

Proposal for Collaboration on AI Personalization Service Patent Technology through Multi-Voice System

Greeting

Hello. I have always admired OpenAI for being at the forefront of AI technological innovation. The recent achievements of GPT-4 have gained global attention and have redefined the future of AI. I would like to express my deep gratitude for the efforts of you and the OpenAI team and propose a collaboration that will open up new possibilities in AI.

Technological advancement often surpasses our imagination, and we are now at that turning point. OpenAI has demonstrated through GPT-4 that AI has surpassed being a mere tool. We are now entering an era where we can provide users with richer and more personalized experiences beyond human voices.

The recent incident where OpenAI's 'GPT-4' mimicked the voice of actress Scarlett Johansson starkly highlighted the potential of AI voice technology. However, this is just the beginning.

By providing personalized voice services through OpenAI's 'ChatGPT,' personalized digital assistants can deeply integrate into our daily lives.

The story of the protagonist meeting the AI operating system 'Samantha' in the movie 'Her,' sharing emotions, and improving the quality of life is no longer fiction.

By combining OpenAI's technology with our multi-voice system patent, users will be able to have their own 'Samantha.' This is not just an imagination but a vision that can become reality.

We look forward to opening a new era where AI can understand human emotions and provide richer and more personalized services with OpenAI. We hope that you and the OpenAI team will be at the center of this innovation and look forward to proposing this collaboration.

Patent Information

Patent Title:Multi-voice system for online media service implementation
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Japan Patent Number:JP7262142
Korea Patent Number:10-2111360
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Patent Description

This patent relates to a method for implementing a multi-voice system that allows subscribers to select and listen to online articles and content in the voices of multiple characters on various online content platforms.

Technical Concept

1. **Pre-set Online Article and Content Collection:**Collect articles and content from specific media sites for display on personal devices.
2. **Subscriber Voice Settings:**Subscribers input their voice or select specific voices stored in a database.
3. **Article and Content Recognition and Classification:**Recognize and classify online articles and content.
4. **Voice Conversion:**Convert classified online articles and content into voice.
5. **Voice Output:**Output articles and content in the subscriber's or specific person's voice settings.

This enables users to listen to digital content in the voice they prefer.

Market Analysis and Growth Prospects

The AI voice technology market is rapidly growing and holds significant growth potential in the coming years. Market research indicates that the AI voice assistant market is expected to grow at a CAGR of over 20% and reach approximately \$2.72 billion by 2025. Key market players include Google, Apple, Microsoft, Amazon, and OpenAI, highlighting the importance of AI voice technology.

Competitive Analysis

Google

Competitive Service: Google Assistant

Advantage: OpenAI can provide a more personalized user experience than Google Assistant by offering customized voice services.

Concrete Plan: Custom voice services in ChatGPT and Whisper can provide more diverse user customization features. For example, users can set different voice

settings for each family member and receive personalized responses to their voice commands.

Expected Revenue: Capturing a portion of the Google Assistant market share, we can expect over \$100M in additional annual revenue.

Apple

Competitive Service: Siri

Advantage: By offering a more natural and personalized voice experience, OpenAI can attract iOS users more effectively than Siri.

Concrete Plan: By providing custom voice services and natural voice features, OpenAI can offer more human-like interactions than Siri. Additionally, integration with various AI models (e.g., DALL-E, Whisper) can provide more appealing audio and video content to iOS users.

Expected Revenue: Capturing a portion of the Apple user base, we can expect over \$75M in additional annual revenue.

Microsoft

Competitive Service: Cortana

Advantage: Compared to Cortana's business environment integration, OpenAI can expand into home and small business environments, capturing market share.

Concrete Plan: Expand the use of ChatGPT's custom voice features in home and small business environments. Strengthen integration with various OpenAI models to provide personalized voice support services in small businesses.

Expected Revenue: Expanding market share in the business and smart home markets, we can expect over \$60M in additional annual revenue.

Amazon

Competitive Service: Alexa

Advantage: By providing a more personalized user experience than Alexa, OpenAI can gain an advantage in the home and commercial markets.

