



e -Trade Korea 

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As the 12th largest trading nation in the world, Korea is building e-trade infrastructure with the ultimate goal of creating a single global window. The Korean odyssey to build a 21st century Silk Road is being fueled by its strong position in the IT sector plus the public's chorus for e-transformation.

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In line with the revolutionary changes in the global trade paradigm, e-trade is emerging as the new engine for world trade and prosperity. Experts have projected that by 2020 e-trade will account for more than 30% of global trade.

Foreword

e-Trade to Pave 21st Century Silk Road

In line with the revolutionary changes in the global trade paradigm, e-trade is emerging as the new engine for global trade and prosperity. Experts have projected that by 2020 e-trade will account for more than 30% of world trade. Most importantly, e-trade, which allows trade transactions anytime, anywhere, is oriented to the convenience and prosperity of everyone.



As the 12th largest trading nation in the world, Korea is building e-trade infrastructure with the ultimate goal of creating a single global window. The Korean odyssey to build a 21st century Silk Road is being fueled by its strong position in the IT sector plus the public's chorus for e-transformation.

The Korean e-vision is in concert with the national roadmap to build a Northeast Asian economic hub as well as the blueprint to become a G8 trading country by 2010. Korean confidence is powered by her success with TDX in the 1980s and CDMA in the 1990s.

With these goals clearly in mind, we have established a domestic network, encompassing government and industry as the prime movers for national e-commerce initiatives. Similarly on a global scale, we have actively sought multi-lateral and bilateral networks and projects with Pan-Asian e-commerce Alliance (PAA.net), Korea-Japan e-Trade Hub and ASEM e-Trade Network.

Against this backdrop, this publication is expected to achieve a better and wider understanding of Korea's vision and strategy with regard to e-trade and to enlist widespread support for common prosperity through e-trade. I ask for your sustained support and advice as we move forward under the new 21st century trade paradigm.

*Jae -Chul Kim
Chairman & CEO*



Introduction

1. Definition of e-Trade

2. Need to Promote e-Trade

3. Effects of e-Trade

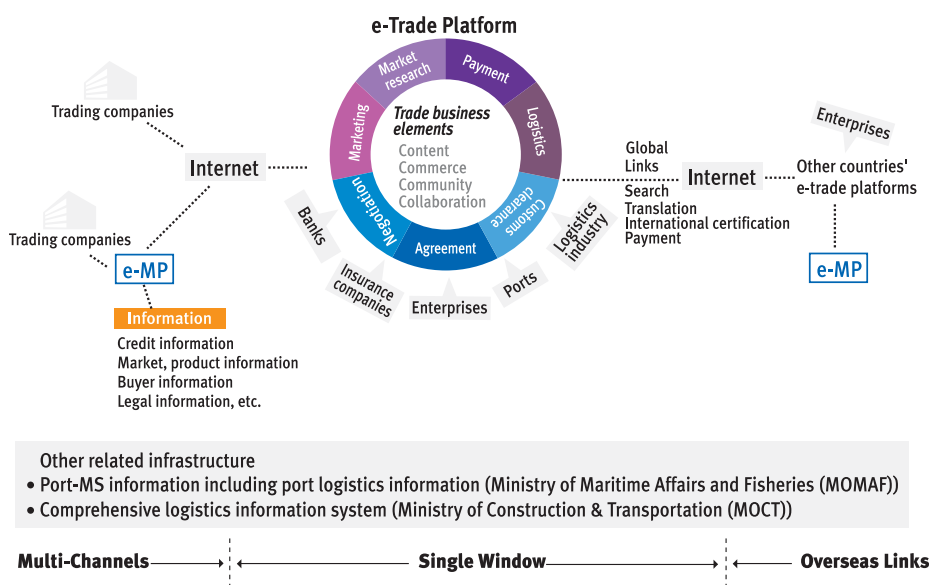


I. Definition of e-Trade

e-Trade is an activity that carries out international trade transactions for goods and services electronically by utilizing state-of-the-art information and communications technology, including the Internet.

It is the core of an e-transformation, that improves trade processes dramatically for export and import-related goods and services through electronic exchange.

- The e-trade process is defined as a flow of information (documents) exchanged between enterprises and trade-related firms (shipping companies, foreign exchange banks, forwarders, etc.) in the course of implementing a series of export and import procedures (customs clearance/logistics, settlement of payments, etc.).
- e-Trade infrastructure provides functions to process such exchanges of information (documents) electronically.
- e-Trade-related industries include a wide variety of firms involved in the trade process through e-trade infrastructure, i.e. finance, logistics, insurance, e-MP, etc.



2. Need to Promote e-Trade

Trade has been a driving force in the economic growth of Korea, a nation which lacks natural resources and has a small market scale, for the past 40 years. In 2002, Korea's trade dependence accounted for 66% of its GDP.

Trade growth is a prerequisite to Korea's goal to become the world's 8th largest trader by 2010.

Under the IT revolution, trade competitiveness now includes new marketing and trade-process competitiveness, together with the competitiveness of goods and themselves.

Korea's Economic Position in 2010: Northeast Asian Economic Center

Trade Volume		➔	Current GDP	
2001	2010		US\$1.3 Trillion (World Share 2.5%)	
US\$291.5 Billion	US\$600 Billion		Per-Capita-GDP	
Global Ranking		➔	US\$30,000	
2001	2010			
12th	8th			

If Korea does not respond properly to the new trade paradigm (e-trade) and to the spread of global networks, there are fears that the nation's trade may be sandwiched between advanced countries like the U.S. and Japan and developing nations such as China.

The entirety of e-trade requires innovation of the trade process and basic infrastructure. Once completed, it will not only reinforce the trade competitiveness of Korean enterprises dramatically but also serve as an important means to prepare a trade foundation for a new take-off toward becoming the Northeast Asian economic hub.

3. Effects of e-Trade

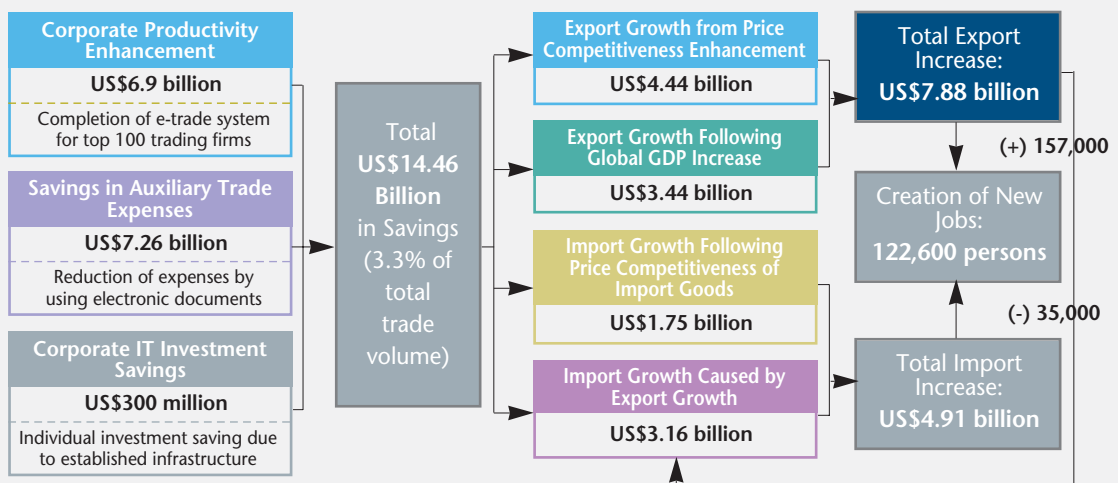
e-Trade can improve the high-cost Korean trade structure basically by reducing auxiliary expenses dramatically through trade process innovation.

Despite quantitative growth in becoming the world's 12th largest trading nation, Korea has a problem with added-value decline due to its high-cost trade structure. Auxiliary trade auxiliary expenses vs. GDP in 2000 showed Korea at 12.8% and Japan at 9.6%.

Considering that the KITA-established trade automation (EDI) system for export/import customs clearance alone could save 5.4 trillion won annually, e-trade is expected to save a significant amount when it goes into full-scale operation.

According to the survey results of a specialized agency, when the e-trade system is completed in 2005, the nation will be able to save an estimated US\$14.5 billion in auxiliary trade expenses (17.4 trillion won: 24.5% of total trade expenses), increase exports by US\$7.9 billion and create more than 120,000 new jobs annually.

Analyses of e-Trade's Expected Effects





Government Policy Direction

1. National e-Trade Council
2. Three-Year e-Trade Promotion Plan (2004-2006)
3. 16 Core Tasks for e-Trade 2004



1. National e-Trade Council

In July this year, the government organized a private-government joint 'National e-Trade Council' as a pan-national committee for efficient promotion of e-trade with the goal of improving the high-cost trade structure dramatically through basic innovation of existing trade processes.

Various private-level e-trade projects under promotion by trading business communities have had, in fact, limitations due to a lack of legal and systematic improvements and infrastructure support from a national perspective. Related ministries also have been diverse, like the Ministry of Information and Communication (MIC), Ministry of Maritime Affairs and Fisheries (MOMAF), Korea Customs Service (KCS), etc. in addition to Ministry of Commerce, Industry and Energy (MOCIE), which make mutual cooperation and networking difficult.

The measure was adopted as a result of the need to organize a national promotion body to lead cooperation among related ministries and agencies effectively and to resolve a wide variety of obstacles to the promotion of e-trade.

The first council meeting, which was held on December 2 last year and chaired by the Prime Minister, confirmed the 'Three-Year e-Trade Promotion Plan (2004-2006).' Related ministries and agencies are presently preparing concrete action plans, including roadmaps by task, in order to carry out the plan as scheduled.

