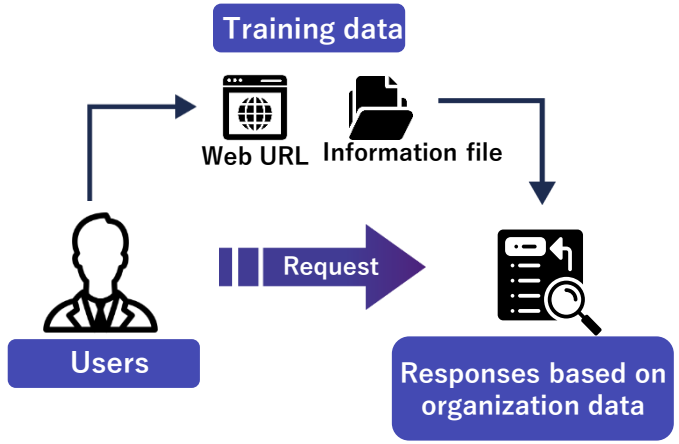
Prompt templates
Creation and sharing feature

Prompt templates are available to perform various business tasks, and customers can create and share their unique templates.



Data learning feature

Additional learning of websites, manuals, FAQs, etc., is available. Text, xls, ppt, PDF, and other file formats are supported.

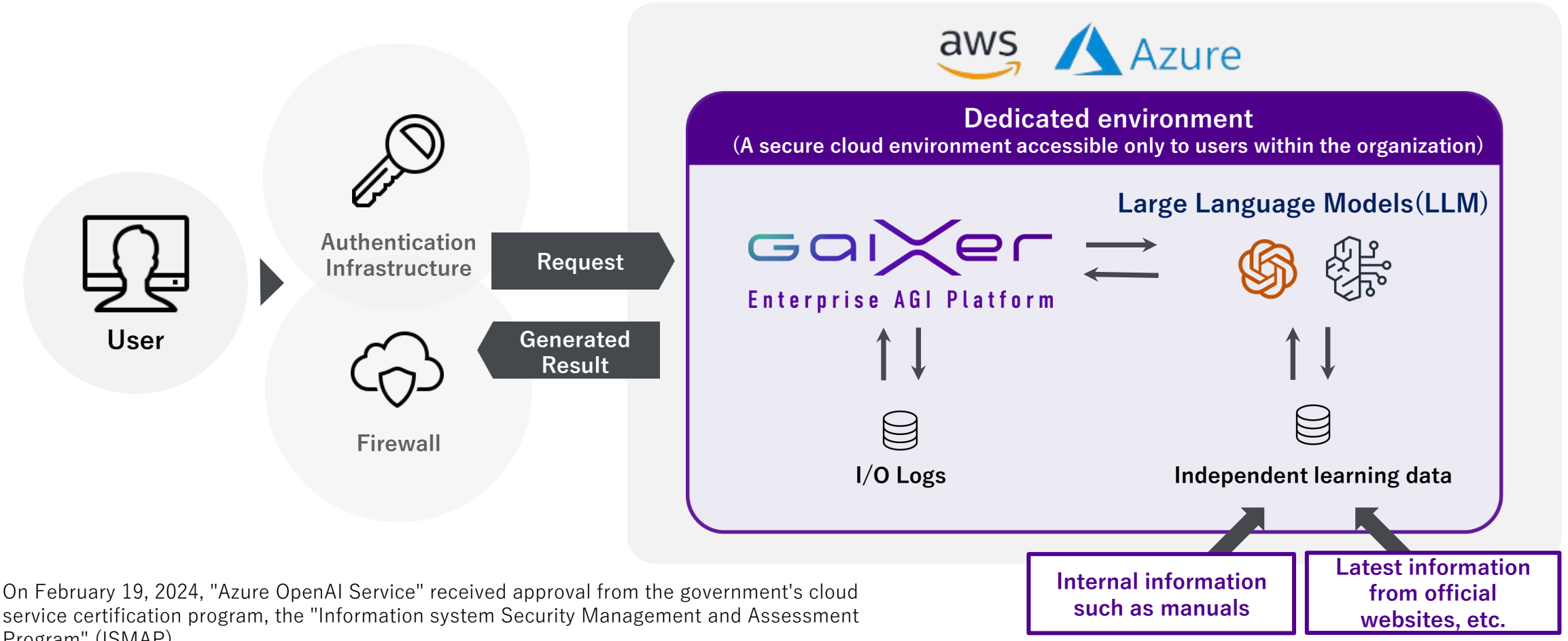


- 注: RAG = Retrieval-Augmented Generation; Search external knowledge bases and have large language models (LLMs) generate answers based on the most up-to-date and accurate information

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Providing in a dedicated environment

All resources of GaiXer are provided in a dedicated environment in the cloud, ensuring a high level of security



On February 19, 2024, "Azure OpenAI Service" received approval from the government's cloud service certification program, the "Information system Security Management and Assessment Program" (ISMAP).
※GaiXer is also in the process of applying for ISMAP certification.

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