Concrete Plan: Enhance user experience with custom voice services provided by ChatGPT and Whisper, offering more personalized services than Alexa.

Expected Revenue: Capturing a portion of the Alexa market share, we can expect over \$80M in additional annual revenue.

User Scenarios

Family Use Cases

- **Morning Greetings:**Parents can use ChatGPT to greet their children in their own voices in the morning, helping them feel more familiar and start their day positively.
- **News Briefings:**Listen to news briefings in the voice of a favorite celebrity. For example, hearing the day's major news in the voice of a favorite actor provides a more immersive experience.
- **Schedule Reminders:**Receive schedule reminders in the voice of a family member. For example, a reminder from a child's voice saying, "You have a meeting at 2 PM," adds a personal touch.
- **Story Reading:**Parents can read bedtime stories to their children in their own voices, strengthening emotional bonds.
- **Voice Commands:**Each family member can control smart home devices with their own voice. For example, a father's voice command to "turn on the lights" provides a more personalized experience.

Student Use Cases

- **Listening to Learning Content:**Students can listen to educational content on the OpenAI Education platform in their preferred voice. For example, a calm voice can enhance concentration during a science lecture.
- **Language Learning:**Language learners can select voices for both their native and target languages, facilitating a bilingual learning environment. For example, switching between English and Spanish.
- **Custom Quizzes:**Listen to personalized quizzes on learning material in a preferred voice, enhancing motivation and learning effectiveness.
- **Motivational Messages:**Receive motivational messages in the voice of a favorite celebrity. For example, a famous athlete's voice saying, "Let's study hard today," can significantly boost students' motivation.
- **Learning Schedule Reminders:**Receive learning schedule reminders in a customized voice, such as, "It's time to start math at 2 PM."

Business Professional Use Cases

- **Audiobook Listening:** Listen to business-related audiobooks in the voice of a chosen celebrity, providing an immersive learning experience and enhancing information retention.
 - **Meeting Reminders:** Receive meeting schedule reminders in a customized voice, such as, "You have a team meeting at 3 PM."
 - **Email Summaries:** Summarize important emails in a preferred voice, improving work efficiency.
 - **Task Reminders:** Set task reminders in a specific voice, such as, "Submit the report by 9 AM tomorrow."
 - **Networking Messages:** Hear customized networking messages in a specific voice, enhancing business relationships.
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Additional Business Areas with Potential Revenue

OpenAI API: Custom Voice Advertising Platform

Description: A platform that generates personalized voice advertisements based on user data and delivers them to listeners.

Implementation Plan:

- **Data Collection and Analysis:** Collect and apply machine learning algorithms to user data to analyze interests and listening habits. This helps understand each user's preferences and create personalized advertisements.
- **Advertising Content Acquisition:** Collaborate with advertisers to secure a variety of voice advertising content. Produce ads with different voices and styles through partnerships with advertisers.
- **Advertising Delivery System:** Build a system to deliver personalized advertisements to listeners. Automatically select and deliver the most suitable ads based on user listening history.
- **Effectiveness Measurement and Optimization:** Measure the effectiveness of advertisements and continuously optimize advertising content and targeting strategies based on user feedback data.

Expected Revenue: Over \$50M annually from advertising revenue

Expected Benefits:

- **Users:** Users will listen to more relevant advertisements, reducing ad fatigue

and improving information acquisition efficiency.

- **OpenAI:**OpenAI can generate additional revenue by strengthening partnerships with advertisers and enhancing market competitiveness through the advancement of personalized advertising technology.

OpenAI Health: Personalized Voice Guidance Service

Description:A service that allows users to receive health information in their preferred voice.

Implementation Plan:

- **User Profile Setup:**Implement a feature for patients to input their preferred voice and health information in a user profile.
- **Personalized Health Alerts:**Provide personalized voice alerts based on the patient's health status and schedule, such as medication times, exercise reminders, and regular checkup appointments.
- **Data Integration:**Integrate with healthcare institutions to update patient health data in real-time and provide personalized health information.
- **Feedback System:**Create a system for patients to provide feedback on the service, allowing continuous improvement based on patient needs.