Members of National e-Trade Council

Division	Position
Chairman	<ul style="list-style-type: none"> • Prime Minister
Government members (12)	<ul style="list-style-type: none"> • Establish e-payment methods for auxiliary export/import expenses • Minister of Finance and Economy • Minister of Justice • Minister of Government Administration and Home Affairs • Minister of Culture and Tourism • Minister of Commerce, Industry and Energy • Minister of Information and Communication • Minister of Construction and Transportation • Minister of Maritime Affairs and Fisheries • Minister of Planning and Budget • Office for Government Policy Coordination • Minister for Trade • Korea Customs Service
Private members (5)	<ul style="list-style-type: none"> • KITA Chairman • KFSB (Korea Federation of Small and Medium Business) Chairman • KOTRA (Korea Trade-Investment Promotion Agency) President • FKI (Federation of Korean Industries) Chairman
Mandated members (2)	<ul style="list-style-type: none"> • Korea Chamber of Commerce & Industry (KCCI) Chairman • Korea Federation of Banks (KFB) Chairman • Korea Trade Network (KTNET) President

2. Three-Year e-Trade Promotion Plan (2004-2006)

Background

As a result of faithful informationization by sector promoted by the government, related agencies and private businesses, the establishment of e-trade infrastructures has been underway since the early 1990s. With the recent spread of the Internet, the minimum level of e-trade infrastructures has been established, including promotion of the previous VAN-centered infrastructure to match the IT environment.

Amid consensus that an organic cooperation system was lacking more or less, a pan-governmental comprehensive promotion plan was established.

The three-year plan is targeting realization of a strong 21st-century trading nation, 'e-Trade Korea,' through establishment of a '24-Hour Internet-Based Trade System' and a 'Global Trade Network with Major Trading Partner Countries.' It includes four core strategies and concrete promotion tasks - creation of pan-national e-trade infrastructure appropriate to the Internet environment; achievement of seamless e-trade services; reinforcement of external cooperation to realize paperless trade between nations; and acceleration of e-trade utilization and proliferation.



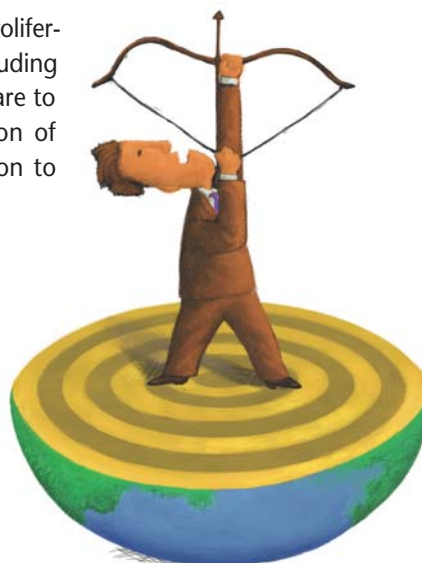
Four Core Strategies and Tasks

The plans to be promoted first for creation of a pan-national e-trade infrastructure suitable for the Internet environment are establishment of Internet-based e-trade platforms focused on system networking by trade procedures, preparation of a distribution system for e-trade documents, arrangement of related laws and systems, supply of XML-based standards and networking of independent communication infrastructures.

Second, the plans for realization of seamless e-trade service are establishment of an efficient overseas market information support system and reinforcement of overseas marketing via the Internet; construction of e-civil petition services on a step-by-step basis for requirements-confirmation affairs; realization of export/import national logistics information system innovation and establishment of Internet export/import customs-clearance systems; and set-up of systems to introduce an e-payment system for export/import payments and auxiliary trade expenses.

Third, for international cooperation, a prerequisite for paperless trade, cooperation will be accelerated for establishment of Korea-Japan and PAA e-trade networks and for international projects with organizations like APEC and ASEM, and conclusion of nation-to-nation agreements for mutual recognition of e-certifications also will be promoted actively.

Finally, to accelerate e-trade utilization and proliferation among businesses, various incentives, including tax benefits, for small and medium enterprises are to be studied positively together with promotion of industry-academia-research institute cooperation to nurture manpower specialized in e-trade.



3. 16 Core Tasks for e-Trade 2004

Establishment of Internet-Based Seamless e-Trade Service

- 1

Promote trade process innovation (BPR/ISP) project

 - Analyze existing trade procedures systematically to redesign a one-stop trade process from the perspective of the customer (trade business communities).
 - Promote jointly with Korea Customs Service (KCS) with overall supervision by the Ministry of Commerce, Industry and Energy (MOCIE)
 - * Service period / implementing firm: December '03 ~ June '04 / Samsung SDS Consortium
- 2

Implement the first-phase e-Trade Platform Establishment Project

 - Prepare the foundation to build a networking platform that can process all trade procedures from marketing to customs clearance and payment settlement seamlessly.
 - * Confirm the project scope based on results of the trade process innovation (BPR/ISP) project
- 3

Internet-based e-civil petition system

 - Assist in establishing the system to enable trading firms to process export/import approval, recommendation, etc. via the Internet. Establish systems for six agencies this year (five new, one complementary).
 - ▶ Under promotion since 2002, system establishment support will center on the agencies that process more than 1,000 cases annually. (13 major agency services among KCS administrator-confirmation agencies as of the end of 2003)
- 4

Expand trade automation service (EDI) continuously

 - Improve document-centered administration among shipping companies, cargo-owners and warehouse firms efficiently through realization of e-D/O for sea-freight cargoes.
 - Support operation of export approval of textile quota and visa system via the Internet

Full-Dress Implementation of Pan-National Plans for Promotion of e-Trade

5

Roadmaps to promote Three-Year e-Trade Promotion Plan

- Prepare detailed action plans by major issue for 17 tasks for the 'Three-Year e-Trade Promotion Plan' confirmed in December 2003 and refer it to the second National e-Trade Council (chaired by prime minister).
- * e-Trade promotion task force (T/F), composed of MOCIE, KCS, KOTRA, KITA, KTNET working-level officials, will be operated for a limited period until July 2004.

6

A revision bill to the Law on Trade Business Automation

- Induce ways to improve laws and systems through trade process innovation (BPR) project for realization of Internet-based seamless e-trade.
- Conduct policy research service contract (April ~ August 2004) and hold public hearings in the second half.



Reinforcement of Support Services for SMEs, including Internet Export Marketing

7

Support for
SME exports
through 'e-
Trading Corps'

- Support of one-on-one close and responsible services, including Internet marketing and offline proxy export administration through 'e-trading firms' for SMEs that have a trade-specialized manpower shortage and difficulties in e-trade utilization.
* 8.2 billion won (150 firms) in 2003 → 9.2 billion won (200 firms) (beneficiary companies to assume 10%)

8

Reorganize
'Silkroad 21'
into a represen-
tative export
marketing site

- Make a complete revision of existing e-marketplace site with launch of 'BuyKorea.org' (December 2003 ~ August 2004 Posdata).

9

Firmly establish
cyber exhibi-
tions/business
talks as new
marketing tools

- Expand on and offline-grafted cyber exhibitions/business talk sessions and operate KOTRA's permanent cyber business discussion site efficiently.
- Expand related technological foundations, including development of cyber exhibition sites and establishment of buyer DB analysis/automatic matching systems (2003~2008 Korea Polytechnic University).

10

'Integrated
Search'
foundation

- Categorize trade information diversely to suit related agencies and prepare future networking services.

11

Operate a pub-
lic information
service on com-
mercial laws

- Collect/analyze and provide WTO criteria, trade laws/regulations and policy-related information of trading partner countries via the Internet.

Promotion of Cooperation Projects to Realize Nation-to-Nation Paperless Trade

12

Expedite Korea-Japan/PAA paperless trade projects

- Expand the Hyundai Motor-Mitsubishi e-document exchange project being applied to actual transactions since April 2003, and promote an e-B/L model system project jointly between Korea and Japan.
- Make joint efforts to promote bilateral cooperation projects at an early date through continued holding of private-government working-level meetings with Japan's Ministry of Economy and Industry.
- Continue to promote East Asia's eight-nation cooperation projects centering on PAA.

13

Participate actively in discussions at international organizations.

- Actively join regional paperless trading discussions and cooperation projects at APEC's ECSG (e-Commerce Steering Group).
* Suggested hosting of APEC PPP (Public-Private Partnership) Dialogue on Paperless Trading (9th meeting in February 2004)
- Continue to promote Korea-Europe e-trade cooperation projects centering on ASEM TFAP (Trade Facilitation Action Plan).

14

Bilateral paperless trade cooperation utilizing FTA negotiations

- Utilize ongoing Korea-Japan and Korea-Singapore FTA negotiations to promote bilateral paperless trade cooperation.

Proliferation of e-Trade Utilization to Trading Firms

15

Expand supply
of Internet-
style integrated
trade manage-
ment solutions

- Supply solutions together with ERP, SCM, etc. as part of the IT-ization project for SMEs.

* 1.5 billion won, 370 firms (earlier target 300 firms) in 2003 → one billion won, 200 firms in 2004

16

Hold publicity
events to
spread e-trade
utilization

- Hold industry-academia-research 'e-Trade' forums or seminars to spread awareness of e-trade and to expand the low level of utilization (two times/year).
- Hold 'Nationwide e-Trade Roadshow' for college students and SMEs and other publicity events by utilizing universities and KITA's local chapters across the country (30 times/year).





e-Trade Promotion Committee

(Under the KITA Umbrella)

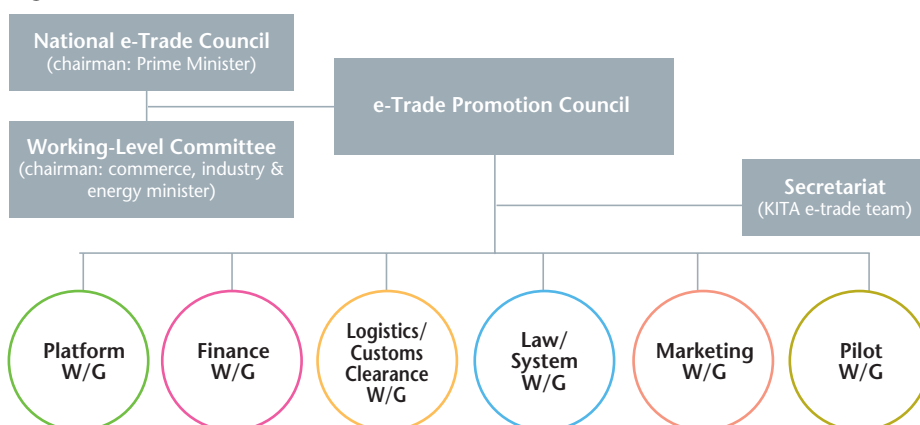
1. e-Trade Promotion System
2. Promotion Tasks by Working Group
3. Major Business Promotion Projects and Achievements



1. e-Trade Promotion System

Operation of Private e-Trade Promotion Council

To support e-trade infrastructure establishment and proliferation from a pan-national perspective, KITA has organized a Private e-Trade Promotion Council. The council is operating six working groups by function, identifying bottlenecks and tasks, and seeking solutions.



