



## Convenient Business Solutions <https://welcometocbs.com>

### **Company:**

Convenient Business Solutions Inc. (CBS) is a software development and optical systems consulting

company founded in 2006 in Canada, with expertise in optical systems, software development, workflow management, property management, sustainable technology and offers consulting services and online tools for these industries around the world. With offices in Japan (2006) and Ireland (2020), we're the largest distributor of optical engineering software, serving over 50 countries.

CBS also develops in-house applications and software by combining optics and cleantech under the name of @Assist. Our online tools help individuals, businesses and governments manage people, real estate, finances, workflow, and smart cities. @Assist Tomo, our third software solution, is a smart city management platform that connects to IoT, infrastructure technology, and other smart technology, and uses machine-learning/AI to provide city leaders with the data they need to make informed decisions and improvements for the city. It also provides city residents with the data they need to make informed decisions and improvements for themselves, their homes, and their families.

### **Main business areas:**

- ICT/Cleantech Software
- Smart City Technology
- Real Estate (Property) Management
- Optical Systems Consulting and Design
- Optical Simulation Software

### **Tech areas for collaboration with Korean companies:**

Our path to commercializing Tomo requires that we establish proof of concepts for various use cases. We are currently developing our first prototype/pilot case for Tomo with our Japanese partner, but we've also written whitepapers and case study papers about the flexibility of Tomo and would like to work with a Korean company to collaborate on a proof of concept project on either one of our existing studies, or one of pertinence to our South Korean partner.

### **Competitive advantages:**

Tomo is unique in the way that it connects to technology and collects data. Rather than forcing the use of particular manufacturers or consumer products, its open collaboration tools allow for maximum flexibility, allowing users to choose what they'd like to integrate and when.

Tomo is an expansion of our previously commercialized software (@Assist Sugu) for real estate (property) management. It incorporates real estate management, data visualization, and machine-learning/AI to achieve greater insight into the customer/citizen by incorporating data from various sources. These sources can be technological (ex. cameras, sensors, LiDAR, computer vision), geographical (ex. climate, weather, topographical), social (ex. social media, sustainable/net-zero living, housing shortages, etc), or economical (ex. cost of living, affordable housing).

Since Tomo is an ICT platform and can be implemented in small or large applications (from buildings and neighborhoods to entire cities) that allow for analysis of real-time and historic data. This collection of big data from multiple sources helps users understand what's happening now and why, as well as what happened in the past and what it thinks will happen in the future with suggested action steps via AI and Machine learning. This helps cities and communities stay proactive, run more efficiently, and save precious resources, money and time.

### **Major clients/partners:**



Clients: Sony, Nikon, Huawei, Airbus, Mitsubishi Electric, Thales, BCS Automotive Interface Solutions, Qioptiq, NRC, Omron, Lumentum, DJI Japan, NTT, NRC, Jenoptik, Thales, Fraunhofer, BC Cancer Agency, Leonardo, INAF, CNRS, Ecole Polytechnique Fédérale de Lausanne (EPFL), KTH Royal Institute of Technology, European Southern Observatory (ESO), and more.

Partners: Photon Engineering in the United States, Photon Design in the UK, OptoSigma in France, and CT Flo in Japan.

**Technology development and international partnerships:**

We have previously developed and commercialized software globally related to real estate (property) management called Sugu, and workflow management/accounting called Toki. For the latter, we engaged industry professionals and business groups to create software specific to their needs, and we've recently redeveloped this software to better integrate with remote working tools like Slack and Microsoft Teams.

In addition, we are currently developing a proof of concept for AI based video camera surveillance analysis with a company in Japan utilizing Tomo, our smart city software. We have promoted this software in countries such as the United States, Japan, Vietnam, Taiwan, Spain, Germany, France, South Korea, Costa Rica, Mexico, and the UK.

**Meeting objectives:**

We have identified various case studies for the use of our smart city platform. Joining this PDA would allow us to identify potential R&D collaboration partners to allow us to commercialize our technology for one or more of these use cases for the Korean and Asian markets, and then expand it globally through our already established global network.