

# TRAILBLAZERS TALK

Ravi Kumar S., President,  
Infosys, in conversation with  
Masashi Murayama, Chief  
Procurement Officer and  
Member of Board, Hitachi

Link to conversation: <http://bit.ly/2YLAyFy>

**Ravi Kumar S. (RK):** Hello everyone my name is Ravi Kumar, President at Infosys. Welcome to the next version of the Trailblazer series. The Trailblazer series as some of you know is our endeavor to showcase individuals for making a significant impact, in the organizations they work in or the societies and communities they live in. Today, I have with me my dear friend Murayama-san, who's the Chief Procurement Officer at Hitachi. Coincidentally, today he got elevated, as I talk, he got elevated to the board of the Hitachi group. So congratulations Murayama-san and so happy for you. Tell us a little bit about what the vision of the Hitachi group is.

**Masashi Murayama-san (MM):** Hitachi undertakes mid-term planning, once every three years. Right now in 2019, we are entering the first year of a new mid-term plan. We still have some way to go in order to be on top globally. We aim to get to the top - globally - in the next 3 years. The company itself is divided into 5 sectors, where bold strategic measures are being adopted.

**RK:** Thank you so much, Hitachi is such a distinguished global brand. I know that Hitachi as a group is transforming itself into a new digital world into services, into the Internet of Things, bringing the interface of digital and physical, and transforming itself to a services ecosystem. I also know that you're doing a lot of social innovation of bringing thinkers, ideators, and doers together in a common platform and you are significantly embracing the idea of smart campuses, smart building, smart cities. Give us a little sense of how this is going and where is Hitachi headed to.

**MM:** We created a platform called Lumada, which uses information from various use cases including whether we used IT technology, OT, product technology and those kinds of things in order to solve a problem. Using those different pieces of data, it is able to provide a solution that meets customer requirements. We are advancing this in various forms. By developing this globally, we are trying to grow our business too.

**RK:** You know this is also a very important day for us. Hitachi, Panasonic, Pasona and Infosys have come together on a joint venture called HiPUS to redefine procurement solutions in the Japanese markets. Tell us a little bit about it. I know it was your vision, I remember talking to you for the last you know 12 plus months and you've spoken about the vision of bringing a world-class procurement platform, which is powered by the Internet of Things, powered by digital, technologies AI and automation. How do you see this company contributing to the Japanese industry of manufacturing and high-tech?

**MM:** First of all, the Japanese market is a very unique market. There are many things here that other countries do not have. These include Japanese regulations, customs and culture. This makes it difficult for western companies to enter the Japanese market. Therefore, HiPUS will help advance the western market by leveraging the strengths of Infosys, Panasonic and Pasona. HiPUS will not only continue to serve existing Japanese business solutions but also take on larger projects. I want it to become world-renowned by advancing our quality globally

**RK:** Thank You Murayama-san. You know I want to switchgear and talk a little bit about Japan as a country and the significant need for workforce transformation with an ageing workforce. Every corporation now is going to work on building capabilities of the future and workforce transformation is going to be very critical. Give us a little bit of a view from of, you know, what you see, how corporations are going to do this, it's such an important task.

**MM:** First of all, I think that it is the destiny of Japanese companies that the ages of those working will increase rapidly from here on. In that sense, it's going to be very important to figure out how we can make use of the skills that our seniors have. We must utilize their experience and know-how properly. And I think it's necessary for businesses to also use the know-how of young people to generate new value and create for the next generation.

**RK:** Thank you so much, but Murayama-san I want to switch topics here and this is one of my favorites --Japan and Tokyo are going to actually host the next Olympics in 2020, and it does look like Tokyo is really gearing up for it. I'm actually told there's a lot of robots right from the airports to stations to hotel, which are actually going to be in use in Tokyo. Tell us a little bit about how Tokyo and Japan are preparing for the 2020 Olympics

**MM:** The Olympics will take place in a year, and it's like any other year in history, but it's a year where we can show the world what the future could be like. Back in 1970, we had the World's Fair in Osaka and the things we saw back then when we were small, have actually been realized now. If you think about that, what you will see in 2020 they'll find their true form in 30 or 40 years from now. These things can be recognized and goals can be created. I think it's going to be that kind of year so I have great expectations.

**RK:** I had one lighter question for you, I know that you are a good golfer. How many times have done a hole-in-one?

**MM:** I'm not that good. Let's definitely play golf next time. I look forward to a fun game of golf with you.

**RK:** And do you have a hole-in-one insurance as well? Thank you, thank you for talking to us.

For more information, contact [askus@infosys.com](mailto:askus@infosys.com)



© 2019 Infosys Limited, Bengaluru, India. All Rights Reserved. Infosys believes the information in this document is accurate as of its publication date; such information is subject to change without notice. Infosys acknowledges the proprietary rights of other companies to the trademarks, product names and such other intellectual property rights mentioned in this document. Except as expressly permitted, neither this documentation nor any part of it may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, printing, photocopying, recording or otherwise, without the prior permission of Infosys Limited and/ or any named intellectual property rights holders under this document.