Seo, Jung Uck : Chairman of Private e-Trade Promotion Council

Education and Career

Mar. 1957	Seoul National University (BS in Electrical Engineering)
May 1969	Texas A&M University (PhD in Electrical Engineering)
May 1997	Seoul National University (Global CEO Program)
Aug. 1957~Aug. 1970	Chairman, Electronics Department, ROK Air Force Academy
Aug. 1970~Nov. 1983	Division Head, Vice President, President, Agency for Defense Development (ADD)
Aug. 1971~Jan. 1984	Lecturer, Seoul National University, Visiting Professor, Korea University
Jan. 1984~Dec. 1990	TDX and TICOM Project Manager, Senior Executive Vice President, Korea Telecom
Dec. 1986~Dec. 1987	President, Korea Institute of Telematics and Electronics
Dec. 1990~June 1992	Vice Minister, Ministry of Science and Technology
July 1992~Aug. 1993	President, Korea Institute of Science and Technology (KIST)
Sept. 1993~Sept. 1995	CDMA and KOREASAT DBS Project Manager, Chairman, Commission for Radio Communications Development, Ministry of Information and Communications
Mar. 1995~Dec. 1998	President, SK Telecom (formerly Korea Mobile Telecom)
Jan. 1998~Apr. 1999	Chairman, Commission for IMT-2000 system II Development
Dec. 1998~Feb. 1999	Vice Chairman, SK Telecom
Mar. 1999~Mar. 1999	President, ChoDang University
Mar. 1999~Mar. 2001	Minister, Ministry of Science and Technology
June 2004~	Chairman, Korea KCALS/EC Association



Organization of National e-Trade Council

e-Trade is a system that innovates the existing trade process and its structure fundamentally by utilizing the latest IT technologies, including the Internet. Due to the need for a national-perspective body for e-trade promotion to lead cooperation between related agencies efficiently and to resolve obstacles quickly, this council was organized in 2003.

2. Promotion Tasks by Working Group

Working Group	Major Promotion Tasks (incl. Future Business Plans)
Platform	<ul style="list-style-type: none"> • Build an integrated e-trade platform • Carry out e-trade standardization work
Finance	<ul style="list-style-type: none"> • Establish e-payment methods for auxiliary export/import expenses • Prepare e-L/C distribution methods • Monitor international payment-settlement solutions and seek ways of introduction
Logistics/ Customs	<ul style="list-style-type: none"> • Issue e-L/G, e-D/O and support set-up of inquiry systems • Establish information-sharing systems among cargo-owners, shipping companies, forwarders and bonded warehouses • Assist standardization and expansion of logistics-related e-documents
Marketing	<ul style="list-style-type: none"> • Support overseas marketing through e-trading companies • Supply and expand utilization of integrated trade management solutions • Hold forums/seminars/explanatory meetings for spread of e-trade utilization
Global/ Law Systems	<ul style="list-style-type: none"> • Establish e-trade process through trade process BPR • Support networking projects for Korea-Japan and Northeast Asian trade networks. • Examine e-trade-related laws/systems and recommend improvements
Pilot	<ul style="list-style-type: none"> • Identify projects for e-trade utilization and conduct pilot tests

3. Major Business Promotion Projects and Achievements

Map of Standardization Guidelines for e-Trade Documents

Background

- Developed e-document preparation guidelines to prevent duplicate investments and confusion during circulation of Internet-based (XML) e-documents that may take the place of individual enterprises' application of their respective private standards.

Business Content

- Collected opinions through platform working group and implemented the latest e-document standardization guidelines for e-trade which reflected recent international standardization trends. e-Trade communities can easily apply through joint work with Korea Institute for Electronic Commerce (KIEC) (April 14, 2003 - July 14, 2003).

Enacted e-Trade Infrastructure Networking Technology Standard and Tested Operation

Background

- Existing e-trade networking technologies are VAN-EDI centered.
- Early development of guidelines was needed due to the possibility of mutual networking problems when Internet-based open-type e-trade platforms are established in the future.

Business Content

- Prepared networking technology standards and test guidelines (June 23, '03 - November 23, '03) jointly with KTNET based on consultation with business and academic experts.
- Verified the enacted standards and guidelines by applying them to test networks with five major VAN and MP firms (Dacom, Hanjin-Net, Samsung Networks, LG-CNS, EC Plaza).
- Submit the standards and guidelines to PAA, etc. for global standardization.

Established e-Country of Origin (C/O) Issuing Systems

Background

- The EDI issue of e-C/Os is not possible for non-member firms of Korea Chamber of Commerce & Industry (KCCI), except via offline method. A lack of utilization of the e-C/O system has served as an obstacle to proceeding with non-stop trade processes due to inconvenience of use by provincial enterprises with non-participation by local KCCI offices.
- Meanwhile, regulations on the issue of C/Os for export products were revised in September 2002, and under the improved system, the fee for issue of an e-C/O was reduced to 50% of that for paper applications.

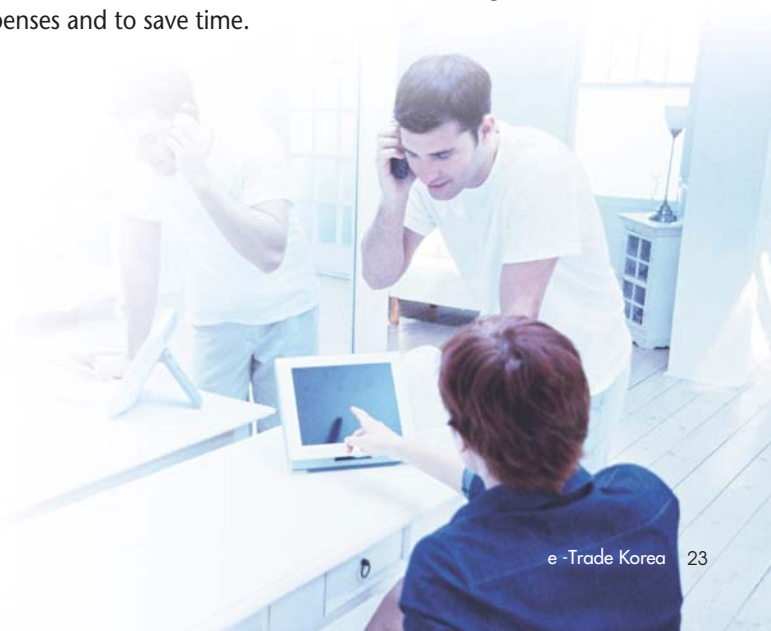
Business Content

- Improved the system to enable non-members also to settle payment online and established the ASP function for the e-C/O issue system for easier participation by provincial KCCI offices.
- Established/improved the system in a 'Matching Fund' manner (50% KCCI, 50% assisted by national budget) during May 2, 2003 - September 2, 2003 period and held an explanatory session (September 23, 2003) to stimulate utilization of the e-C/O issuing system.
- The number of issued e-C/Os jumped 57% since inauguration of the improved system (October 1, 2003).

Activated e-L/G (Letter of Guarantee) Usage Agreements

Background

- Implemented electronic issue and confirmation of L/G and stimulated its usage to cut cargo-owners' logistics expenses and to save time.



Business Content

- Established e-L/G inquiry system on KTNET's MFCS and concluded business cooperation agreements among KTNET, the Korea Federation of Banks (KFB) and International Shipping Agencies Association of Korea (ISAAK).

Jan. 8, '03	Completed construction of e-L/G EDI system on KTNET's MFCS.
June 25, '03	Held working-level discussion and roundtable for an agreement with Busan Inbound Council.
Aug. 4, '03	Exchanged MOUs among Korea Federation of Banks (KFB), KTNET and International Shipping Agencies Association of Korea (ISAAK) (All banks nationwide, 36 shipping agencies)
Aug. 26, '03	Held an e-L/G utilization explanatory session for shipping companies.
Sept. 4, '03	Held an e-L/G utilization explanatory session for cargo owners.
Sept.~Oct. '03	Provincial explanatory tours (Daegu, Incheon, Busan, Changwon, Cheongju, Jeonju)
Nov. 14, '03	Concluded additional agreements with seven shipping companies (No. of participating companies: total 43).

Prepared for Development of e-D/O Processing System

Background

- Developed electronic D/O (Delivery Order) processing system, with which shipping companies can notify warehouses to deliver imported cargoes.
- Enhance efficiency and convenience through simplification of work processes for cargo owners, shipping firms, forwarders and warehouses. (cut logistics costs by reducing document-processing manpower, time and expenses, process cargoes rapidly and prevent problems caused by falsification/forgery of documents)

Business Content

- Set up shipping companies' e-D/O issue and service system for cargo owners.
- Build a system to issue agreements on D/Os (bonded transporters/stevedoring firms)
- Establish a bonded warehouse confirmation system.
- Construct an integrated information provision service for cargo owners.

