JO&SOFT Co., Ltd

Company status

1) Company Overview
2) Smart Factory Solutions
3) Key businesses and performance
4) Strengths and Advantages

Company Overview

JO&SOFT was founded based on its long experience in IBM and Accenture, providing system-building and consulting services with domestic and international partners.

Company Overview

Company Name	JO&SOFT Co., Ltd
Location & Contact	605, Parkview tower, 248, Jeongjail-ro, Bundang-gu, Seongnam-si, Gyeonggi-do, Republic of Korea TEL : +82-31-717-8816, FAX +82-31-718-8817 E-Mail : contact@jonsoft.co.kr http://www.jonsoft.co.kr/
Business areas	IT consulting, Software development, System construction and operation, Online platform construction, Smart factory, RPA (process automation
Date of establishment	2016년 1월 22일
Capital	300 million (unit : WON)
Sales	70 billion (unit : WON)
CEO	Cho Hyun-Chul (Major career : Accenture director, Japanese IBM Managing Consultant)
Overseas partner	Jaapn : Koken (Corporate Research, Benchmarking, and Advanced Case Consulting) Vietnam : LTS Group (Offshore Software development)

Key Customers & Partners

JO&SOFT builds smart factory solutions for mid-sized and small- and medium-sized manufacturers to create customer business contributions.

Smart Factory Solutions

Smart Factory Solutions

OMS (Order Management System)
- Order data from analog channels such as fax and e-mail are automatically processed using OCR and AI technology.

RTS (Real Time Scheduling)
- Based on the order data received every day, a real-time production plan is automatically established according to each plant's facility CAPA and production is instructed.

MES (Manufacturing Execution System)
- Smart factory management is possible in a paperless environment by using kiosks, QR codes, and tablet devices for production instructions, material warehousing and quality management.

TMS (Transport Management System)
- The product is automatically matched with the waiting vehicle to establish a transportation plan and manage the up/down/delivery process through mobile APP.

RPA (Robotic Process Automation)
- Formal and repetitive tasks such as slip input and output, month-end accounting results verification, and large amounts of data can be processed accurately and quickly.

A case of building a Smart Factory (digital cluster business) of a domestic mid-sized company "T"

Build Background

Build Procedures

The effect of introduction
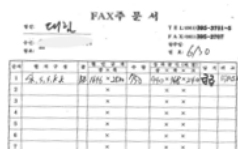
A case of building a Smart Factory (1/3)

Build Background : Different order format and order registration errors for each customer, jagged productivity and manual-based production management had low work efficiency and hindered customer satisfaction

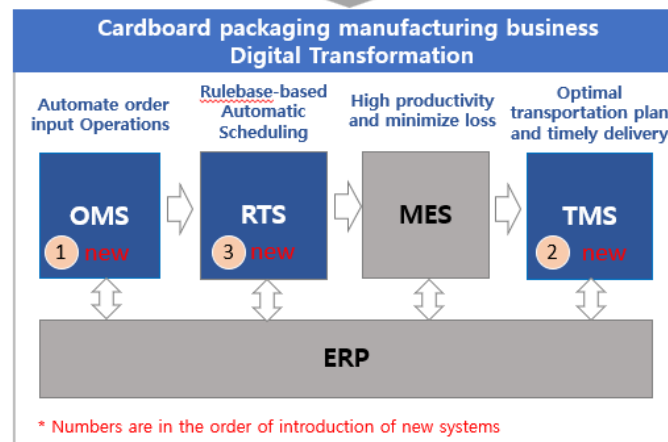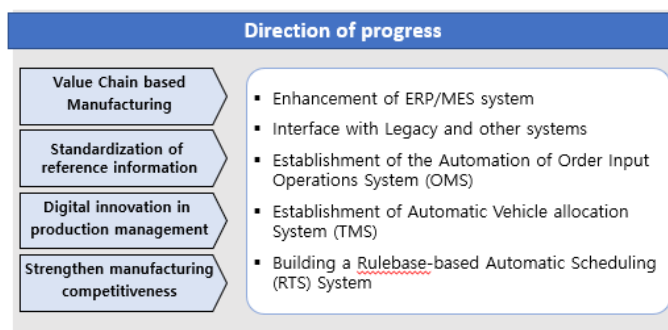| Excessive order errors | • Accurate order and order should be made, but frequent order data registration errors due to the dependence on handwriting such as phone calls and faxes
• Excessive consumptive communication between companies for error identification and correction |
| Low productivity and low work efficiency | • Frequent facility Job Change due to multi-variable, small production
• Hand-based production plans lack productivity
• Difficulty identifying the progress of the preceding process |
| Manual production management | • On-site managers are burdened with manual-based inventory management, quality management, and delivery management
• Delays and errors in customer response work due to manual identification of production progress |