Expected Revenue:Over \$30M annually in additional revenue

Expected Benefits:

- **Users:**Patients can manage their health better with personalized health alerts, feeling more familiar and comfortable receiving information in their preferred voice.
- **OpenAI:**OpenAI can strengthen its position in the healthcare sector and lead healthcare technology innovation. Additionally, collaboration with healthcare institutions allows data-driven service improvements.

OpenAI Education: Personalized Education Content Platform

Description:A platform using custom voice synthesis technology to allow students to listen to educational content in their preferred voice.

Implementation Plan:

- **Education Content Conversion:**Establish a system to convert existing educational content into voice. Collaborate with teachers to create audio files of textbooks and lectures.
- **Custom Voice Settings:**Provide a feature for students to set custom voice settings based on their learning style and preferences, such as selecting

different voices and speech patterns.

- **Learning Progress Management:**Track students' learning progress and provide personalized feedback and additional learning materials.
- **Interactive Quizzes and Tests:**Offer interactive quizzes and tests conducted in voice to reinforce learning content.

Expected Revenue:Over \$50M annually in additional revenue

Expected Benefits:

- **Users:**Students can enhance focus and learning efficiency by listening to content in their preferred voice. Personalized education content allows for learning at a pace and style tailored to individual needs.
- **OpenAI:**OpenAI can expand its influence in the education sector and create new markets with personalized education solutions. Additionally, analyzing educational data can lead to continuous service quality improvements.

Whisper: Custom Audiobook Service

Description:A feature that allows users to listen to audiobooks in their preferred voice.

Implementation Plan:

- **Various Voice Options:**Secure a variety of voice files and build a system to offer user-customized voices.
- **Premium Subscription Service:**Introduce a premium subscription model allowing users to access more voice options and advanced features.
- **Personalized Audiobook Recommendations:**Implement a system to recommend audiobooks based on user listening history and preferences.
- **Feedback and Improvement:**Collect user feedback to continuously improve the quality and user experience of the audiobook service.

Expected Revenue:Over \$40M annually in additional revenue

Expected Benefits:

- **Users:**Users gain a more immersive experience by listening to audiobooks in their preferred voice. The personalized recommendation system helps users easily find audiobooks that match their preferences.
- **OpenAI:**OpenAI strengthens its competitiveness in the audiobook market, enhances the accuracy of personalized content delivery using user data, and secures stable revenue through the premium subscription model.

ChatGPT: Smart Home Integration Solution

Description:A solution allowing users to control smart home devices with voice commands through integration with smart home devices.

Implementation Plan:

- **Smart Home Device Integration:**Build a system that supports integration with various smart home devices. Collaborate with smart home device manufacturers to ensure compatibility.
- **Voice Command Recognition and Processing:**Develop AI algorithms that accurately recognize and process user voice commands.
- **Providing Custom Responses:**Provide appropriate responses to user voice commands and execute automated actions based on the situation, such as turning on the lights with the command "turn on the lights."
- **User Feedback Collection:**Collect user feedback to continuously improve the smart home solution.

Expected Revenue:Over \$70M annually in additional revenue

Expected Benefits:

- **Users:**Users can control smart home devices more conveniently and enjoy a more personalized smart home experience through voice commands.
- **OpenAI:**OpenAI can strengthen its position in the smart home market, expand market share through device compatibility, and continuously improve smart home solutions using user data.

OpenAI Voice Store: Celebrity Voice Store Operation

Description:Operating a voice store that provides voices of celebrities, actors, sports stars, and politicians for users to purchase individually.

Implementation Plan:

- **Securing Celebrity Voices:**Collaborate with celebrities to secure voice licenses and offer a variety of celebrity voices.
- **Voice Store Development:**Develop an online voice store where users can easily purchase and download desired voices.
- **Marketing and Promotion:**Increase awareness and user engagement through various marketing strategies and promotions.
- **Incorporating User Feedback:**Continuously improve the quality and user experience of the voice store by incorporating user feedback.