Promoted Electronic Exchange of Empty Carriage Information to Rationalize Export/Import Logistics

Background

- Achieve early establishment of e-trade by understanding the kinds and payment settlement status of export/import auxiliary expenses and establishing e-payment methods.
- Enhance the competitiveness of businesses through reductions in export/import auxiliary expenses of trading companies and rapid processing of work.

Business Content

- InterGen Consulting Group, an e-trade consulting specialist, completed two months (March - April 2003) of consultancy.
- Classify into export and import financing and logistics expenses required to carry out exports and imports, understand their types, payment settlement methods and practices and prepare ways to improve e-payment settlement.
- Realize systematic improvement (electronization of e-payment process)

Established KTTA's EDI Issue of E/Ls and e-Payment Settlement System for Fees

Background

- For the members of KTTA (Korea Textile Trade Association), there is no convenience through EDI approval. However, non-member firms are visiting the association directly to get approval and paying fee. (members: 900 firms, non-members: 2,500 firms)
- Reorganize the system in a way to enable non-members also to get approval and pay fees via EDI and pursue timely work and cost reductions.



Business Content

Apr. 2003	KTТА was selected with priority according to results of consultancy.
July 2003	e-Trade Promotion Council resolved to promote the project.
Aug. 2003	Supported establishment of E/L EDI approval system and e-payment settlement system for fees. (Service Contractor: IC&IT)

- Expand E/L EDI approval for all textile and fabrics traders.
- As associate-member firms can process trade and fee-related affairs online via the Internet, customer service time and expenses can be reduced, together with enhancement of services for traders.
 - Shorten E/L issue period: average 3 hours → 10 minutes
 - Spread E/L EDI issues: 60% → 90%

Operated e-Trading Companies and Promoted Support Projects

Background

- Select e-trading companies to assist small and medium enterprises (SMEs) with trade-related information and trade affairs services and marketing activities, including identification of overseas buyers.
- Transfer e-trading companies' trade marketing knowhow to SMEs in order to achieve export expansion of promising products and induce them into e-trade businesses.

Business Content

- MOCIE-designated three e-trading companies to take care of 50 SMEs each (total 150) and to support their transactions.
- Publicize export products with marketing support through on-off line promotion and common information sharing between e-trading companies and conduct education.
- Induce small and medium manufacturers to use electronic transactions by processing trade affairs jointly with personnel in charge at businesses.

Supplied Integrated Trade Management Solutions

Background

- Raise export competitiveness of businesses through reductions in export/import-related auxiliary expenses with implementation of e-trade through spread of integrated trade management solutions.

Business Content

- Selected seven IT firms for supply of integrated trade management solutions developed in 2003.

Set Up e-Civil Petition System for Trade-Related Agencies

Background

- One-stop processing of export/import requirements-confirmation between related agencies and trading firms by linking with an integrated service system (ASP Frame) utilizing the Internet.

Business Content

- Mapped out a 'Three-Year Plan to Establish e-Civil Petition System' in accordance with the results of e-civil petition survey BPR/ISP conducted in the first half and set up e-civil petition system for five export/import requirements-confirmation agencies in 2003.
 - Service Contractor: KTNET
 - Project Implementation Period: July 18-November 28, 2003
 - Agencies implementing e-civil petition systems in 2003: Korea Chemicals Management Association (KCMA), Korea Testing Laboratory (KTL), Spinners & Weavers Association of Korea (SWAK), Korea Dairy Industries Association (KDIA) and Korea Aerospace Industries Association (KAIA).
 - Developed and applied common models that can process EDI transmissions via the Internet between trade requirements-confirming agencies and customs.
 - * Targets: 15 agencies, including Agricultural and Fishery Marketing Corporation and Korea Feed Association.

- Major System Development
 - Established an integrated service system linking export/import firms, trade requirements-confirmation agencies and Korea Customs Service through set-up of export/import requirements-confirmation ASP Frame (www.aspline.co.kr)
 - Developed standard import approval/recommendation e-documents, including application of Internet-based security/certification systems.
- Expected effects for traders from establishment of e-civil petition system in 2003
 - Time saving effect: 1,705 firms, total 106,590 hours
 - Expense reduction effect: annual 3.7 billion won

Promoted BPR/ISP to Improve Export/Import e-Petition Process

Background

- Analyze business environment of trade-related agencies and set up trade process BPR and system establishment ISP in order to convert the agencies' confirmation of export/import requirements (approval, recommendation, inspection, etc.) to e-trade-style processing.

Business Content

- Major Business

Category	1st Year (2003)	2nd Year (2004)	3rd Year (2005)
Established Goals	Realize the initial model of an integrated ASP framework for civil petition agencies	Upgrade for provision of one-stop service	Link and spread related systems
Target Organizations	Korea Aerospace Industries Association (KAIA) Korea Dairy Industries Association (KDIA) Spinners & Weavers Association of Korea (SWAK) Korea Chemicals Management Association (KCMA) Korea Testing Laboratory (KTL)	Korea Feed Association (KFA) Korea Copper Industries Association Korea Nonferrous Metal Cooperative Korea Electric Test Institute (KETI) Korea Electromagnetic Research Institute (KERI)	Korea Feed Ingredients Association Korea Seed Association (KSA) Agricultural & Fishery Marketing Corp. (AFMC)

- Service Agency: KTNET
- Project Period: March 10 - May 10, 2003
- Promotion Tasks
 - ▶ Analyze export/import-related agencies' work process and environment
 - ▶ Analyze related laws and regulations and suggest improvement methods
 - ▶ Suggest detailed plans to establish an integrated framework for confirmation of the export/import requirements
- Results of Service Implementation
 - Clarified the need to introduce an e-civil petition system through the BPR/ISP, identified 13 agencies with significant ripple effects and suggested a step-by-step establishment plan over three years.

Expanded Korea-Japan Trade Network and Increase Utilization

Background

- Provide policy support for effective promotion of the Korea-Japan paperless trade project, resolve systematic difficulties and supervise/check the status of e-trade network establishment between the two countries.



Business Content

- Built an actual e-trade transaction system
 - Completed exchange of substantial data on four kinds of e-documents for export/import of cold-rolled steel sheets between Hyundai Motor and Mitsubishi Corp.
 - As for invoice, packing list, B/L information and mill P/L, monthly average of 400 cases have been processed since April 2004.
- Held Second Korea-Japan Private-Government Joint Working-Level Council meeting
 - Date & Place: March 10, 2003, Seoul
 - Agreed to make joint efforts for identification and spread of participating firms so as to realize e-trade between the two countries.
- Recommended Korea-Japan e-trade promotion project as an agenda for the bilateral summit meeting.
 - Recommended adoption of 'Korea-Japan e-trade cooperation initiative' to upgrade the bilateral e-trade promotion project one level and to reinforce full-scale cooperation.

- Submitted recommendation letters to Cheong Wa Dae, Ministry of Commerce, Industry and Energy (MOCIE), Ministry of Foreign Affairs and Trade (MOFAT), etc.
- Increased utilizers of Korea-Japan e-trade network
 - Secured six additional hub users, including Hyundai Hysco, LG Industrial Systems, Doosan and Toray Saehan Inc.
 - Promotion Tasks
 - ▶ Analyze export/import-related agencies' work processes and environment
 - ▶ Analyze related laws and regulations and suggest improvement methods
 - ▶ Suggest detailed plans to establish an integrated framework for confirmation of the export/import requirements

Promoted BPR/ISP Projects for Trade Process Innovation

Background

- Analyze and redesign all existing trade processes, marketing, customs clearance, logistics, payment settlement, etc., and establish strategies to build a pan-national e-trade system through grafting of digital technologies, including the Internet.

Business Content

- Established trade process innovation and informationization plans (BPR/ISP)
 - Consulted with MOCIE, Ministry of Information & Communication (MIC), KCS, National Computerization Agency, etc. for project promotion.
 - Supported adoption of BPR/ISP as one of e-government's 20 tasks at the Government Innovation Council chaired by the President.
 - Business Promoter: Samsung SDS

Constructed a Central e-Trade Storage

Background

- There was a need for e-trade central storage built by a credible third party in order to secure legal sufficiency of e-documents in preparation for legal disputes between transacting parties.
- Storage functions were needed to provide e-trade auxiliary services through storage of e-documents transacted on e-trade platforms.

Promotion Methods

- Set up a pilot central e-trade storage system
- Develop e-trade infrastructure networking functions
- Develop functions to store, manage and restore e-documents
- Prepare e-trade-related auxiliary service networking foundation (e-B/L, e-C/O, etc.)

Support Linkage with Overseas Networks and Promote Model Projects

Background

- Assist standardization of infrastructure networking for implementation of e-trade cooperation through PAA, ASEM, APEC, etc.

Promotion Methods

- Support promotion of the pilot project for the e-B/L system to be implemented as a Korea-Japan e-trade project.
- Link global SCM system under promotion as part of Korea-Japan e-Trade Hub with platform WG project.
- Assist standardization work for networking of international cooperation projects like PAA.

Promote Development of e-D/O (Delivery Order) System

Background

- Reduce logistics costs through establishment of a system to confirm and provide notification of shipping company's D/O electronically by extending the existing shipping firm-banks-cargo owner networks to warehouse firms.
- Enhance working efficiency through simplification of work processes of cargo owners, shipping companies, forwarders and warehouse firms.
- Quicken cargo processing and prevent falsification/forgery incidents
- Upgrade logistics electronization qualitatively through standardization and rapid sharing of information.

Promotion Methods

- Develop systems (with matching funds with KTNET)
- Conclude/publicize e-D/O agreements

Create Foundation to Introduce e-B/L

Background

- The most important element for promotion of e-trade is introduction of e-B/L, electronic Bill of Lading.
- For creation of the foundation to introduce e-B/L, a TEDI-developed system is to be tested for Korea-Japan e-trade, which is promoting a paperless trade model project.
- Establish step-by-step promotion strategies through R&D of most desirable approaches from the long-term and strategic viewpoints for introduction of e-B/L.

