At GMO Cloud, “secure infrastructures” and “advanced security technologies” required in IoT systems are our areas of specialty. Utilizing IoT and AI (Artificial Intelligence), we provide one-stop solutions to various problems faced by people and enterprises, and we contribute to the creation of a smarter and more pleasant society.
We founded GMO Cloud over twenty years ago at the dawn of the Internet in order to provide services that would enable ever more people and businesses to benefit from the Internet. Since then, we have continued to protect and support the valuable website services of over 110,000 accounts.

Society is completely interconnected. Through IoT (Internet of Things), the lives of people all over the world have been undergoing drastic changes. IoT is the key to solve a variety of social issues, including population problems, decreasing birthrates, aging populations, workstyle reforms and more.

"Secure infrastructures" and "advanced security", essential technologies in high-quality IoT products and services, are our areas of specialty. Based on many years of proven experience, we launched our IoT business, "IoT Navi by GMO," to achieve realization of a smarter and more pleasant society by utilizing IoT and AI (Artificial Intelligence).

In addition to counseling at the initial conceptual stage, planning, development, and consulting, "IoT navi by GMO" is also capable of supporting you in providing IoT products and services to the world, all through a single point of contact.

Using the experience we have gained through supporting IoT projects in a broad range of industries such as retailing, distribution, real estate and manufacturing, we implement solutions using IoT in safer and speedier ways.

The 5 Strengths of “IoT navi”

With more than 20 years of proven experience in Cloud, security and solution services, we can help you integrate IoT into your business.

01  Friendly consultations by experienced IoT professionals

02  Single point of contact for everything from technical support through to commercializing and establishing services

03  Speedy development through cooperation with a broad range of partner companies

04  Provision of essential strong security, which is essential in IoT.

05  Selected as one of the top 50 IoT companies as a result of the contribution to the remarkable growth of the IoT industry

*Named in the top 50 IoT companies by the US news site CRN.  https://ir.gmocloud.com/news/info/161209_2678.html
“IoT navi” has experience in supporting IoT projects in a broad range of industries, including retailing, distribution, real estate, manufacturing and more. We will guide your IoT business to success with our trust and experience in all stages of the process, from consultation through to planning and development.

Single point of contact for every aspect of integrating IoT into your business, from the initial conceptual stage through to development support and establishment of services.

IoT Project Flow

**STEP 1**
Consultation
First, tell us about your business. We will think together about issues that your business faces as well as important aspects of integrating IoT systems.

**STEP 2**
Planning
We will lay out your business issues, devise a lucrative framework and even make proposals for how to overcome technical issues.

**STEP 3**
Development
Through cooperation with a broad range of partners, we are able to conduct speedy development of the sensors, communications, security and cloud systems necessary to integrate IoT.

**Value Creation**
We support your business by bringing products and services that have value to users into the world.
IoT & Platforms

“IoT-Specific Infrastructure” with abundant IoT Technologies and IoT Business Know-How Support for everything from development environment to consulting and business matching

Overview of Functions

Device
- Security Enhancement
- Arm® Mbed™ Technology
- GlobalSign PKI for IoT
- Test Environment Acceleration
- IoT Starter Kit

Customer
- Original Device

Device Authentication
- Security Enhancement
- Common Template
- Simple Dashboard

Data Storaget
- Dashboard
  - Test Environment Acceleration
  - Simple Dashboard

Automation
- Automation
  - Test Environment Acceleration
  - Simple and Automated Processing

External Cooperation
- External Cooperation
  - Integrated Control
  - External Service Cooperation

Project Support Contents
- Information Repository
- IoT Project Book
- Information Repository
- IoT Template Collection

Business Support Contents
- Information Repository
- IoT Business Book
- Information Repository
- Business Matching

01 Technical Support
02 Project Promotion
03 Maximizing Effects

IoT & Security

Protects Internet-connected devices from threats
Guards IoT devices against hijacking, unauthorized access and cyber attacks

Install in trusted zone
IoT Security Module

Digital Certifications
Issued Speedily and in High Volume

IoT Devices
- Smart Lock
- Smart LED Camera
- Smart Mirror
- Smart Home Controller
- Smart Gateway

Install digital certificates from the production phase of boards incorporated into IoT devices, such as Smart Home products, etc.

R&D Contents

IoT Security Module
Install digital certificates from the production phase of boards incorporated into IoT devices, such as Smart Home products, etc.

Digital Certificate Installer for IoT
Software that improves "Managed PKI for IoT" provided by GMO GlobalSign and distributes digital certificates to "IoT security modules" speedily and in high volume.
We plan, develop and sell IoT products that will “enrich life in the future” in the areas of retailing, distribution, real estate, livelihood, energy and more.
Proof of Concept (PoC)

Smart Electronic Tags
Enhances Marketing by Obtaining Previously-Unobtainable Data using Attached Sensors

20-Fold Increase in Sales
“Books Stores & IoT”
– Integration into In-Shop Displays

GMO Cloud’s IoT navi provides smart electronic tags for use in TOHAN CORPORATION’s “Book Stores & IoT” project. Proof of Concept conducted at the Yaesu Book Center Main Store, located near the Yaesu Entrance at Tokyo Station, showed a 20-fold increase in sales compared to pre-implementation. A “Smart Electronic Tag” is an IOT display system that combines electronic paper and sensors. Displayed contents are collectively controlled by browser only. They enable acquisition of marketing data by detecting customer behaviors.

