

元パークレイズ日本COOが次の夢に挑戦、都内貸しオフィスに3人で
2017-03-28 20:05:05.0 GMT

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(ブルームバーグ)：英パークレイズの日本法人で最高執行責任者

(COO)を務めた長谷川康一氏(57)が、業務用ソフト開発を手掛ける英ベンチャー企業に転身した。パークレイズ時代にはアジア全体で一時的約1万人を従えた同氏だが、都内の貸しオフィスで自らを含めわずか3人体制で新たなスタートを切った。

長谷川氏は、経費精算や顧客情報更新などの単純作業を自動化し事務の効率化を図るロボティック・プロセス・オートメーション(RPA)ソフト開発会社、英ユーアイパス国内現法の最高経営責任者(CEO)に1月に就任した。「スタートアップ独特の雰囲気の中で、毎日が新鮮」と意気込む。

長谷川氏によると、大手企業や官公庁による導入などでRPAの市場規模は24年に世界で87億5000万ドル規模になると予測されている。「日本は少子化による労働人口縮小や政府の働き方改革への後押しもありRPAへの潜在需要は大きい」という。英ブループリズムや国内のRPAテクノロジーズが競合相手となる。

ユーアイパスは日本での顧客開拓に向け今後10人以上を採用する計画。長谷川氏によれば、既に同社ソフトを試験導入した大手金融機関もある。同氏は1983年に慶大法学部を卒業、アーサーアンダーセン、ゴールドマンサックス証券などを経て05年にパークレイズ証券に入社。アジア最高情報責任者(CIO)などを務めた後、昨年末退社した。

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Ex-Barclays Japan COO Targets Hires for Data Automation Venture

2017-03-29 05:27:17.228 GMT

By Finbarr Flynn and Takako Taniguchi

(Bloomberg) -- Koichi Hasegawa, who served as chief operating officer of Barclays Plc's Japanese unit until last year, is now set on building the local operations of data automation firm UiPath.

U.K.-based UiPath creates software that can work with a company's existing systems to automate tasks, reducing staffing needs and costs for labor-intensive and repetitive jobs such as invoicing. Hasegawa joined UiPath in January as its Japan chief executive officer and may hire at least 10 people after starting work on a project with a large Japanese financial institution, he said in an interview, declining to give further details.

"In Japan, the working population is declining and the government is promoting an initiative to change work habits," which is supportive for the introduction of so-called robotic process automation, Hasegawa said last week at the company's serviced office space in Tokyo. The market for robotic process automation, which uses computer software to manipulate applications in the same that a person would do, will climb to \$8.75 billion by 2024 as it gains more credibility and acceptance, Grand View Research said in a report.

UiPath counts some of the world's biggest financial institutions together with companies in fast food, mobile phones and media among its clients, according to its website. UiPath currently has three employees in Japan including Hasegawa after setting up a subsidiary earlier this year.

Hasegawa previously worked for Barclays as the chief information officer in the Asia Pacific region, and held IT roles at Deutsche Bank AG and Goldman Sachs Group Inc. UiPath is targeting business from financial and non-financial companies in Japan, as well as from government organizations, he said.

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