Promotion Methods

- Organize logistics/finance working groups' joint task force teams
 - Define project direction for introduction of e-B/L
- Conduct pilot tests by utilizing Japanese TEDI's RSP system.
 - Feasibility study
 - Service and system designs
 - System realization and marketing
- Set up long-term strategies to create foundation for introduction of e-B/L.
 - Survey of demands and status
 - Establish long-term strategy and plans

Promote Logistics B2B Platform Establishment and Visibility Projects

Background

- Establish a comprehensive inquiry system for customs-clearance information related to imported cargoes and seek reduction in auxiliary trade expenses for cargo-owners.
- Set up a cyber transportation support system.
 - Provide empty vehicle pool information.
 - Offer mediation service for provincial empty vehicles.
 - Support spread of utilization.

Promotion Methods

- Develop individual forwarder-use 'Visibility Web Service (Skin)
- Establish ITROS (International Transport Route Optimization Service)
- Build a cyber cargo transportation support system.

Support GSCM for Establishment of a Northeast Asian Logistics Hub

Background

- Assist in establishment of Global SCM (GSCM) to manage production and material supply with overseas production bases efficiently, while maintaining core technologies and facilities at home.

Promotion Methods

- Northeast Asian GSCM establishment model project (consulting).
 - Conduct fact-finding survey of firms that have advanced abroad.
 - Investigate policy needs.
- Northeast Asian GSCM establishment model projects (development)
 - Map out pilot application plans
- Establish and make available Northeast Asian GSCM.

Support Systems/Policies to Create Environment for Establishment of e-Trade Networks

Background

- Monitor and mutually discuss the establishment trends of overseas e-trade networks, Korea-Japan e-trade model project, Pan Asian e-commerce Alliance (PAA), APEC's paperless trade, etc.
- Build commercially-viable pan-national e-Trade Hub by expanding application documents and utilizing enterprises based on the Korea-Japan model project and PAA.

Promotion Methods

- Monitor and discuss Korea-Japan model project, PAA and APEC's paperless trade trends.
 - Hold the third Korea-Japan private-government joint meeting.
 - Discuss specific future promotion methods, including budgetary support by Japan's Ministry of Economy and Industry for TEDI, the Japanese partner for this project.
 - Monitor PAA promotion trends: 14th meeting, etc.
 - Monitor APEC ECSG (e-commerce steering group) meeting
- Support the spread of e-trade network utilizing firms abroad.
 - Korea-Japan model project: LG Industrial Systems, Haitai Confectionery, Toray Saehan, Fujitsu Korea, etc.
 - PAA: Hyundai Hysco, GM Daewoo, Pangrim, Doosan Electro-Materials, etc.
- Assist in preparing legal/systematic framework for establishment of e-B/L system.
 - Study respective countries' legal systems for B/L and promote multilateral user regulations utilizing Club Agreement.



BPR / ISP Consulting by Samsung SDS Consortium

1. Overview
2. Summary of Environmental Situation Analysis
3. Future Models
4. Implementation Plans
5. Expected Effects



1. Overview

Background and Purpose

A drastic improvement in trade process was needed to address changes in domestic trade-related policies as well as the evolving global trade environment, including new restrictions. There also was a need to confront a fundamental change in the trading system in the wake of rapid information technology development. These challenges and changes required trade process BRP and ISP to promote and realize a comprehensive e-trade platform.

This project was implemented to realize e-trade through expansion and reinforcement of the national e-trade infrastructure, stimulation of trade cooperation through networking of corporate e-business and e-trade infrastructure and establishment of a global e-trade network; to boost e-trade through improvement of laws and systems; and to achieve the 'e-Trade Korea' vision of a strong trading nation in the 21st century.

Major Tasks

Regarding the target agencies and scope of work, recommendations were collected from trade-related organizations, including trading firms, government authorities such as the Ministry of Commerce, Industry and Energy (MOCIE), Ministry of Information and Communication (MIC) and Korea Customs Service (KCS), shipping companies, airlines, banks, etc. for reflection in the project.

After classification of the trade process innovation (BPR/ISP) project into three areas, related tasks were carried out:

- Trade Process Redesign suggested a new blueprint for the trade process, designed a one-stop trade process, established support strategies, analyzed the responsibilities of related organizations and decided items for improvement;
- Informationization Strategy Planning mapped out strategies to set up a single-door integrated e-trade system, sought ways of linking related networks and established budget and implementation plans for a step-by-step construction of the platform.
- Legal/System identified tasks for legal and systematic improvement and work relationships among government agencies and trade players and suggested operating systems and gradual change management methods for the implementation of BPR results.

Primary Implementation Schedule

The period of this project was from December 26, 2003 to June 30, 2004. From the initial stage, the project proceeded, in order, with environmental analysis, analysis of current status, design of future model and establishment of action plans.

With a commencement report on January 16, 2004, made in the presence of Commerce, Industry and Energy Minister Kim Chil-Doo marking the start, the project had a final completion meeting on June 22 after an intermediate report session on April 2 and a public hearing on May 19.

2. Summary of Environmental Situation Analysis

Main Content of Environmental Analysis

The role of informationization factors is increasing due to deepening of international competition, the need to secure export competitiveness and heightened importance of the trade-related IT environment.

As a result of an analysis of the international political situation, global economic environment, sociological/cultural environment, industrial technology environment and market environment, conclusions were reached that the most important core success factors for this project were the establishment of an integrated e-trade foundation, round-the-clock e-trade process, realization of a paperless trade environment at home and abroad, acceleration of e-trade utilization, improvement of laws and systems for the use of e-trade and establishment of gradual implementation plans.

The five core success factors and seven core informationization demands were analyzed. Correlation analyses of four promotion strategies were conducted to accelerate e-trade - creation of national e-trade infrastructure appropriate for the Internet environment; realization of sustained e-trade service; reinforcement of external cooperation to realize nation-to-nation paperless trade; and acceleration of e-trade utilization proliferation in business communities.

Key Content of Present Situation Analysis

An analysis of the current situation was made after dividing the effort into work process and information system.

The work process team analyzed all trade processes from marketing to foreign exchange/payment settlement, commerce/insurance and logistics/customs clearance. Present situation surveys, including document survey and telephone survey, were conducted with 230 agencies and firms, concentrating on trading firms, service providers and related organizations.

Derived from the analyses were eight improvement methods:

- Establishment of comprehensive overseas marketing information network,
- Development of specialization/education programs by business sector,
- Preparation of legal foundation for distribution of e-documents and e-payment settlement for imports,
- Set up of a global e-document certification system,
- Identification of ways to introduce an e-credit sales (factoring) system,
- Improvement of export/import requirements-confirmation process and expansion of online services,
- Establishment of a life-cycle management system for confirmation of export/import requirements, and
- Standardization of e-documents and activation of e-L/G (Letter of Guarantee), e-D/O (Delivery Order) and e-B/L (Bill of Lading).

The information system team classified the types of utilization of the trade automation system and compiled and analyzed the information systems of 68 firms (28 traders, 19 related agencies, 10 related businesses, and 11 information providers) and their needs for informationization.



As a result, eight improvement methods were derived:

- Functional advancement of e-trade user solutions and enhancement of efficiency through networking between functions,
- Promotion of online requirements-confirmation work, including expanded application of e-civil petition system,
- Networking information systems between related agencies, requirements-confirmation institutions, customs clearance-related agencies, etc.
- Linkage of trade process and payment settlement,
- Provision of Internet-based open-type information-access environment,
- Establishment of distribution management system for e-trade documents,
- Standardization of key documents, invoice, packing list (P/L), shipping request (S/R), B/L, etc., and
- Provision of custom-tailored services through establishment of overseas marketing support system.

The work process team developed 11 key promotion tasks: improvement of requirements-confirmation procedures, improvement of procedures for digitalization of the negotiation process, procedural improvement of the logistics process, establishment of an e-payment settlement environment for auxiliary trade expenses, promotion of construction of a common banking infrastructure, securing the credibility of overseas marketing information, establishment of ways to adjust overseas marketing-support projects, establishment of measures to induce renowned foreign buyers, development of specialization/professional education programs/system, set-up of information management system from implementation to abolition of requirements-confirmation work, and establishment of cargo owner-centered logistics/customs clearance information management methods.

Seven key tasks for the informationization system also were derived: construction of overseas marketing-support system, establishment of payment settlement system for auxiliary export/import expenses, establishment of online requirements-confirmation system, standardization of e-documents, establishment of e-document distribution management system, construction of trading firm-centered single interface and networking between related agencies.

To implement the 18 promotion tasks, the legal and system team concentrated on five core tasks: readjustment of e-trade laws and establishment of direction, creation of e-trade infrastructure and improvement of operating system, improvement of laws/systems for activation of e-document distribution, ways of international cooperation for realization of nation-to-nation paperless trade, and proliferation of e-trade users and preparation of support foundation.

3. Future Models

Direction for Development

The direction to develop future models is to establish trader-centered seamless services, prepare a legal and systematic foundation to realize targeted models, maximize utilization of infrastructure and actively accommodate the latest information technologies.

Definition of Future Process

The definition of future process was analyzed after classification largely into export process and import process.

Future Export Process

Ten improvement tasks were identified based on an analysis of processes from contract to payment settlement for export goods, centering on core promotion tasks by function derived in the course of a situation analysis:

- 1) Improvement of processes between export permit/report agencies and approval agencies,
- 2) Ways of networking for export S/R and B/L documents,
- 3) Procedural improvement for digitalization of document negotiation process,
- 4) Process improvement for digitalization of document negotiation against local L/C,
- 5) Cultivation of trade-related specialized information providers in the stage prior to contracting,
- 6) Establishment of ways to secure credibility of information regarding offering/transaction parties,
- 7) Expansion of overseas market survey/analysis experts at overseas offices,
- 8) Composition of organizations for adjustment and integration of export-support projects,
- 9) Establishment of export-support management systems, and
- 10) Service expansion of e-trade mediation agencies.