A case of building a Smart Factory (2/3)

Smart Factory Build Overview

Direction of progress

Value Chain based Manufacturing	• Enhancement of ERP/MES system • Interface with Legacy and other systems
Standardization of reference information	• Establishment of the Automation of Order Input Operations System (OMS)
Digital innovation in production management	• Establishment of Automatic Vehicle allocation System (TMS)
Strengthen manufacturing competitiveness	• Building a Rulebase-based Automatic Scheduling (RTS) System

Cardboard packaging manufacturing business Digital Transformation

| Automate order input Operations | Rulebase-based Automatic Scheduling | High productivity and minimize loss | Optimal transportation plan and timely delivery |

OMS ① new → **RTS** ③ new → **MES** → **TMS** ② new

ERP

* Numbers are in the order of introduction of new systems

A case of building a Smart Factory (3/3)

The effect of introduction

Improvement of manufacturing processes, improvement of manufacturing quality and work efficiency, and improvement of management level at production sites

01 Production Site Process Improve
• The progress of production can be seen
• The entire situation of the production site can be grasped
• It is possible to manage raw and subsidiary materials according to production plan and production progress status
• Reduce the number of semi-finished products and comply with the delivery date

02 Production Product Quality Improve
• Prevent errors in production work
• Quickly detect problems in the production site
• It supports tracking of products and production processes

03 Production Site Work Efficiency Improve
• Increase work efficiency with paperless operations
• Promote automation of production sites
• Improve the efficiency of facility maintenance work
• Respond flexibly to changes in the production process

Key business performance (Consulting division)

번호	용 역 명	용 역 개 요	용역기간	발 주 처
1	UX Consulting for SK Hynix Next APC	UX Consulting to Build Next Generation System for Hynix Semiconductor Process Management System (Advanced Process Control)	2022.10 ~ 2022.12	SK Hynix
2	Consulting for LG U+ Integrated DW Currentization	Enable Integrated DW and Design of pseudonym system for LG Uplus	2021.02 ~2022.12	LG CNS
3	Establishment of SK Hynix Next IAM System	Change management consulting for establishment of SK Hynix Next IAM System (MY ACCESS)	2022.04 ~ 2022.06	SK Hynix
4	DT Advancement Strategy Consulting for Paris Baguette	Establishment of Roadmap and Dedicated APP Construction Planning for Paris Baguette CRM System	2020.12 ~ 2021.1	Paris Croissant
5	LX Hausys Total Interior Consulting	Establishment of marketing direction for launching new business of LX Hausys Total Interior B2C	2020.10~2020.12	LG CNS
6	Analysis/Design for LG U+ Integrated DW Construction	Pre-consultation for LG Uplus Integrated Data Warehouse Construction	2020.08 ~ 2021.2	LG CNS
7	PI Consulting for LG U+ UCRM 2.0 (Process Innovation)	Business Analysis and Design Consulting for the Advancement of LG Uplus Customer Management	2020.02 ~ 2020.08	LG CNS
8	2019 Sports Industry Leading Enterprise Development Project	Advancement of Sports Data Image Analysis System	2019.10 ~ 2020.02	Korea Efficiency Association Consulting
9	2019 Sports Industry Leading Enterprise Development Project	Support for overseas online marketing of leading sports companies, and production of promotional videos	2019.9 ~ 2020.02	Korea Efficiency Association Consulting
10	GS Retail Membership Advancement	Consulting for GS Retail Membership Advancement	2019.6~2020.7	GS ITM
11	Pre-consultation for re-establishment of LG CNS commerce platform	Consulting for the Construction of LG CNS Next Generation E-Commerce Platform	2019.2~2018.4	LG CNS
12	CRM Strategy Consulting for KPC (Korea Productivity Center)	CRM Strategy Consulting for KPC (Korea Productivity Center)	2018.10~2018.12	Korea Productivity Center
13	ISMP for the Establishment of Performance Management System of Gyeonggi Cultural Foundation	ISP Consulting for the Establishment of Performance Management System of Gyeonggi Cultural Foundation (Business Analysis/System Construction Plan)	2018.2~2018.3	Gyeonggi Cultural Foundation
14	Master Plan for Informatization of the Seoul School Safety Mutual Aid Association	Consulting on the establishment of a damage monitoring system and the establishment of a master plan for computer system informatization of the Seoul Metropolitan Government Safety Mutual Aid Association	2018.1~2018.3	Seoul School Safety Mutual Aid Association