Expected Revenue:Over \$150M annually in additional revenue

Expected Benefits:

- **Users:**Users gain a more immersive experience by using the voices of their favorite celebrities and can conveniently purchase and use the desired voices.
- **OpenAI:**OpenAI secures a stable revenue stream by collaborating with

celebrities and continuously improving the service based on fan feedback.

Economic Benefits Through Patent Licensing

OpenAI can generate additional economic benefits by entering into licensing agreements with major competitors such as Google, Apple, Microsoft, and Amazon through patent technology collaboration with us. By establishing licensing agreements with each of these companies, OpenAI can expect revenue, thereby maximizing its technological advantage and economic value.

Google

Competitive Service: Google Assistant

Concrete Grounds: Customized Voice Services: Personalize Google Assistant's voice services to enhance user experience. Particularly, add a feature for family members to set different voice settings.

Expected Revenue: \$50M in annual licensing revenue

Apple

Competitive Service: Siri

Concrete Grounds: Customized Voice Services: Enhance Siri's natural voice features and provide more appealing services to iOS users through custom voice settings.

Expected Revenue: \$40M in annual licensing revenue

Microsoft

Competitive Service: Cortana

Concrete Grounds: Enterprise Premium Services: Strengthen Cortana's business environment integration and expand to small business and home markets to provide customized voice services.

Expected Revenue: \$30M in annual licensing revenue

Amazon

Competitive Service: Alexa

Concrete Grounds: Personalized User Experience: Customize Alexa's voice services to enhance user experience and gain a competitive edge in home and commercial markets.

Expected Revenue: \$40M in annual licensing revenue

Total Expected Revenue: \$160M in annual licensing revenue

By securing licensing agreements with major competitors, OpenAI can expect a total of \$160M in additional annual revenue.

Through these patent licensing collaborations, OpenAI can strengthen its relationships with competitors, maintain its technological superiority, and generate additional economic benefits.

Expected Revenue (Including Patent Licensing Revenue)

- **1st Year:**Over \$610M in additional revenue (\$450M + \$160M)
 - **3rd Year:**Over \$1790M in additional revenue (\$1310M + \$480M)
 - **5th Year:**Over \$3150M in additional revenue (\$2350M + \$800M)
 - **10th Year:**Over \$6300M in additional revenue (\$4700M + \$1600M)
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Potential Companies and Business Areas for Patent Utilization

The multi-voice system patent has significant commercial potential by enabling users to listen to digital content in their preferred voice. Below is an analysis of companies that could potentially utilize this patented technology and their applicable business areas.

1. Spotify

Business Area:Music streaming, podcasts, audiobooks, live events

Application Possibility:Functionality allowing users to listen to music, podcasts, audiobooks, and live events in their preferred voice.

Expected Effect:Strengthening personalized services, enhancing user experience, and promoting premium subscriptions.

Additional Revenue Potential: Potential to generate additional revenue through a licensing agreement with Spotify when acquiring the patent.

2. Audible (Amazon)

Business Area:Audiobook services, voice shopping

Application Possibility:Functionality allowing users to listen to audiobooks in their preferred voice and receive voice guidance during the shopping process.

Expected Effect:Increasing user satisfaction, expanding the audiobook market, providing premium content, and enhancing voice shopping convenience.

Additional Revenue Potential:Possible additional revenue through licensing agreements with Audible and Amazon.

3. Google News

Business Area:News content provision

Application Possibility:Functionality allowing users to listen to news articles in their selected voice.

Expected Effect:Strengthening personalized news services, increasing news consumption, and boosting advertising revenue.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Google.

4. Apple News

Business Area:Personalized news provision

Application Possibility:Functionality allowing users to listen to news in their preferred voice.

Expected Effect:Enhancing user experience, promoting premium news subscriptions, and strengthening brand image.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Apple.

5. Sonos

Business Area:Smart speakers and home audio systems

Application Possibility:Providing personalized voice services and integrating various voice assistants.

Expected Effect:Strengthening competitiveness in the smart home market, enhancing user convenience, and generating additional revenue.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Sonos.