Future Import Process

Nine improvement tasks were identified from import approval and export/import requirements-confirmation processes as a result of an analysis identical to the export process:

- 1) Establishment of an information management system from formation of requirements-confirmation agencies and implementation to abolition,
- 2) Recommendation and inspection/verification/certification,
- 3) Ways of improving processes from permit/report/approval stages,
- 4) Issue of L/G for import goods and request for D/O,
- 5) Improvement of import-related document distribution process centering on L/G and D/O,
- 6) Cultivation of trade-related specialized information providers for credit inquiry in counterpart nations, identification of business partners, publicity for goods and market survey in advance of contracting,
- 7) Establishment of ways to secure credibility of information regarding offering/transaction parties,
- 8) Expansion of overseas market survey/analysis experts at overseas offices,
- 9) Service expansion at e-trade mediation agencies.

Present and Future Shape of e-Trade

With one-on-one (1:1)-based networking through trade automation networks like VAN/EDI, the existing e-trade system is unable to perform seamless processing of work. Therefore, there still exists repeated submission of the same attached documents to several agencies as well as offline submission. When exchanged documents are submitted to a third party, they are often delivered offline because the authenticity of the documents cannot be verified.

To resolve these problems, online networking of users and related agencies will be achieved based on the e-trade platform to avoid duplicate submission of attached documents. Seamless trade processing also will be available, including document distribution centering on document storage. When linked with global networks, it also can be developed into a national representative hub.

The primary functions of e-trade consist of e-trade services and e-trade infrastructure and enable:

- One-stop processing of all trade procedures at a single window, including marketing, commerce, customs clearance, foreign exchange and logistics,
- Prevention of duplicate submission of attached documents through online networking with other agencies,
- Networking with different services and relay system centering on document storage and
- Global networking as a national representative e-trade platform.

Future Shape of e-Trade Platform

The direction for realization of an e-trade platform from the perspectives of service, infrastructure, networking and security are:

- In the service sector, it will integrate a wide variety of services based on N:N networking after expansion and advancement of existing 1:1 networking-based services,
- In the infrastructure sector, existing VAN/EDI and Internet-based XML/EDI systems will be advanced, focused on securing distribution of e-documents through networking with e-document storage systems,
- In the networking sector, the latest technologies will be accommodated, along with further expansion of global networking and
- In the security sector, the latest technologies will be applied by respective area so as to establish internationally credible models.



Concept of e-Trade Platform

Conceptually the e-trade platform can be classified into services provided to users and infrastructure, a basic structure that supports the trade process.

The services category can be subdivided into B2B services and B2G services according to the character of trade procedures, and also can be further divided into private services and public services depending upon whether private businesses participate in it or not.

Seen as core infrastructure, e-trade infrastructure consists of an e-document relay system that exchanges, converts and links the services with an e-document storage system; e-document storage that manages the original copies of e-documents, verifies their content and provides evidence of delivery; and standard registration storage that manages the standard e-document forms.

Networking with related agencies is achieved through connection to the core infrastructure of the e-trade platform for Web service networking, document delivery, networking of applied programs and data linkage/integration.

Definition of e-Trade Platform by Factor

e-Trade service is an application service enabling processing of various trade procedures and preparation/exchange of e-documents. Users of this service are primarily small and medium trading firms. Large enterprises can link directly with the platform infrastructure through self-established systems.

As mentioned above, e-trade services can be classified into B2B with service provided by the private sector and B2G, service provided through networking between the government and related agencies.

Qualitative enhancement of B2B services is possible through participation and competition of private businesses, such as in foreign exchange and payment settlement. B2G service is carried out by government agencies specialized in commerce, customs clearance, etc., but provision of the services through private businesses is also possible as in the case of KTNET's customs clearance service.

As a common base that enables e-trade service, e-trade infrastructure is composed of e-document storage, e-document standard form registration storage and e-document relay system.

Integrated Composition Diagram (Ref. Consulting Completion Report)

As shown in the figure, the e-trade platform is composed largely of two separate areas. Centered on the router at the left, the upper area is e-trade services, which mainly provide the service framework and inter-system networking, and the lower area is e-trade document storage, which stores documents that support e-document distribution and provides various certification services, such as evidence of original documents.

In e-trade document storage, security and stability are very important and therefore, it is shown separate from e-trade services. As a means to protect the system from ill-intentioned attacks, viruses, etc., firewalls and hazardous traffic analyses also are provided.

Improvement of e-Trade Laws/Systems

Based on the five key tasks for laws and systems, there is a need to enact an e-trade promotion law and legalize establishment and operation of e-trade infrastructure. Through specific enumeration, e-documents must be given legal effect and systematic improvement for stimulation of e-trade activities has to be made, together with preparation of a legal framework for international distribution of documents.

4. Implementation Plans

Phased Promotion Plan

First stage 'Core Infrastructure Establishment,' second stage 'Infrastructure Advancement' and third stage 'User-Environment Advancement' projects are to be executed from the second half of 2004 through 2007.

- At the 'Core Infrastructure Establishment' stage, to proceed from the second half of 2004 to 2005, core e-trade platform infrastructure is to be established with priority along with promotion of e-document standardization in consideration of distribution. e-Trade document storage and service framework also are to be built to secure distribution of e-documents by revamping core e-trade document standardization-related laws and systems. Considered important at this stage is clear determination of the promotion roles for integration and adjustment of opinions from a number of e-document distribution-related agencies.

- The second 'Infrastructure Advancement' stage, to start in 2006, will advance core infrastructure elements technically and functionally and expand various e-trade services. It is designed to advance the function of e-trade document storage, establish an e-trade portal service system centered on trading firms and expand standardization of e-trade so as to support seamless trade processes. Considered important at this stage is pursuit of active participation by the private sector, such as financial institutions and logistics firms.
- The third 'User-Environment Advancement' stage will improve users' e-trade platform utilization environment, establish various types of access environment, Web service, ASP, etc., and advance users' e-trade utilization environment through linkage with global e-trade networks.

Infrastructure Establishment Schedules

The schedules for completion of each stage are first (Core Infrastructure Establishment) stage by 2005; the second (Infrastructure Advancement) stage by 2006; and the third (User Environment Advancement) stage by 2007. An investment plan was established totaling 37.94 billion won over four years: 2.24 billion won in 2004, 17.35 billion won for the first-stage project, including 15.11 billion won in 2005, 9.15 billion won in 2006 and 11.44 billion won in 2007.

Integrated Promotion Organization

It is recommended that an e-trade service project promotion corp. (tentative name) be organized as the implementation agency under the sponsorship of the Ministry of Commerce, Industry and Energy (MOCIE) and Korea Customs Service (KCS), keeping pace with policy directions of the e-government-specialized subcommittee of the Presidential Committee on Government Innovation & Decentralization, together with a comprehensive project management team to assume the roles of planning, management and adjustment for e-trade service business; a platform establishment team to build the e-trade platform and supply systems for technical support; and a council of agencies to implement cooperation projects by related ministries and agencies for process and system improvement.

5. Expected Effects

Qualitative Effects

The productivity and efficiency of the nation, conducive to business and trade, will be enhanced through process improvement centered on trading firms and also through realization of seamless trade processes. With enhancement of international competitiveness, cost-saving effects are attainable, and the nation can upgrade its image as a global e-commerce leader by developing a national e-trade hub through strategic utilization of the e-trade environment and system.

Quantitative Effects

With utilization of e-trade document storage, the nation will be able to obtain a cost-improvement effect of 710.7 billion won from the elimination of duplicate documents; a direct effect of 282.8 billion won due to trading firms' IT investment savings and productivity reinforcement from establishment of the service framework; and an indirect effect of 825.4 billion won from export expansion as a result of establishment and utilization of the e-trade platform. The expected effects total 1.82 trillion won/year.



e-Business Statistical Highlights

1. Domestic e-Business Status
2. Domestic e-Commerce Transaction Trends
3. Domestic e-Infrastructure Status
4. Global e-Business Status
5. e-Commerce Transactions by Major Nation



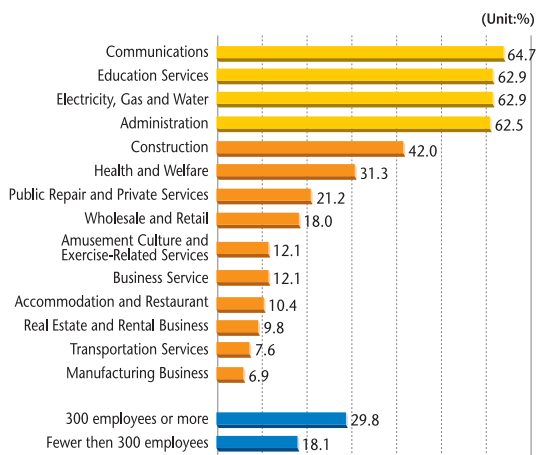
1. Domestic e-Business Status

e-Commerce Implementation Rates

Communications Sector Leads e-Commerce Implementation

In 2003, the communications sector led all others in e-commerce implementation rate at 64.7%. Four sectors had a greater than 60% rate, including education services (62.9%). After the top four, there was a considerable dropoff to construction at 42.0%, health and welfare at 31.3% and public repair and private services at 21.2%. The implementation rate at businesses with 300 employees or more was 29.8%, compared to 18.1% for those with fewer than 300 employees.

e-Commerce Implementation Rates by Business Sector



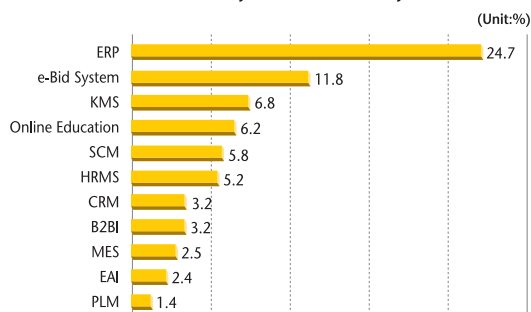
Source: Ministry of Commerce, Industry and Energy (MOCIE) 2003

Information-Communication Systems

Korean Firms Focus on ERP Systems

ERP leads all other information-communication solutions adopted by domestic enterprises, with e-bid applications coming in second.

