Japan-based digital transformation and artificial intelligence development provider is looking for EU partners

Summary

Profile type	Company's country	POD reference
Business Offer	**Japan**	**BOJP20260427020**
Profile status	**Type of partnership**	**Targeted countries**
PUBLISHED	**Outsourcing agreement** **Supplier agreement** **Commercial agreement**	**• All countries**
Contact Person	**Term of validity**	**Last update**
Alessandro PERNA	**27 Apr 2026** **27 Apr 2027**	**27 Apr 2026**

General Information

Short summary

A Japanese SME specialized in digital transformation and artificial intelligence development is offering its services to EU partners in search of competitive costs software engineering services. The company can provide support for projects such as: computer-vision solutions; retrieval-augmented generation systems; IoT and time-series data analysis; custom business software for workflow digitalisation; robotic process automation.

Full description

The company is a Japan-based digital transformation (DX) and artificial intelligence (AI) development provider seeking international partners for software and system development collaboration.

Its fields of activity include AI, generative AI, computer vision, Internet of Things (IoT), blockchain-based systems, and business software development. It provides integrated support from requirement definition and system design through development, implementation, maintenance, and continuous improvement.

Typical projects include: (a) computer-vision solutions using video from existing service vehicles or fixed cameras to detect visible abnormalities on roadside trees, road surfaces, agricultural fields, or industrial equipment; (b) retrieval-augmented generation (RAG) systems and AI agents that search and summarise internal manuals, specifications, and regulatory documents; (c) IoT and time-series data analysis for equipment monitoring and predictive maintenance; (d) custom business software for workflow digitalisation; and (e) robotic process automation (RPA) for back-office operations.

The customer base consists mainly of small and medium-sized enterprises, public-sector organisations such as municipalities and national infrastructure agencies, and research institutions in healthcare and biotechnology. Engagements are also accepted where the scope fits a short proof-of-concept (PoC) or a bounded package. Similar segments are expected in Europe: industrial operators, public authorities, and mid-cap digital-solution providers seeking engineering capacity.

A standard engagement starts with a two-to-four-week scoping phase to define requirements, success criteria, and acceptance conditions, followed by a PoC or minimum-viable-product (MVP) phase of two to three months. Development then moves into two-week iterative sprints with demo reviews, a shared issue tracker, and weekly written progress reports in English. After delivery, maintenance and incremental enhancement are provided under a separate support arrangement. Time-zone overlap with Central European Time (CET) is secured for at least two hours per working day.

The multinational core team of Japanese, Lithuanian, Georgian, and Chinese members has experience in international projects and European business environments.

Justification of the selected cooperation types:
Outsourcing agreement — selected because many European partners have clear product roadmaps and defined work packages but lack in-house engineering capacity for AI, computer-vision, or custom software development. The partner owns the product and requirements; the company executes development tasks against agreed deliverables, milestones, and acceptance criteria. Intellectual-property rights on deliverables are transferred to the commissioning partner upon payment, subject to a separate agreement.

Supplier agreement — selected where the partner needs a recurring or modular technical service rather than a single outsourced project: periodic AI model retraining, integration of computer-vision modules into the partner's product, maintenance of previously delivered systems, or on-demand engineering support. This provides predictable unit-based pricing (per module, per model, per sprint) and service-level agreements (SLAs).

Commercial agreement — selected for medium-to-long-term partnerships, in which the parties jointly deliver solutions to the partner's end clients, or combine the company's development capability with the partner's sales force and local presence. Expected forms include revenue-sharing or co-branded delivery, joint tender responses, and coordinated roadmap planning.

In all three forms the practical flow is similar: joint kick-off and scoping, written statement of work (SOW), two-week iterative delivery, and an agreed maintenance window. The forms differ mainly in commitment length, pricing structure (project-based / unit-based / revenue-sharing), and ownership of the final customer relationship.

Advantages and innovations

The company provides competitive costs compared to Western European providers at equivalent seniority, giving partners a predictable subscription-style cost structure with clear budget visibility.

Since founding in 2025, multiple engagements have been delivered or are in delivery, from four-week PoCs to six-to-nine-month projects. Examples: vehicle-mounted computer-vision for roadside-tree inspection (joint demo with a national road-administration agency), image analysis for medical and biological sample screening, wildlife-damage prevention, and generative-AI / retrieval-augmented-generation deployments for enterprise document search.

The core team of Japanese, Lithuanian, Georgian, and Chinese engineers work in English.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Not relevant**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The partner sought is a company or institution that needs commissioned software development, co-development, technical implementation, or engineering resource support for digital projects. Relevant partner fields include software products, industrial digitalisation, manufacturing, mobility, healthcare, public services, retail technology, and business operations systems.

Under an outsourcing agreement, the partner would define project requirements or work packages and commission development tasks to the company. Under a supplier agreement, the partner would procure specific services such as prototype development, artificial-intelligence (AI) model development, computer-vision development, system integration, maintenance, or enhancement work. Under a commercial agreement, the partner would cooperate in longer-term project delivery, joint solution development, or project-based service delivery to end clients.

Type of partnership

Type and size of the partner

Outsourcing agreement

Supplier agreement

Commercial agreement

- **SME 11-49**
- **Big company**
- **SME 50 - 249**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **02007027 - Other software services**
- **02007015 - Integrated software**
- **02007011 - Manufacturing/industrial software**
- **02007016 - Artificial intelligence related software**
- **02007014 - Other industry specific software**

Targeted countries

- **All countries**

Sector groups involved