

# Press Release



May 1, 2020  
transcosmos inc.

## transcosmos releases “online sales support services”

**Together with J-Stream, transcosmos helps B2B companies generate high-quality leads by leveraging webinars (online seminars) at one-stop**

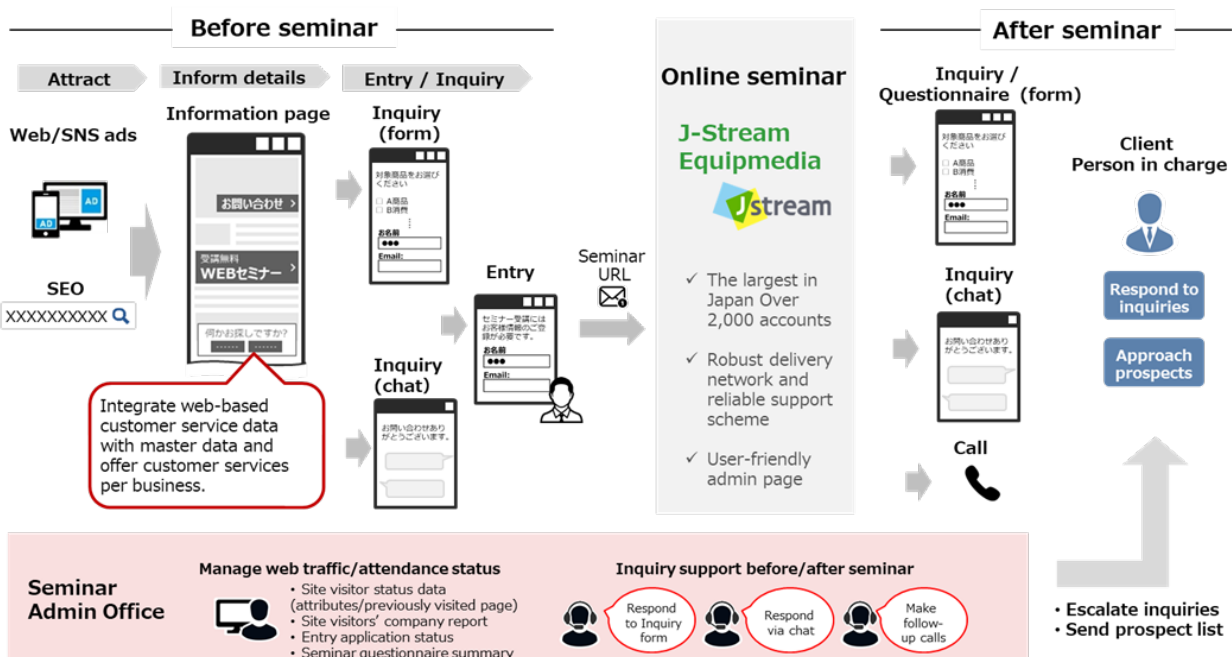
transcosmos inc. (Headquarters: Tokyo, Japan; President and COO: Masataka Okuda) and J-Stream Inc. (Headquarters: Tokyo, Japan; President: Toshio Ishimatsu) hereby announce that the two companies have released “online sales support services,” designed to assist Business-to-Business (B2B) companies in their online sales activities. Due to the current social situation, online sales activities via the internet continue to attract businesses’ attention. Against this backdrop, the two companies assist clients in generating high-quality leads at one-stop.



The “online sales support services” cover all necessary services for clients to generate high-quality leads. The one-stop services range from attracting seminar participants, to receiving entry applications, to executing the webinars (online seminars), to support after the seminars. All generated leads will be sorted by transcosmos based on the level of probability of success before passing the data to clients’ responsible department or person in charge, thereby enabling clients to perform highly effective sales activities.

As one of Asia’s largest contact center services players with the largest website development and operations services network in Japan, transcosmos has established extensive know-how of website and SNS advertising including content creation and operations, and customer support services via call and chat. Building on such proven capabilities, transcosmos powerfully assists clients in their online sales activities by executing webinars (online seminars) powered by “J-Stream Equipmedia” by J-Stream, the largest enterprise video streaming platform in Japan that empowers over 2,000 accounts.

■ Online sales support services (for illustration purposes only)



As our society continues to drive an initiative to accommodate diverse workstyles whilst facing a chronic workforce shortage and the spread of novel coronavirus infection, businesses are now trying to shift their sales activities to online via the internet and have high hopes for streamlining their sales activities. transcosmos will serve clients in sustaining their sales activities smoothly through the offering of flexible services.

#### ■ About J-Stream Inc.

J-Stream Inc. is synonymous with streaming services in Japan since its foundation in 1997 as the first company to offer streaming services. With J-Stream's own CDN as the core, the company offers end-to-end video business solutions from content distribution to creative services and video ad services. Besides having an unparalleled track record and vast experiences on many important projects in the online video spectrum, J-Stream has the largest market share in Japanese online video platform market today.

#### ■ About a video streaming platform “J-Stream Equipmedia”

J-Stream Equipmedia is the largest enterprise video streaming platform in Japan which empowers a cumulative total of over 2,000 accounts. The platform is available from a monthly charge of 50,000 yen.

Equipped with all features necessary to deliver a diverse range of video clips for business activities, J-Stream Equipmedia lets users complete all operations and setups on its intuitive admin screen and more.

In addition, J-Stream Equipmedia works with a wide range of third party services including LMS (e-learning management system) by 15 major Japanese companies, CRM, marketing automation, video CMS services, so companies can smoothly adopt the platform to their existing system environment and their business operations. The platform continues to enjoy a high reputation owing to its user friendliness and the company's Japan-specific, considerate user support services that enable any employees to operate the platform comfortably regardless of their expertise and experience.

• Visit here for Equipmedia major case studies (Japanese only):

[https://www.stream.co.jp/casestudy/#tag\\_\\_equipmedia](https://www.stream.co.jp/casestudy/#tag__equipmedia)

\* transcosmos is a trademark or registered trademark of transcosmos inc. In Japan and other countries.

\* Other company names and product or services names used here are trademarks or registered trademarks of respective companies.

#### About transcosmos inc.

transcosmos launched its operations in 1966. Since then, we have combined superior “people” with up-to-date “technology” to enhance the competitive strength of our clients by providing them with superior and valuable services. transcosmos currently offers services that support clients' business processes focusing on both sales expansion and cost optimization through our 171 bases across 30 countries/regions with a focus on Asia, while continuously pursuing Operational Excellence. Furthermore, following the expansion of e-commerce market on the global scale, transcosmos provides a comprehensive One-Stop Global E-Commerce services to deliver our clients' excellent products and services in 48 countries/regions around the globe. transcosmos aims to be the “Global Digital Transformation Partner” of our clients, supporting the clients' transformation by leveraging digital technology, responding to the ever-changing business environment.

<https://www.trans-cosmos.co.jp/english/>

#### Media Contact

Public Relations & Advertising Department, transcosmos inc.  
Email: [pressroom@trans-cosmos.co.jp](mailto:pressroom@trans-cosmos.co.jp)