

Pursuit of business growth and operational efficiency through a digital transformation

Greater convenience for sellers and bidders

We believe greater convenience at auto auctions is essential to realize sustainable growth of USS. That is why we are moving forward with digital transformation (DX) initiatives.

For example, USS began digital consignments in fiscal 2022 that do not require manual data entry of vehicle information based on paper auction slips to eliminate the laboriousness of administrative tasks of customers (for more information, see Pp. 35–36). In addition, we introduced an imaging system for vehicle undercarriages to check for oil leaks and rust under each automobile. Nagoya and many of our other auction sites have pioneered the adoption of this system. We plan to expand it to our other auction sites throughout Japan by the end of fiscal 2024.

We have also begun developing a new service through imaging analyses of caution plates (metal plate including vehicle information; for more information, see p. 36).

Renewing auto auction systems

We decided to update the core auto auction system to manage information related to cosigned vehicles and successful bids in fiscal 2023. Our auto auctions have been using the same system for over 30 years. As this system was developed using an old programming language, we will move to a new system that can makes updates more

efficient. During fiscal 2024, we will select a partner to configure the system with the aim for completion in fiscal 2026. USS is also considering the renewal of bidding systems to place bids at its auctions.

Increasing internal efficiency

USS is also driving forward DX to heighten operational efficiency and productivity. In fiscal 2023, we enabled the entry of consignment slip data from remote locations, which typically could only be done on an on-site computer. This is not only true for telework but also divides the tasks between employees at different auction sites. This renewal also contributes to the standardization of operations when things are busy. Going forward, we will also consider the employment of people with disabilities who could work from home.

New ICT businesses

USS is also striving to develop new businesses that take advantage of ICT outside of the auto auction business. In fiscal 2022, we partnered with a fintech company and launched a new auto loan business. These auto loans enable people who cannot generally obtain traditional personal car loans for various reasons to purchase a used car. We can expect this business to have synergy with the auto auction business by expanding the demographic of people purchasing used vehicles. (For more information, see p. 20.)

Digital transformation roadmap for the auto auction business

