

**SENSOR®**



# PERSPECTIVES OF DOING BUSINESS IN JAPAN, MOLDOVA, GEORGIA AND ALBANIA

International Conference  
19th November 2014, Bratislava



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# **EXPORT OF LANDFILL MONITORING TECHNOLOGIES TO JAPAN**

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CEO



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# **CORPORATE BACKGROUND**



# VITAL STATISTICS

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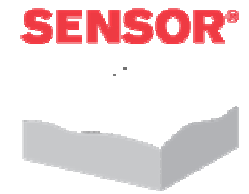
24-years Extensive Experience

- ✓ Operating in 42 Countries
- ❖ Head Office in Slovakia

Offices in:

- United Kingdom
- Germany
- Canada
- Czech
- Russia
- Chile
- Bolivia





## **SENSOR historical milestones**

- 1990 – Company established
- 1991 – Successful prototype of electrical leak detection and location landfill monitoring system
- 1992 – Name of product registered as trade mark:

### **SENSOR DDS® Damage Detection System**

- 1992 – The first international contract
- 1992 – 2014 More than 1400 applications in 42 countries at 5 continents





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**1994 – JAPAN**  
**The first application in Japan**

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## Why JAPAN?

- Business environment was seeking for new and the most modern and advanced technologies for environmental protection
- Natural requirement of clean and healthy environment
- People loves their country and learned from lessons (industrial revolution, wide contamination, ...) therefore they want to keep nature as it should be.

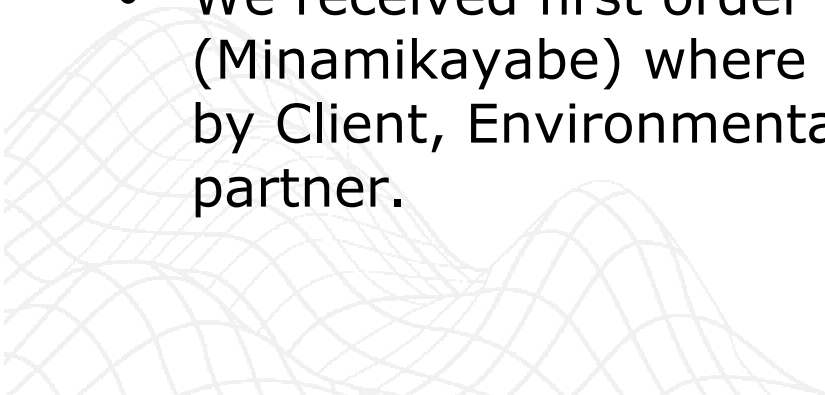


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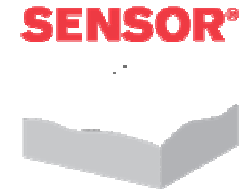


## How we enter to JAPAN market?

- We did presentations at international conferences, trade shows and published papers about our technology
- Several Companies and persons from Japan contacted us based on that activities
- We invited them to visit our applications in Europe
- We started business discussions with Company which ordered our technology first.
- We built test field in Japan to demonstrate how our technology work (Mizuho test pond)
- We received first order to do real application (Minamikayabe) where again several tests were carried out by Client, Environmental Agencies, and by our Japanese partner.



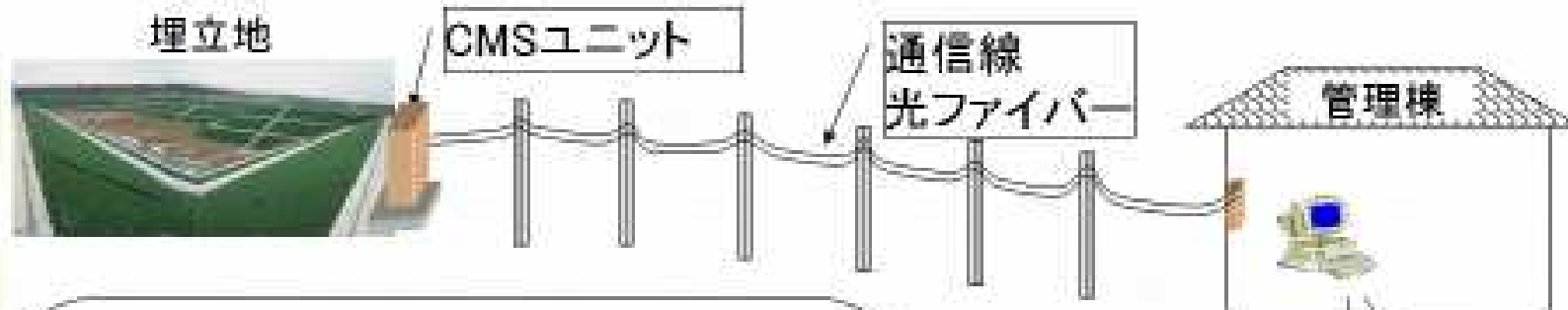
# How we enter to JAPAN market?



