Asteria Starts Offering Gravio in Southeast Asia
with Singapore Partner Embrio Enterprises

Tokyo / Singapore -- Nov. 9, 2022 -- Asteria Corporation (Japan listed, Security Code: 3853) and Singapore-based IT solutions provider Embrio Enterprises Pte Ltd today announced a reseller agreement to allow Embrio Enterprises to provide Asteria's Gravio edge computing-based IoT platform in the Southeast Asia market. This is the first such partnership in the region for Gravio. Under the partnership, Embrio Enterprises has bundled Gravio as part of its smart visitor management system, Entrée, and began offering the solution package on Nov. 9 mainly targeting physical event organizers.

■**Background**

Embrio develops and provides IT solutions aimed at promoting digital transformation in business, including in the smart building domain*[1], to Singapore-based clients. As demand for contactless visitor management has increased during the pandemic, inquiries for Entrée, Embrio's visitor management system using smartphones and QR codes, have doubled compared with the pre-pandemic period. Hence Embrio sought to further improve the efficiency of the visitor management system and to step up infection control measures for face-to-face events, and began considering the development of solutions equipped with cutting-edge technologies.
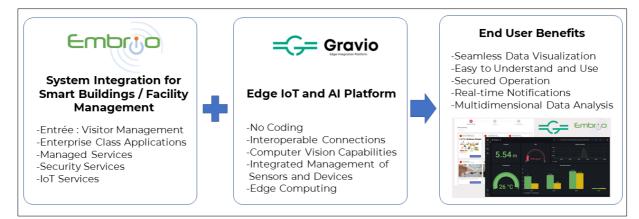
Embrio then turned their focus on Gravio, which enables cameras to have computer vision capabilities and manages IoT devices altogether without coding and smoothly obtain data from sensors. This led Embrio to sign a reseller agreement to provide Entrée and Gravio solution package, which leverages visitor check-in data derived from Entrée and congestion-related data from computer vision-enabled cameras and IoT devices installed at event entrances.

The solution package enables event organizers to visualize the visitor flow by combining visitor check-in data from Entrée and the number of people awaiting entry counted near entrances acquired through computer vision-enabled cameras, and the CO_2 levels collected by sensors. Based on these data, event staff can direct visitors to less crowded entrances, allowing for a smoother check-in with Entrée. This helps to prevent crowding at entrances and run events that have an infection control measure in place at a time when economic activity around the world is rebounding from the pandemic.

On Nov. 9, Embrio began offering the solution package in Southeast Asia, mainly Singapore. Besides physical events, Embrio and Asteria intend to expand the scope of its application to areas that require Gravio's unique features such as smart building projects and connectivity between various devices or software.

Asteria plans to increase the number of partners abroad, aiming to expand global operations of Gravio.

■**Overview of Embrio and Gravio Collaboration**

＜Overview of Entrée and Gravio Solution Package＞

Release date	November 9, 2022
Sales method	Embrio provides a solution combining Entrée and Gravio sensors in order to fit the intended use at face-to-face events and other settings*2
Target market	Southeast Asia, mainly Singapore
Price	Starting at S$1,900/month*3 (min. 3 months contract, up to 10 events)

■Message from Embrio Enterprises CEO

There is always a need to improve our business and services. Through this partnership with Asteria, our services and solutions have become more agile whilst maintaining quality and delivery times of projects. Gravio will definitely play a larger role in our solutions in the near future.

Cedric Lim, CEO of Embrio Enterprises Pte Ltd

*1：Buildings that use information and communications technology-based systems and services to optimize the facility's performance
*2：Other than physical events, Embrio can propose Entrée and Gravio solution package according to the specific needs of customers, such as smart building projects
*3：Deployment and integration fees are not included

■About Embrio Enterprises Pte Ltd

Embrio Enterprises consists of a group of associated companies with a common mindset and strategy. As an IT services and solutions provider, it represents the sustainable, renewable and environmentally-, market- and business-friendly enterprises in the new era.

Modern companies' demand for speed, precision, cost-effectiveness, continuity and measurability in business gives rise to outsourcing. Innovative solutions complementing these outsourcing offerings become essential to the clockworks of business. As an emerging end-to-end builder of technological and service solutions for the enterprise, Embrio offers a wide range of products and services which not only drives a cutting edge out of conventional businesses in face of today's competition, but also leverages on technological innovations to enhance the commercial value of our clients.

For more information, visit https://www.embrioent.com/

■About Asteria Corporation

Established in 1998 as Infoteria Corporation, Asteria developed its first no-code product in 2002. It sells software and services which connect a variety of in-house computers and devices. Its key product, ASTERIA Warp, is middleware which integrates data in different computer systems without coding. As of end-June 2022, 9,739 companies, mainly large and medium ones, had introduced the product. Another product, Handbook, allows users to carry around materials used for sales activities and meetings as well as product catalogues in electronic files on smartphones and tablets. A total of 1,653 companies and public institutions had adopted the product through end-June 2022.

For more information, visit https://www.asteria.com/jp/en/

■About AI-equipped IoT integrated edgeware Gravio

Gravio is an AI/IoT integrated edge computing platform that can easily link data from general-purpose cameras and various sensors with various systems without coding. With simple operations based on intuitive screen design, various data can be collected and managed at the edge, and actions based on the data can be automatically executed. We also offer a free loan program for various certified sensors, eliminating the complexity around installation. The entire service enables simple and quick utilization of AI/IoT. In the new version, the AI image inference function has been further enhanced, and in addition to the pre-installed inference models, original image inference models created by customers can be used seamlessly without coding. Gravio will help users achieve digital transformation utilizing AI and IoT in a wide variety of applications.

For more information, visit https://www.gravio.com/en

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