

# **L&H Japan formed**

In a move to address the fast-growing Japanese technology market, Lernout & Hauspie Speech Products announced on August 10 that it had established L&H Japan, Inc. in Tokyo. The new entity will service L&H's Japanese customer base, which includes Hitachi, NEC and Pioneer.

The announcement follows L&H's recent disclosure that it has acquired AILogic Corp. (see separate story).

L&H also announced that it has appointed Hidetsugu Kohara as president of L&H Japan Inc. Kohara brings considerable management expertise to the position, drawing upon his fifteen years as a senior executive at Pioneer Inc. While at Pioneer, Kohara was managing director of Pioneer's Belgian and Portuguese operations and president of Pioneer's multimedia division in Europe.

"L&H Japan provides us with a platform for servicing an important customer base and launching new products for the growing Japanese market," said Mr Kohara. "Japanese customers are looking for advanced speech solutions from translation products and services to telephony applications to dictation software. With today's launch of L&H Japan, we are taking a major step toward addressing this market opportunity."

L&H, through L&H Japan, is expected to introduce products and services from its four business units to the Japanese market. To facilitate this process, L&H has announced a number of appointments. The Language Technology Division has appointed Nobuaki Kamejima as executive director and has integrated AILogic into this division. The Translation and Localisation Services Division will be led by Michael Shannon, who will be focusing initially on the set-up of Japanese operations and will then concentrate on further business development in the Asian region. Shannon has been a senior executive in the Japanese localisation industry for the past six years, including a management position at Berlitz International, Inc. He started his International career at NTT Data Corp. in Japan in 1990. The Core Speech Technologies Division will continue to be represented by L&H's joint venture with INTEC Inc. and Yamaha Corporation and expects to grow its Japanese customer base out of the new Tokyo office. The division has already localised its text-to-speech and automatic speech recognition engines for the Japanese market. ■