# Amano Story

A perspective by Dillon Courts

Callibrity engaged with CVPS (Computerized Valet Parking Systems), a subsidiary of Amano in early 2019. This was due to a relationship between a Callibrity sales executive, Keith Kuhnell, and a sales representative for CVPS.

The CVPS existing parking solution was built on custom hardware and firmware. CVPS had undergone an internal initiative to build a new solution from commoditized hardware like a windows tablet with plug and play devices for things like ticket scanning, license plate recognition, and credit card scanning. This solution proved to be significantly less expensive and a superior alternative to the existing custom hardware solution.

In addition, CVPS was maintaining an AWS infrastructure that was very unruly and a manual onboarding process for new ‘sites’ that required several days of onboarding effort. The person maintaining this was regularly working 12-14 hour days.

However, CVPS was out of their depth in terms of building a production grade version of their proof of concept. They solicited Callibrity to help them take their proof of concept to a production grade product.

Callibrity engaged with the CVPS team by having them come onsite to Callibrity offices for a week. During this week Callibrity dove into the new CVPS product (Aria), as well as the existing AWS presence that supported it. Callibrity worked with CVPS to devise a plan to rewrite Aria from the ground up, and have it be powered by a modern AWS backend.

A part of the Callibrity solution involved over the air updates to the CVPS parking devices, a solution that would eliminate costly maintenance trips to every parking garage in the country. Garages with the old product would often be a year or more behind the most recent version of the product due to the maintenance backlog.

Callibrity spent 3 months building the groundwork for the new Aria system and created a working minimally viable product to be installed in a local garage for testing. This got the attention of CVPS parent company, Amano, who flew in executives from Japan to meet with Callibrity and see our solution.

Amano quickly realized this new product was the future of their parking solutions globally, and decided to bring the entire operation under their umbrella instead of CVPS. Callibrity was still a core part of the development team but no longer had the reigns of the operation, and CVPS was cut out almost entirely and told to focus on supporting their existing product.

Callibrity worked with Amano for almost 3 years to develop a full featured product and roll it out to garages across the United States. The product was also renamed to “Amano One”. The Amano One can be seen at many garages in the downtown Cincinnati Area and is also featured at Soldier Field in Chicago.

Callibrity served as the experts and thought leaders on the development team, educating and upskilling the Amano engineering staff on modern software practices, as many of them had a hardware background. Callibrity established their AWS operating model, set up all of their cloud infrastructure, lead development on the microservices that supported the Amano One devices, and lead development of the Amano One clients as well.

The product has been an absolute success, with one customer at a trade show stating that “The Amano One has leapfrogged the competition”.

At this point the product is mostly in maintenance mode with a low velocity on new feature development. Consequently, Callibrity has mostly disengaged from this client except in a supportive capacity.