



June 15, 2021

To Whom It May Concern

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### **Notice Regarding OTS Inc. and Monoful Inc. Business Alliance**

OUTSOURCING Inc. (hereinafter “the Company”) hereby announces that OTS Inc. (Head Office: Chiyoda-ku, Tokyo; Chief Executive Officer: Yohei Nishimura), a consolidated subsidiary of the Company which is part of the Domestic Service Operations Outsourcing Business segment, concluded a business alliance contract on June 15, 2021 with Monoful Inc. (Head Office: Minato-ku, Tokyo; Chief Executive Officer: Yosuke Fujioka), a group company of GLP Japan Inc.

The two companies will work together for further efficiency and optimization of logistics warehouses staff management. These efforts will include reducing workload through digitization, satisfying staff through the mobilization of nationwide collaborative dispatch business operators, and unifying dispatch management works while ensuring compliance.

Please refer to the attached document for details.



June 15, 2021  
Monoful Inc.  
OTS Inc.

To the Press

## **Monoful Inc. and OTS Inc. Formed a Business Alliance**

**Introduced HR support service "Suitable HR Navi" to dispatch management agency service "Dispatch Management Desk," integrating in securing the number of dispatched employees, billing operations, and contract management on the system to realize significant streamlining**

We hereby announce that Monoful Inc. (hereinafter "Monoful," a group company of GLP Japan Inc., Chief Executive Officer: Yosuke Fujioka), which promotes logistics ecosystem<sup>\*1</sup>, and OTS Inc. (hereinafter "OTS," a group company of global comprehensive HR service company OUTSOURCING Inc., Chief Executive Officer: Yohei Nishimura) concluded a business alliance contract in HR support service "Suitable HR Navi" with the aim of increasing operating efficiency of both dispatch destination companies and dispatch business operators. In addition, on June 29, 2021, we will hold an online co-organized seminar.



**Dispatch Management  
"Dispatch Management Desk"**



**HR Support Service  
"Suitable HR Navi"**

### ■ Profile of each company

In June 2020, Monoful began offering HR support service "Suitable HR Navi," which contributes to more efficient recruitment and management of short-term staff working at warehouses. Currently, Monoful is being used mainly by major logistics companies and 3PL, and the number of registered dispatching firms is increasing every month.

OTS offers a variety of HR support, mainly for logistics, office services, and public works. It provides "Dispatch Management Desk (managed service provider)" that reduces the workload of both companies by as an agent for the complicated dispatch management works between dispatch destination companies and dispatching firms.

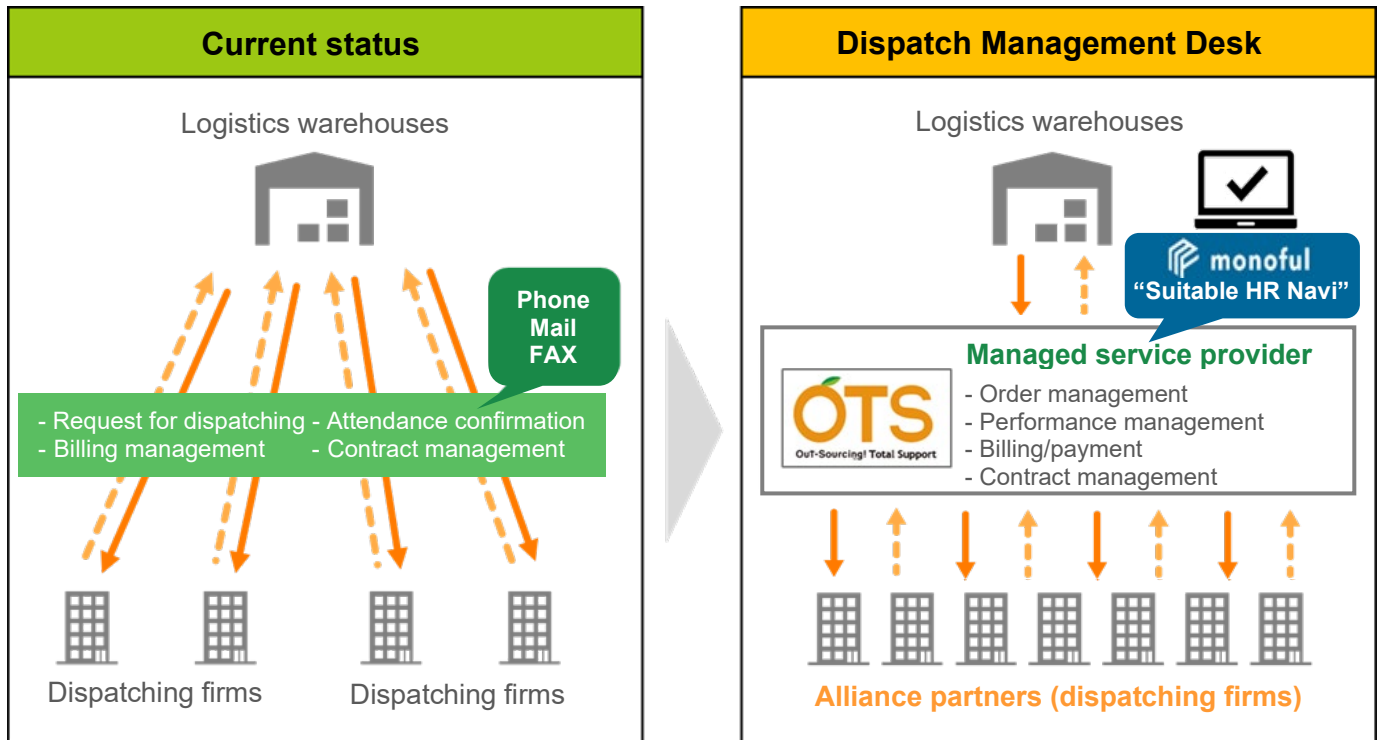
### ■ Background

It has been about one year since Monoful released "Suitable HR Navi." By unifying the management of in-house staff and communications with dispatching firms (sift creation, short-term staff requests, attendance record management, and contract management) on "Suitable HR Navi," we have contributed to reducing the operational burden related to staff management in the warehouses. On the other hand, due to the severity of securing employment in recent years, there are an increasing number of consultations about issues that cannot be solved by the system alone, such as not being able to arrange 100% of the number of staff ordered even if requests are made to dispatching firms, or about asking for outsourcing of the entire business.

