

**OPTiM and Telepathy Japan
Form a Business Alliance for Wearable Solutions!
~ Strengthening R&D towards the IoT market's Expansion ~**

Tokyo - December 19, 2014: OPTiM (TSE Mothers: 3694), a leading provider of business-related applications for smart devices, proudly announces the formation of a business alliance for wearable solutions with Telepathy Japan^{※1}, a company whose wearable solutions are all about "Aiming at a better world of understanding each other". OPTiM has provided Optimal Biz, Japan's #1^{※2} MDM^{※3} for three straight years, and Optimal Remote, Japan's leading remote support service used by almost 15 million people^{※4}, for integration into Telepathy Jumper, a wearable device marketed by Telepathy Japan.



■ Business alliance background:

With its motto of "We make the net as simple as breathing", OPTiM develops products and services that enable customers worldwide to use the Internet easily and safely. Telepathy Japan, with its motto of "Aiming at a better world of understanding each other", develops and markets Telepathy Jumper, a wearable device that represents a higher level of shared experiences and interpersonal communication.

With the line between software and hardware disappearing amidst the IoT^{※5} market's full-scale expansion, there exist many technical challenges related to efficient, secure operation and management of various network-connected devices.

With these challenges in mind, OPTiM and Telepathy Japan have formed a business alliance and have pressed ahead with research and development in order to provide services that deliver efficient, secure management and operation of wearable devices that are essential to the IoT market's acceleration.

■The impact of wearable devices on the business app market:

Until now, issues related to mobile device management have been resolved by performing bulk settings and security countermeasures that utilize MDM as a platform. We believe that similar issues will arise for wearable devices, and we believe that creating a new WDM (Wearable Device Management) market is critical -- not only to optimize wearable device management, but also to improve the efficiency of remote operators and IT administrators executing tasks for workers equipped with wearable devices. In our opinion, remote support products will play an important role in the practical operation of wearable devices.

■About Telepathy Jumper:

Telepathy Jumper, a wearable device that shares experiences and revolutionizes communication, boasts a unique “wear around the neck” style that can flexibly support various usage requirements. Telepathy Jumper also has an optical display that provides a clear view of business information at a high brightness and high resolution in all environments, including outdoors in direct sunlight.

For more information on Telepathy Jumper, please visit:

<http://www.telepathywear.com/eng/product/index.php>

■About Optimal Biz:

Optimal Biz, an MDM service application that securely manages smartphones and tablet devices provided by or used in the office, enables IT administrators to manage every mobile device from his/her web browser. Optimal Biz offers several powerful advantages, including unique features like Zone Management and device-detection technology (both of which use OPTiM's proprietary technologies), the industry's highest number of supported models thanks to strong alliances with device manufacturers, a hierarchical management function which helps administrators efficiently manage a large number of devices, and a Management screen with an intuitive user interface.

Optimal Biz website :

<http://en.optim.co.jp/products/biz>

■About Optimal Remote

Through screen-sharing and remote control of a user's device, Optimal Remote reduces user support time and increases customer satisfaction. And now that Optimal Remote supports the latest iOS version for iPhone/iPad, every major device and platform including Windows, Mac and Android™ is now covered, and a wider range of customers can enjoy fast, knowledgeable support. In fact, Optimal Remote now supports 80%*6 of smartphones in the Japanese market, including iOS and Android™ devices!

Optimal Remote's website :

<http://en.optim.co.jp/products/remote>

■Partnership description:



- OPTiM
 - Development and provision of Optimal Biz and Optimal Remote
- Telepathy Japan
 - Development and provision of Telepathy Jumper

■View towards the future:

OPTiM and Telepathy Japan will continue to cooperatively develop wearable solutions with higher usability, security and usefulness, not only for the Japanese market but for the global market as well.

Telepathy Japan has issued the following endorsement regarding Optimal Biz and Optimal Remote:

“Telepathy Japan is confident that adopting OPTiM's Device Remote Management Technology will facilitate services with higher usability and reliability. Wearable devices will play a key role in advancing the relationship between human beings and Internet computing in both personal usage and business usage, and by implementing OPTiM's remote device management technology, Telepathy Japan will stay a step ahead of other wearable device makers in the quest for market share. Telepathy Japan has high expectations for the advanced Internet technology that can be achieved via collaboration with OPTiM, and we look forward to further leveraging our partnership to provide better products and services.”

Kenichi Suzuki
CEO, Telepathy Japan Inc.

※1 Headquartered in Chuo-Ku, Tokyo, Japan. CEO: Kenichi Suzuki

※2 Source: "ITR Market View: Enterprise Mobile Management/Smart Application Development 2014," published in October 2014 by ITR Corporation. Sales share of SaaS model Enterprise Mobile Management market for 2011, 2012 and 2013.

※3 MDM stands for "Mobile Device Management", a solution that collectively manages all employee smart devices and offers security when a device is lost or stolen. MDM provides features such as remote lock and prevention of malicious application launch.

※4 Basis for calculation: contracted quantity of remote support service of NTT East and NTT West (4530,000)※7 x domestic average number of household members (2.57 persons / household) ※8 + shipment of other devices.

※5 IoT stands for "Internet of Things" – the utilization of data and information acquired by connecting various things to the Internet, including everything from PCs, smartphones and tablets to cars, watches and public facilities.

※6 Source: IDC Japan -- quarterly smartphone share in Japan for Q3 2013 (July 2013 - September 2013). The total combined share of Apple, Sony and Samsung (the manufacturers supported by Optimal Remote) is 78.2%.

※7 Source: Overview of Business Results by Business Segment (April 1, 2012 - March 31, 2013) by NIPPON TELEGRAPH AND TELEPHONE CORPORATION - (3) Improving customer service.

※8 Source: Comprehensive Survey of Living Conditions by the Ministry of Health, Labour and Welfare - 1. Structure of household and types of household.

Press Release



About OPTiM

Based in Tokyo, Japan, OPTiM provides solutions that reduce its clients' support costs, with an overall focus on evolving online experiences to the point that the Internet becomes something you aren't even conscious of, like breathing. OPTiM's solutions' suite includes setup, diagnostic and marketing tools for NGN and home networks, as well as mobile devices, routers, TVs, gaming platforms, multifunction peripherals, servers, printers and DVD recorders.

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