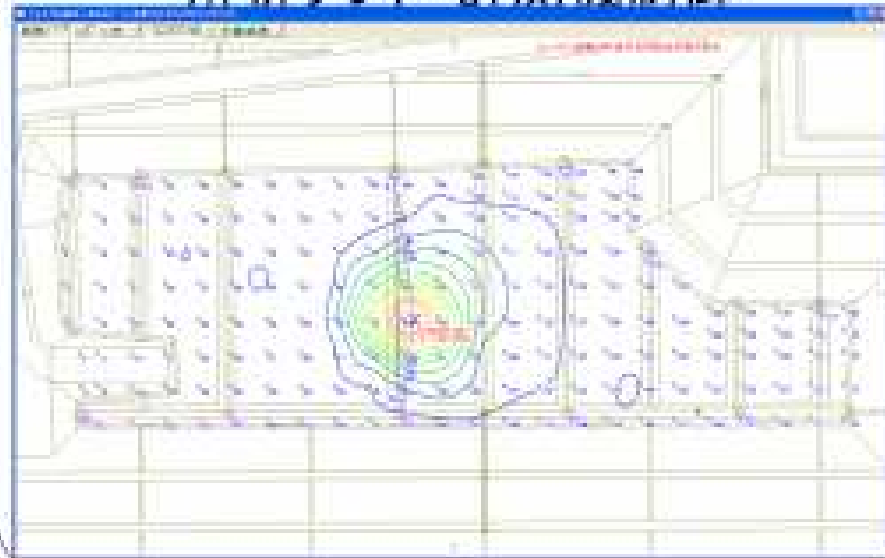
- Based on successful applications Exclusive Agreement were prepared (it took us almost one year to setup good content to cover all worries and needs). This Agreement valid for three years with option to be extended by them.
- During this period many travels to Japan were done to meet lawyers, attorneys, responsible persons and mainly to spent very nice and friendly meetings on one side but on other side tough and long discussions with managers.
- In 1998 the new Agreement was signed for 10 years of exclusive cooperation and transfer of our know-how to them to be able to act alone.
- It took them almost 5 years to get such know-how. During this period we travelled almost 3-6 times per year to work together on site and train them. They visited our sites in Europe to gain more information and knowledge.
- Present situation is that we do every year extension for another 2 years. During this period they are exclusively authorized to use our know-how and trade mark **SENSOR DDS®**.