Use Cases/ Implementation Effects

* Collective control of in-store displays
* Acquisition of marketing data unobtainable via POS
* Schedule display by integration of calendar, etc.

Smart Garbage Containers
Streamlines Service by Allowing Remote View of Garbage Accumulation via Sensors

Up to a 68% Reduction in Workload
Proof of Concept at Huis Ten Bosch

Eliminates the need to frequently check garbage containers in order to prevent overflow.
Optimizes collection routes. Enables efficient collection.

Tests proved that IoT-based visual status confirmation contributes to a major reduction in work time. Furthermore, this reduced the mental burden of employees who conducted frequent on-site inspections in fear of overflowing garbage, which has been a major issue in terms of brand preservation and sanitation. The secondary effect of enabling them to focus on other tasks was also achieved.

Use Cases/ Implementation Effects

The application of this service can also be developed into theme parks, large-scale shopping malls, resort facilities, office buildings, hotels, convenience stores, university campuses, etc. Improvement of the quality of working environments is also expected.

*The results of PoC by GMO cloud, Huis Ten Bosch and Hapi-Robo.

*Results based under certain conditions.

Award for Excellence at ITpro EXPO 2017

*Sponsored by Nikkei Business Publications, Inc.
Examples of Use Cases

Smart Meter Reading Pack
Enables everything from package purchase of electricity, gas and water utilities through to automatic meter reading, batch billing and visual confirmation.

Now Used in 1,239 Homes!
Sapporo City Real Estate Company

Considering Hokkaido’s locality, this has been applied to all types of utility costs, including electricity, gas and water utilities as well as hot water, kerosene and central air-conditioning. In addition, although located in a cold region with large temperature differences, the installed IoT equipment has been operating stably for more than two years.

Smart Shopper
From now on, Shopping will be Hands-Free.

Hands-Free Shopping
No need to worry about heavy or bulky items

Smart Shopper is an IoT shopping system that enables customers to shop hands-free and wait-free while retaining the benefits of being able to make selections by picking up real items. It is expected to be effective as a new marketing application in stores.

Effects after Integration
Lotte Department Store
Bundang Store / Nowon Store

- 10% increase in the number of new customers
- Monthly increase in the number of users
- More than 70% were repeat customers

Advantages of Special-Purpose Terminals Instead of Smartphone Apps

Easy for customers without a special application and those unfamiliar with smartphones
Stress-free with rapid scanning speed.

Customers can concentrate on shopping as they are never interrupted by notification

*Effects of integrating smart shopper. Source: News article from Korean media outlet, Chosun Biz
Company Overview

(As of December 31st, 2017)

Corporate Name
GMO Cloud K.K.

Location
Tokyo Headquarters
Cerulean Tower, 26-1
Sakuragaoka-cho, Shibuya-ku, Tokyo

Osaka Branch
23F Grand Front Osaka Tower B, 3-1
Otuka-cho, Kita-ku, Osaka-shi, Osaka

Shimonoseki Branch
3F S-Trust Daini Bldg., 1-2-10
Hosoe-cho, Shimonoseki-shi, Yamaguchi-ken

Capital
916.9 million JPY

Number of Employees
Number of Employees: 937(Consolidated)

CEO
Mitsuru Aoyama

Business Activities
Development and operation of various types of Internet-based solutions with a focus on cloud hosting and security services

Affiliated Organizations

Japan Internet Providers Association
Cloud Utilization Promotion Agency
Industrial Internet Consortium (IIC)
IoT Acceleration Consortium
Wi-SUN Alliance
Connected Home Alliance
Retail AI Institute

Group Companies

(As of December 31st, 2017)

Parent Company
GMO Internet, Inc.

Subsidiaries

GMO GlobalSign K.K.
One of the largest issuers of SSL server certificates in Japan
https://jp.globalsign.com/

GMO DIGITAL Lab K.K.
An ICT company providing internet and office consulting services
https://digitallab.jp/

GMO GlobalSign Ltd. (United Kingdom)
GMO GlobalSign, Inc. (United States)
GlobalSign NV (Belgium)
GlobalSign China (Shanghai) Co., Ltd. (China)
GMO GlobalSign Pte.Ltd (Singapore)
GMO GLOBALSIGN INC. (Philippines)
GMO GlobalSign Pvt.Ltd. (India)
GMO GlobalSign Russia LLC (Russia)
Torigton, Inc.
GMO GlobalSign FZ-LLC (Dubai)
GMO CARS K.K.