6. Facebook (Meta)

Business Area:Social media, digital content

Application Possibility:Providing personalized voice services and listening to various digital content.

Expected Effect:Increasing user engagement, boosting advertising revenue, and offering personalized content.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Meta.

7. Netflix

Business Area:Streaming services, original content

Application Possibility:Functionality allowing users to listen to original content in their preferred voice.

Expected Effect:Increasing user satisfaction, promoting content consumption, and encouraging premium service subscriptions.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Netflix.

8. YouTube

Business Area:Video content, audio content

Application Possibility:Functionality allowing users to listen to video and audio content in their desired voice.

Expected Effect:Enhancing user experience, boosting advertising revenue, and offering personalized content.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with YouTube.

9. Twitch

Business Area:Live streaming, game broadcasting

Application Possibility:Allowing users to select the streamer's voice for content listening.

Expected Effect:Increasing user immersion, strengthening streaming services, and encouraging premium subscriptions.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Twitch.

10. Samsung SmartThings

Business Area:Smart home solutions

Application Possibility:Providing customized voice commands and integrating smart home devices.

Expected Effect:Expanding market share in the smart home sector, enhancing user convenience, and generating additional revenue.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with Samsung.

11. ElevenLabs

Business Area:Voice cloning, audiobooks, AI News radio

Application Possibility:Enabling users to generate and listen to audio content in their preferred voice.

Expected Effect:Strengthening personalized services, offering a variety of content, and enhancing advertising and subscription models.

Additional Revenue Potential:Possible additional revenue through a licensing agreement with ElevenLabs.

The companies mentioned above have significant potential to provide personalized voice services in various business areas by utilizing the multi-voice system patent. This enhances user experience, creates new revenue models, and offers opportunities to strengthen market competitiveness.

Additionally, OpenAI can expect to generate additional revenue through licensing agreements with companies like the ones mentioned above. These licensing agreements will enhance OpenAI's profitability, strengthen its technological superiority, and position it advantageously in future market competition.

Risks and Economic Losses if Patent Technology Collaboration is not pursued

If OpenAI does not pursue patent technology collaboration for multi-voice systems, the following key risks and economic losses can be expected ;

1. Technological Gap

Risk:Major competitors may develop similar technologies, reducing or surpassing OpenAI's technological lead.

Estimated Economic Loss:\$100M

Concrete Grounds:If competitors introduce similar or more advanced technologies, it could lead to user attrition, resulting in a 10% annual revenue loss. With OpenAI's annual revenue at \$1B, a 10% loss amounts to \$100M.

2. Market Share Loss

Risk:Competitors offering more personalized voice services may capture OpenAI's market share.

Estimated Economic Loss:\$80M

Concrete Grounds:A 5% reduction in market share could lead to an \$80M annual revenue loss. With OpenAI's target market share at 20%, a 5% loss could lead to revenue decline.

3. Brand Loss

Risk:Failure to provide personalized voice services may increase user dissatisfaction and damage brand image.

Estimated Economic Loss:\$60M

Concrete Grounds:Brand loss could lead to user attrition and decreased new user acquisition, resulting in revenue decline. This is estimated to cause a \$60M annual loss.

4. Total Economic Loss

Total Estimated Economic Loss:\$240M

Concrete Grounds:Technological Gap (\$100M) + Market Share Loss (\$80M) + Brand

Loss (\$60M)

In this regard, if OpenAI does not pursue patent technology collaboration related to the multi-voice system patents we hold, the total economic loss could be estimated at \$240M annually. This highlights the importance of collaboration with us in maintaining OpenAI's technological superiority and market share.

Conclusion

Through patent technology collaboration, OpenAI can narrow the technological gap with competitors, gain a competitive edge, and expect increased revenue in various application areas as well as expanded influence in the global market.

Patent technology collaboration with us is the best choice and a highly cost-effective investment for OpenAI, considering its future revenue potential and technological advantages. Moreover, to prevent potential economic losses and brand damage that could arise from not pursuing this collaboration, acquiring this patent and working with us is essential.

Thank you.