# SENSOR DDS<sup>®</sup> APPLICATIONS

## 管理棟に設置する機器



### 解析ソフト・計測機制御



### PC操作端末

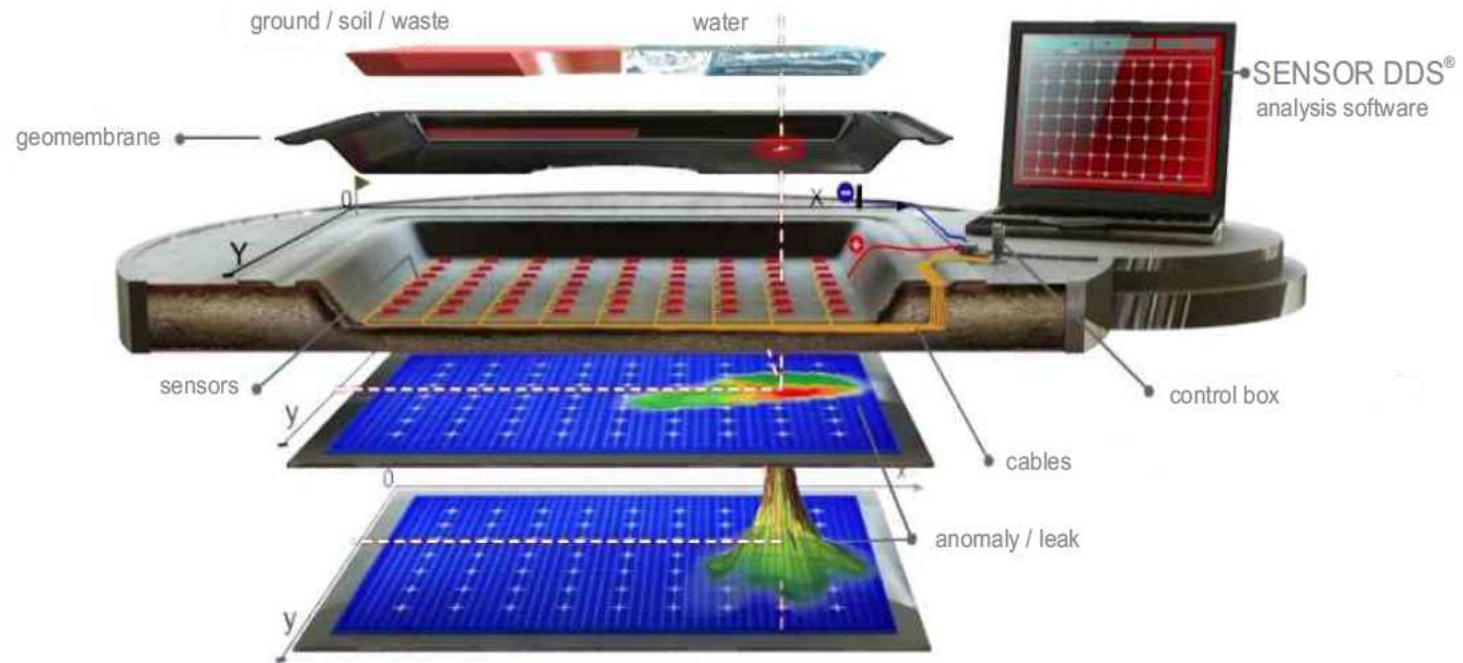


# SENSOR DDS® Technology

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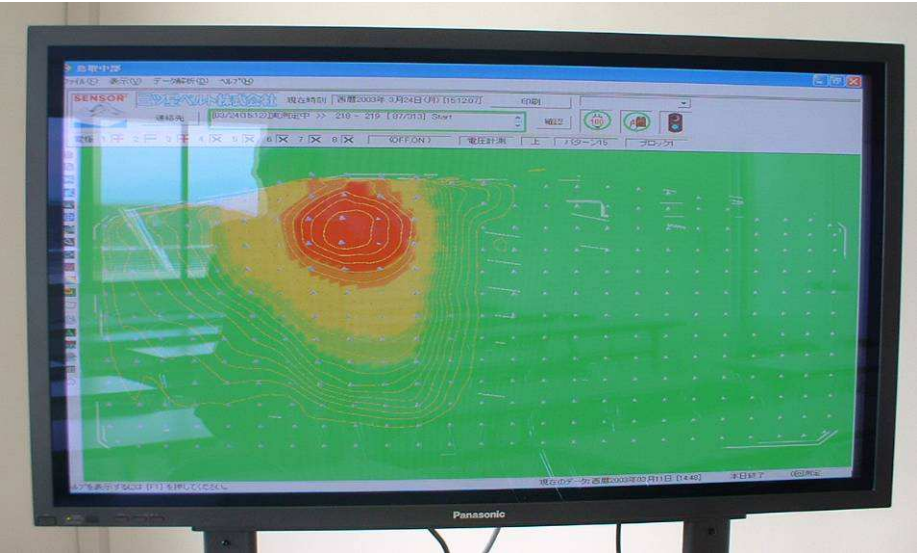


- Offline
  - LMS
- Online
  - RMS
  - CMS



# SENSOR DDS<sup>®</sup> municipal landfill application

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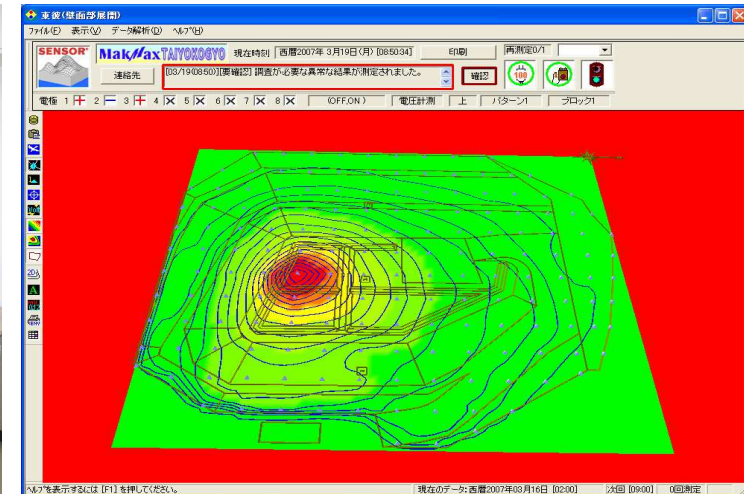
# SENSOR DDS® municipal landfill application