Key business performance (Smart Factory division)

No	Year	Business Name	Number of companies	Name of companies introduced	Deployment Solutions	Smart Factory level
1	2024	**Leading Smart Factory (Government General Type)**	1	**Uiryeong Factory, Tairim Paper Co., Ltd**	**FEMS/CRM/AI**	**Advanced (Middle 1)**
2	2024	**Leading Smart Factory (Government General Type)**	1	**Masan Factory, Tairim Packaging Co., Ltd**	**CRM/AGV/AI**	**Advanced (Middle 1)**
3	2024	**Leading Smart Factory (Government General Type)**	1	**Jeongeup Factory, Dongwon Paper Co., Ltd**	**FEMS/CRM/AI**	**Advanced (Middle 2)**
4	2023	**Smart factory (large and small win-win type) Automate care and order using Robo MES**	16	**15 companies other than East-West Export Packaging**	**MES/SCM**	Basic
5	2023	**Advanced Supply Chain-Linked Smart Factory**	5	**Shindaeyang Paper, Kwangsin Cardboard, etc**	**SCM/OMS/CRM/AGV**	**Advanced (Middle 1)**
6	2022	**Smart factory construction and advancement**	2	**Gumi Factory, Tairim Packaging Co., Ltd Masan Factory, Taerim Paper Co., Ltd**	**ERP/MES/SCM/TMS ERP/MES/SCM**	**Advanced (Middle 1)**
7	2022	**Generic Digital Cluster**	2	**Ansan Factory, Tairim Paper Co., Ltd Jeongeup Factory, Dongwon Paper Co., Ltd**	**ERP/MES/SCM**	**Advanced (Middle 1)**
			6	**Pyeongtaek Factory, Tairim Cardboard Co., Ltd Sihwa Factory, Tairim Packaging Co., Ltd**	**ERP/MES/SCM/TMS**	**Advanced (Middle 1)**
			6	**Sun company, Youngjin Packaging, etc**	**MES/SCM**	Basic
8	2021	**Smart factory construction and advancement (Basic)**	1	**Sinae Electronics**	**MES**	Basic
		Total	41			

Strengths and Advantages

We have experience in benchmarking ISPs and advanced companies that are difficult to perform in small and medium-sized enterprises, and we perform from consulting to system construction/operation.

Why our company?

1

Have experience in ISP and advanced case benchmarking consulting

- ISP Consulting of the Seoul School Safety Mutual Aid Association
- ISP Consulting for the Establishment of the Gyeonggi Cultural Foundation Performance Management System
- PI Consulting for the Construction of LC CNS Commerce Platform
- Benchmarking CJ Logistics Corporation Advanced Cases
- Hanwha Food Service / Benchmarking of Integrated Logistics Advanced Cases
- GS Retail Integrated Products Advanced Case Benchmarking
- PI Consulting for LG U+ UCRM 2.0
- LG U+ Next Generation Integrated DW Analysis/Design

2

Utilize proven methodologies/Tool

- Leverage know-how and experience from IBM and Accenture
- Utilize customized development methodologies at the scale of system deployment
- Have templates and examples comparable to major consulting firms such as interviewing, As-Is analysis, Pain Point derivation, To-Be process and system functional definitions

3

End-to-end coverage from consulting to IT system deployment/operation

- Strong small and medium-sized enterprises capable of deriving As-Is improvement points, defining To-Be processes, and building and operating systems
- Build Online System for Hana Tour and KT Telecop
- Online Marketing Consulting and Homepage Establishment and Operation for Incheon National University and Samsung Electro-Mechanics
- Building CRM and Campaign Solutions for KEB Hana bank and BC Card
- Building a smart factory solution for Taerim Packaging and Shindaeyang Paper