Information-Communication Systems Introduced by Domestic Firms



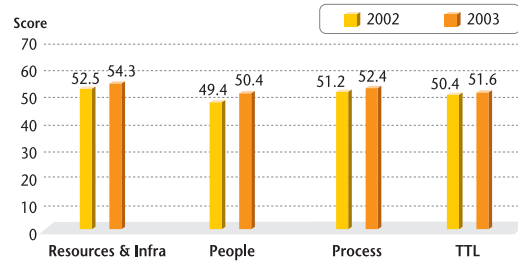
Source: Ministry of Commerce, Industry and Energy (MOCIE) 2003

Comparison of e-Business Indices

e-Business Indices Reflect Across-the-Board Progress

A comparison of the progress of the e-business sector in four key categories between 2002 and 2003 shows solid advances in each. e-Business resources and infrastructure improved the most over the one-year period as its index rose from 52.5 to 54.3. People, process and TTL also progressed but at a slower rate as evidenced by e-business indices improvement of 1.0, 1.2 and 1.2 respectively.

Comparison of e-Business Indices by Category

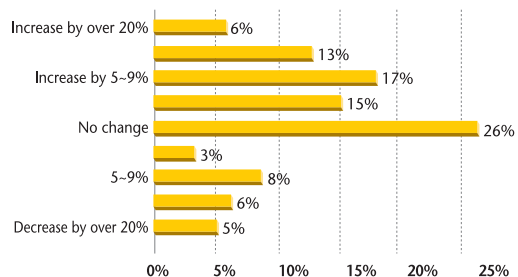


Planned e-Business Budget Adjustments

e-Business Budgets Expected to Expand in 2004

Korean businesses planned increases in e-business expenditures in 2004 compared with their 2003 budgets. A survey showed that 6% of businesses plan to increase spending by at least 20%, with 17% planning to pump up budgets between 5% and 9%. Meanwhile, 26% of businesses expect to allocate the same amount to e-business in 2004 as they did in 2003.

Planned Adjustments to e-Business Budget 2004



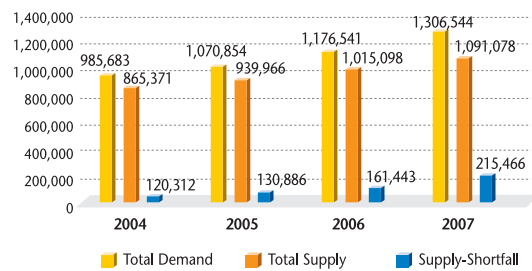
Source : AT Kearney / LineS6 2003

Domestic e-Biz Manpower

Wanted: e-Business Manpower

e-business manpower projections show a growing shortfall of skilled workers to fill positions at domestic companies between 2004 and 2007. The demand for e-business staff this year is 985,683, and is forecast to grow to 1,306,544 by 2007. Meanwhile, available manpower to fill those positions, while also rising from 865,371 in 2004 to 1,091,078 in 2007 will gradually build a greater shortfall, reaching 215,466 in 2007.

Domestic e-Biz Manpower Supply & Demand



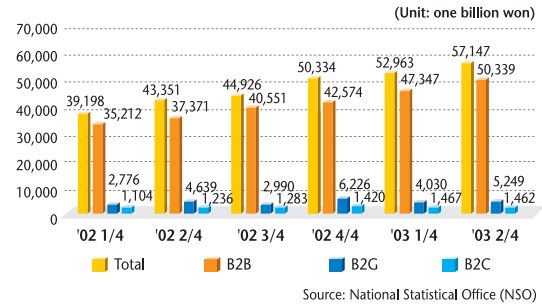
2. Domestic e-Commerce Transaction Trends

Trends of Domestic e-Commerce

B2B e-Commerce Outperforms Other Areas

Business-to-business (B2B) e-commerce continued to lead all other areas by a huge margin and was still growing in the second quarter of 2003. Meanwhile, business-to-consumer transactions remained relatively stagnant between the second quarter of 2002 and the second quarter of 2003 and accounted for the lowest transaction amount of about 1.5 trillion won compared to over 50 trillion won for B2B.

Trends of Domestic e-Commerce Scales (by transaction bodies)

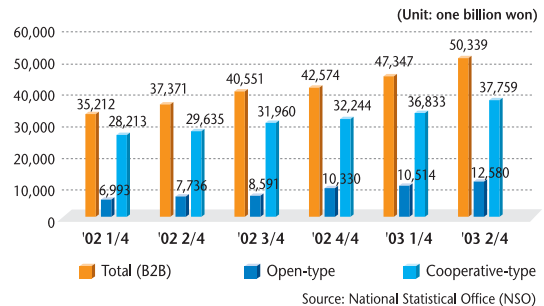


Trends of e-Commerce Scale

Cooperative B2B Partnerships Outpace Open-Type Models

Cooperative-type e-commerce relationships account for the biggest share of the business compared with open-type relationships. As of the second quarter of 2003, cooperative-type e-commerce stood at 75% of total business-to-business e-commerce transactions with 37.8 trillion won. Open-type relationships recorded 12.6 trillion won during the quarter.

Trends of e-Commerce Scale Among Domestic Firms (by transaction type)

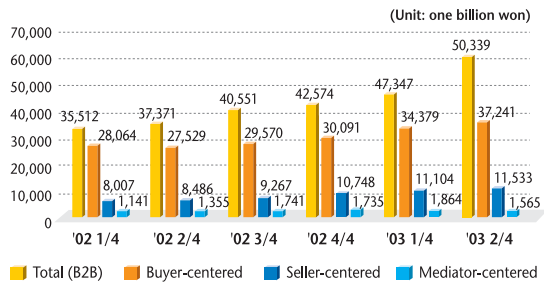


Trends of e-Commerce Scale

Buyers Initiate Most B2B Deals

Buyer-initiated e-commerce transactions account for nearly 75% of total business-to-business electronic commerce. Seller-initiated transactions reached 11.5 trillion won in the second quarter of 2003 to account for about 23%, while mediator-initiated deals involved just 1.6 trillion won. The amount of buyer-centered transactions also is growing faster than that of the other two methods.

Trends of e-Commerce Scale Among Domestic Firms
(by transaction leadership)

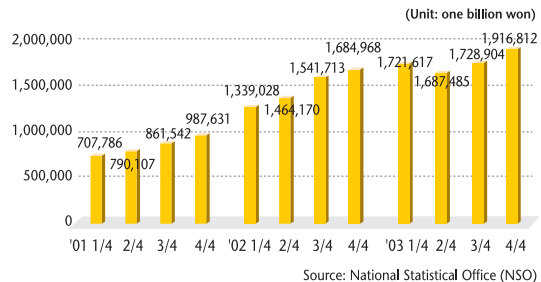


Transaction Volume of Cyber Malls

Cyber Shopping Malls Continue Expansion

Except for the second quarter of 2003, cyber shopping malls have enjoyed consecutive quarterly transaction expansion since the first quarter of 2001. As of the last quarter of 2003, the combined cyber mall shopping surpassed 1,916 trillion won. Although growth has not been spectacular, it has been steady at an average of about 22% per quarter.

Transaction Volume of Cyber Shopping Malls

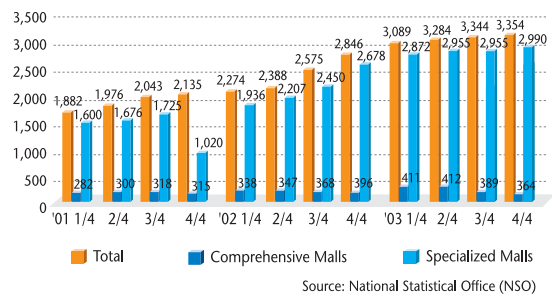


Number of Cyber Shopping Malls

Specialized Cyber Malls Fuel Growth

While the number of cyber shopping malls grew 1.8 fold between 2001 and 2004, growth slowed sharply in 2003. Among the 3,354 cyber shopping malls in operation at the end of 2003, 2,990 (89.1%) were selling in specialized fields, while 364 were handling a variety of products. Specialized cyber malls have accounted for the vast majority of growth in the sector over the past three years.

Number of Cyber Shopping Mall Businesses (by handling products)

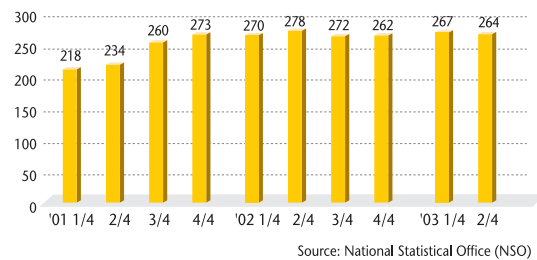


Number of Domestic e-Marketplaces

e-Marketplace Growth Stagnant

The number of domestic e-marketplaces has remained relatively constant since the third quarter of 2001 when it stood at 260. As of the second quarter of 2003, the number of domestic e-marketplaces was 264, after having reached a peak of 278 in the second quarter of 2002.

Number of Domestic e-Marketplaces

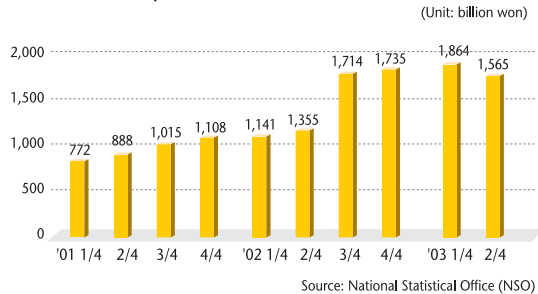


Trend of e-Marketplace Transactions

e-Marketplace Transaction Growth Levels Off

Domestic e-marketplace transactions rose sharply in the third quarter of 2002 but growth was relatively flat in the following two quarters and actually declined in the second quarter of 2003. The peak was reached at 1,864 transactions in the first quarter of 2003.