While working with alliance partner dispatching firms to resolve the difficulty of securing sufficient staff, dispatch destination companies' requests are extending to outsourcing of the entire business as well, and OTS has been seeking for further reduction of operational burden of staff management in the warehouses.

## ■ Significance of the alliance

The two companies will streamline operations by introducing Monoful "Suitable HR Navi" system to OTS "Dispatch Management Desk," which acts as an agent for dispatch management works. Clients will be able to unify the management of staff recruitment and billing procedures following compliance laws and regulations, which could not be resolved by simply using "Suitable HR Navi." This will minimize the operational burden and time for staff managers in both dispatch destination companies and dispatch business operators.



Major advantages for dispatch destinations to use "Dispatch Management Desk"

- 1) Mobilization of dispatched employees (request can be made up to 1,011 bases\*2 of 126 dispatching firms which are alliance partners nationwide)
- 2) Digital management of attendance records (avoiding congestion and dense reception using QR code, and reducing working-hours for daily performance management)
- 3) Centralized billing/centralized payment (OTS takes over billing operations and consolidates billing/payments to reduce the burden of administrative procedures)
- 4) Contract management and compliance responses (prevent documents from becoming unorganized by checking and managing various contract documents through the system)

\*For "Dispatch Management Desk," there is no cost for using "Suitable HR Navi" by dispatch destination companies (no initial cost, no monthly fee nor pay-per-use fees). iPads required to accept QR codes are also installed by OTS in line with the site at no charge.

Through this business alliance, Monoful and OTS will aim to expand the introduction of both the "Suitable HR Navi" and "Dispatch Management Desk" by mutually conducting sales activities and sales cooperation. We will strive to further improve services by sharing our knowledge not only as a sales partner, but also as a key partner.

#### ■ Announcement of co-organized seminars (online)

We will hold a co-organized seminar to explain OTS "Dispatch Management Desk" service using Monoful "Suitable HR Navi." If you are interested, we would very much appreciate your participation.

Date and time: Tuesday, June 29, 2021 11:00-12:00

Title: Realization of "HR Support Service with Zero Stress" by OTS × Monoful

Application: <https://share.hsforms.com/1cyb043B1R7GJgwsv0xtKA347lj> (Japanese only)

Contents: Introducing "Dispatch Management Desk" which will act as a collective agent to reduce the operational burden and streamline operations using the "Suitable HR Navi."

Program:

- Introduction
- Introduction of Monoful "Suitable HR Navi"
- What is OTS "Dispatch Management Desk" which releases company from dispatch management works?
- Q&A

#### ■ About Suitable HR Navi

A service that streamlines communications, including centralized request system to multiple dispatching firms and recruiting and placing companies when managing the shift of working staff in warehouses and recruiting short-term staff, as well as attendance records and contract management.

URL: <https://monoful.co.jp/tnavi> (Japanese only)

#### ■ About Dispatch Management Desk (managed service provider)

A service that solves problems of dispatch destination company staff such as lack of the number of people needed, inability to use HR efficiently, the complicated billing procedures due to the large number of dispatch agencies, and concerns about compliance in contract management, etc., and realizes stress-free dispatch use.

URL: <https://www.ots.co.jp/> (Japanese only)

#### About Monoful Inc. (URL: <https://monoful.co.jp/> (Japanese only))

Monoful was established in November 2017 through the investment of group companies of GLP Japan Inc. (Head Office: Minato-ku, Tokyo; Chief Executive Officer: Yoshiyuki Chosa), a leading provider of advanced logistics facilities.

In addition to expressing the current state of logistics in the words "full of goods (*mono*)," Monoful's company name also includes the meaning of "execute and implement (fulfill) on a single (*mono*) platform," which is a form of future logistics that we aim for.

Chairman and Representative Director: Yoshiyuki Chosa    Chief Executive Officer: Yosuke Fujioka

Head office: Shiodome City Center 34F, 1-5-2 Higashi-Shimbashi, Minato-ku, Tokyo 105-7134

Established: November 2017

Major Businesses: Development/provision of logistics solutions and investment

**About OTS Inc. (URL: <https://www.ots.co.jp/> (Japanese only))**

OTS pursues consumer value services through HR service in service industries.

In addition, OTS, a member of the Outsourcing Group, combines the features of group companies to provide high-value-added services and solutions that make the most of its management resources, including its diverse recruitment channels and specialized capabilities in various industries.

Chief Executive Officer: Yohei Nishimura

Head Office: 1-8-3 Marunouchi, Chiyoda-ku, Tokyo

Established: September 2005

Major businesses: Comprehensive HR outsourcing business

<sup>\*1</sup> A collection of businesses across the logistics industry that combine collaboration with partner companies and a variety of solutions

<sup>\*2</sup> The number of OTS alliance partner dispatching firms and bases as of March 1, 2021

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For inquiries regarding this matter

■ Monoful Inc. 0120-507-765 (business hours 9:00-18:00, excluding weekends and holidays)

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