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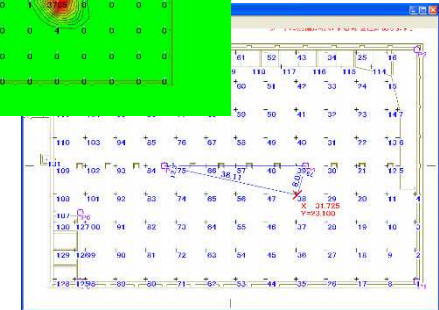
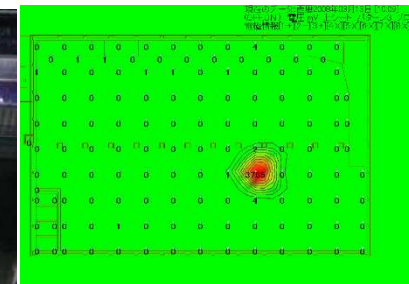
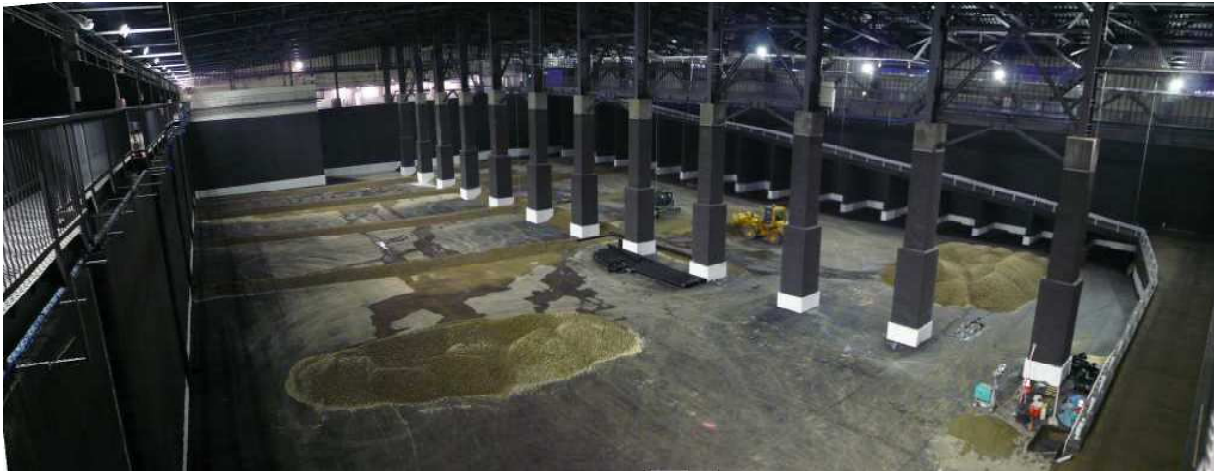
# SENSOR DDS® toxic waste landfill application

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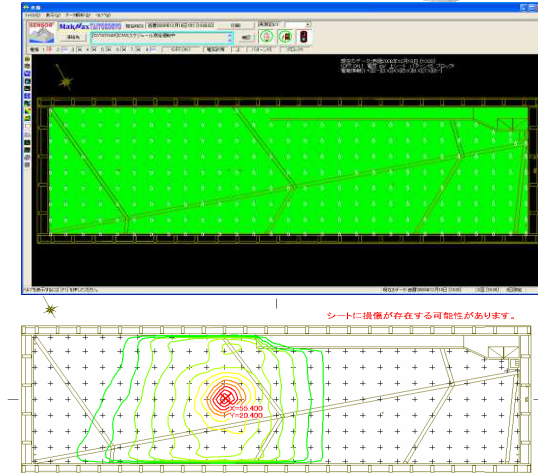
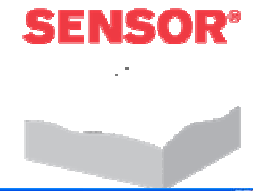
# SENSOR DDS® hazardous waste landfill application

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# SENSOR DDS®

## Industrial waste landfill application



# Where we are in Japan



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Thank you very much for your attention

**ANY QUESTIONS?**

