

# **Bring your clients 1,000-year proof of existence.**

The technology is ready. Over 200 use cases mapped.  
What's missing is the delivery network.

# The rise of AI and Big Tech demands consulting firms find questions that resist commoditization

## BACKGROUND

### 01

#### **AI is transforming consulting**

Generative AI is rapidly commoditizing research, analysis, and strategy frameworks. Value models built on information asymmetry face structural disruption.

### 02

#### **Differentiation is shrinking**

Industry analysis, benchmarks, digital transformation—every firm converges on similar proposals with similar tools. The differentiator is shifting from what to propose to what questions to ask.

### 03

#### **The millennium question**

"What will you preserve for 1,000 years?"—a question AI cannot generate. It touches clients' fundamental needs and creates proposals structurally immune to commoditization.

# TokiStorage delivers technology, use cases, intellectual foundation, and distribution as a unified design philosophy

## OUR OFFERING

**Q**

### **Quartz glass recording**

QR codes inscribed via metal deposition. Zero servers, zero power. SLA 100%, guaranteed 1,000 years. Readable by any smartphone camera.

**U**

### **200+ use cases (organized by industry)**

End-of-life, weddings, temples, schools, corporations, municipalities, NGOs, hotels, airlines. Ready for direct proposal integration.

**E**

### **70+ philosophical essays (9 domains)**

Proof of existence explored across psychology, religion, economics, AI, and space. Standalone intellectual content for client proposals.

**A**

### **Pearl Soap + Ambassador network**

A gift-economy practice and decentralized workshop network ready to scale nationwide. Direct end-user touchpoint.

# TokiStorage is not a "competitor" to digital services — it is a complementary millennium layer

## POSITIONING

	Digital services (everyday records)	TokiStorage (millennium records)
Medium	Cloud / HDD	Quartz glass (physical)
Best horizon	Now to decades (optimized for daily use)	100–1,000 years (optimized for permanence)
Infrastructure	Servers & power (source of convenience)	None required (GitHub distributed)
Reading	App / login required	Any smartphone camera
Cultural depth	Functionality & convenience at the core	70+ essays + gift economy practice
Social impact	Platform-level contribution	SoulCarrier (unclaimed graves mission)

# Three partnership models tailored to your business model, with progressive escalation possible

## PARTNERSHIP MODELS

### Referral

#### A. Client Referral Partnership

Introduce clients when TokiStorage fits. You receive a referral fee; we handle delivery end-to-end.

E.g.: End-of-life consulting → offer proof of existence / Funeral DX → add memorial option

### Joint

#### B. Joint Solution Partnership

Embed TokiStorage into your consulting engagements. Position millennium records as the "outcome layer" of ESG, revitalization, or DX projects.

E.g.: Municipal DX → community archive / Hotel CX → guest record upgrade

### Co-Create

#### C. New Business Co-Creation

Launch a new venture together. We bring technology, philosophy, and use cases. You bring market access, credibility, and scale.

E.g.: Memorial-tech startup / Enterprise perpetual archive service

# Revenue design ensures all three parties — client, partner, and TokiStorage — win

## REVENUE FLOW



### Early Partner Advantage

We are approaching consulting firms sequentially. The first firm to partner receives preferential terms — including priority referral conditions and potential regional exclusivity. Early movers shape the partnership.

# Six client sectors show particularly high affinity: funeral, hospitality, religious, government, ESG, and finance

## CLIENT FIT

Does your client portfolio include any of these sectors?

**M**

### **Funeral & Memorial**

Gravestone alternatives, digital perpetual care, bereavement services

**H**

### **Hospitality**

Wedding records, hotel CX, anniversary services

**R**

### **Religious Institutions**

Perpetual congregation records, visitor DX, cultural preservation

**G**

### **Government & Education**

Community archives, disaster records, school history

**E**

### **ESG & Sustainability**

1,000-year corporate purpose records, SDG impact proof

**F**

### **Finance & Insurance**

End-of-life service integration, digital estate

# The founder is a Big Four alumnus who designed the partnership model with full awareness of firm compliance

## TEAM & INDEPENDENCE



### Takuya Sato — CEO, Universal Need Inc.

Former Big Four consultant — understands firm culture, client engagement, and project design from the inside. 20+ years in semiconductor manufacturing engineering. Former president of Timeless Town Shin-Urayasu residents' association (250 households). Through SoulCarrier's work with unclaimed graves, witnessed firsthand how memories vanish — and conceived TokiStorage. Validated off-grid, institution-free 1,000-year design through testing in Maui and Lake Yamanakako.

Big Four Alumni

Semiconductor engineering 20+ yrs

Community president (250 households)

SoulCarrier founder

Off-grid validated

Relocating to Sado Island (Spring 2026)

### A note on independence

This is a vendor partnership — structurally identical to recommending Salesforce or SAP. No audit engagement, no equity relationship, no independence concerns. Designed with full awareness of firm compliance requirements.



## Next Step

# Proposed Timeline

01

### Initial Meeting (30 min)

Share your client landscape and current challenges

02

### Use Case Selection

Identify high-affinity sectors from your portfolio

03

### Partnership Design

Select model, define scope and terms

04

### Pilot Engagement

Prove value with 1-2 client engagements

Takuya Sato — CEO, Universal Need Inc.

## Confidential / Disclaimer

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