Trend of e-Marketplace Transaction Volumes

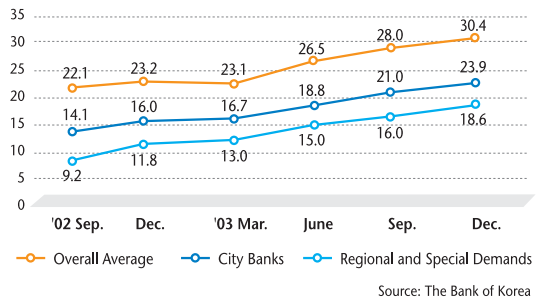


Trends of Internet Banking Rates

Internet Banking Rate Exceeds 30%

The percentage of customers using Internet banking services reached 30.4% at the end of 2003 after taking off in the second quarter. Between September 2002 and March 2003, the rate of Internet banking users remained at about 23%, but increased at an average of 2.5 percentage points per quarter thereafter.

Trends of Internet Banking Rates

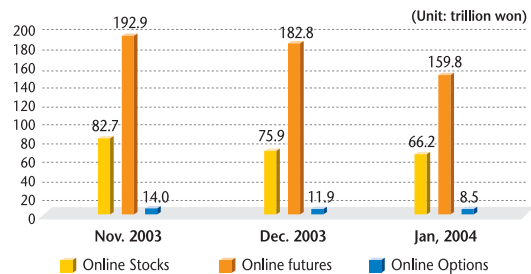


Trends of Domestic Online Stock Deals

Online Transactions Trace Decline Curve

Over a three-month period from November 2003 to January 2004, domestic online transactions of stocks, futures and options recorded notable declines. Online stock transactions fell from 82.7 trillion won in November 2003 to 66.2 trillion won in January 2004. Likewise online futures transactions and online options transactions declined from 192.9 trillion won to 159.8 trillion won and from 14.0 trillion won to 8.5 trillion won respectively.

Trends of Domestic Online Stock Transactions



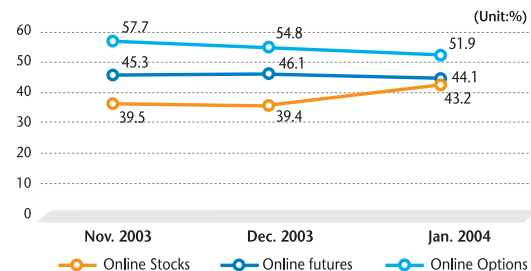
Source: Korea Securities Dealers Association (KSDA) Jan. 2004

Trend of Online Stock Transactions

Online Stock Retains Lion's Share

In January in 2004, online stock transactions took 51.9% of the total online stock, future and option transactions. The share outscored 44.1% for online transactions for futures and 43.2% for online options. The online stock transaction ratio in January, however, continued a steady drop from 57.7% in November 2003 and 54.8% in December 2003.

Trends of Domestic Online Stock Transactions by Item



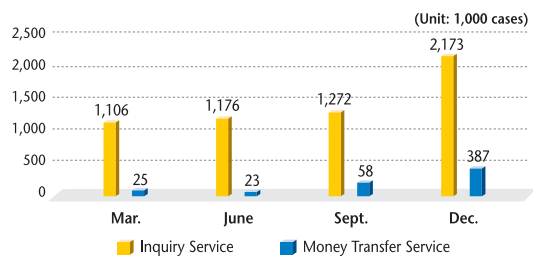
Source: Korea Securities Dealers Association (KSDA) Jan. 2004

Domestic Mobile Banking

Mobile Banking Takes Off

Mobile banking finally seemed to take off in December 2003 as the number of on-line inquiries via mobile device nearly doubled from September, jumping from 1.3 million to 2.2 million. Likewise the number of mobile money transfer transactions expanded more than sixfold to 387,000 from just 58,000 in September 2003.

Domestic Mobile Banking Utilization Results 2003



Source: The Bank of Korea 2003



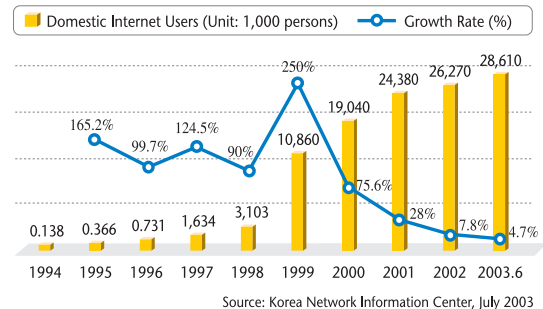
3. Domestic e-Infrastructure Status

e-Commerce Implementation Rates

Internet Users Shoot Past 28.5 Million

The number of users who access the Internet at least once a month in Korea exceeded 28.6 million as of June 2003, continuing a 10-year growth trend. However, since achieving 250% annual growth in 1999, the growth rate has slowed sharply in the following years and hit 4.7% in 2003. This seems to indicate that the number of Internet users in Korea is reaching the saturation point.

Trends of Domestic Internet Users

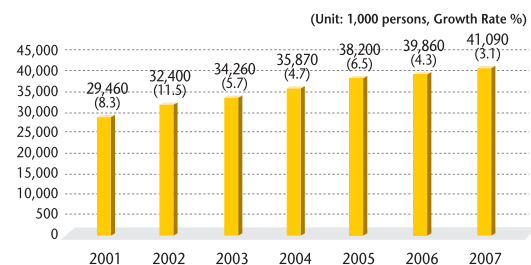


Information-Communication

Mobile Telephone Subscribers Projected to Top 41 Million

The number of mobile phone subscribers in Korea is projected to reach 41 million in 2007, averaging about 4.8% annual growth after 2002, according to the Electronics and Telecommunications Research Institute. With a total population of about 48,238,000, Korea's mobile phone subscription rate will stand at more than 85% in 2007, far surpassing its fixed-line telephone subscribers.

Projections of Domestic Mobile Phone Subscribers



Source: Electronics and Telecommunications Research Institute (ETRI), November 2002

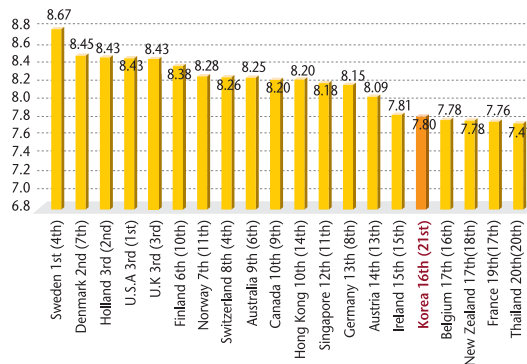
4. World e-Bussiness Status

Global e-Readiness Rankings

Korea Moves Up e-Readiness Ranks

In 2003, Korea moved up to 16th in the world in terms of the global e-readiness ranking. It improved five places from the year before when it ranked 21st. Korea jumped over Belgium, New Zealand, France and Thailand in the latest ranking by EIU.

Global e-Readiness Rankings (top 20 nations)



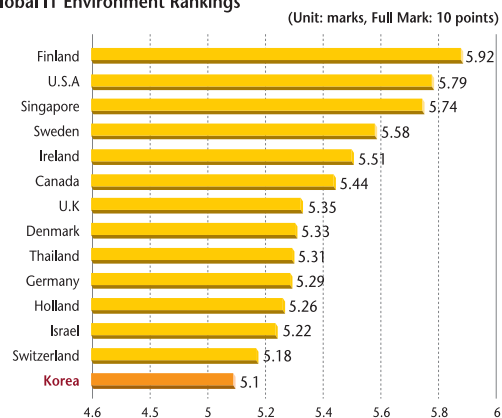
Note: Rankings in 2003 and those in parentheses are 2002 rankings.
Source : EIU, 2003

Global IT Environment Rankings

Korea Scores Well in IT Environment

On a scale of 10, Korea scored 5.1 in terms of global IT environment rankings, according to World Information Technology Report published by the World Economic Forum. Finland topped the list with a score of 5.92.

Global IT Environment Rankings



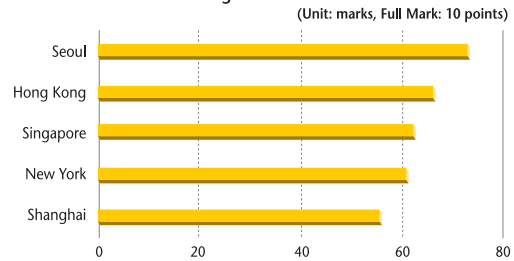
Source: World Information Technology Report (2002-2003), WEF

Global e-Government Rankings

Korea Leads World in e-Gov't

The UN and American Society for Public Administration rated Korea at the top of the global e-government rankings in 2003. Seoul was listed ahead of Hong Kong, Singapore, New York and Shanghai in the world rankings.

Global e-Government Rankings



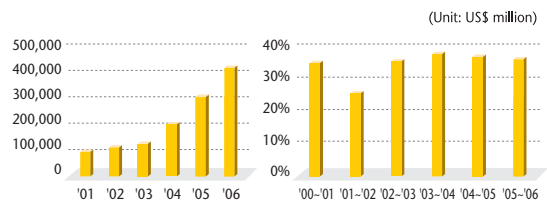
Source : UN and American Society for Public Administration 2003 (ASPA)

Prospects for Global e-Biz Market

Global e-Biz to Grow 35% Annually

IT industry specialist Gartner predicted that the global e-biz market would grow more than 35% per year from 2004 to 2006, reaching a scale of US\$400 billion annually. From just over US\$100 billion in 2003, the analyst projected market scales of US\$200 billion in 2004, US\$300 billion in 2005 and US\$400 billion in 2006.

Prospects for Global e-Biz Market Scale and Growth Rates



Source: Gartner 2002

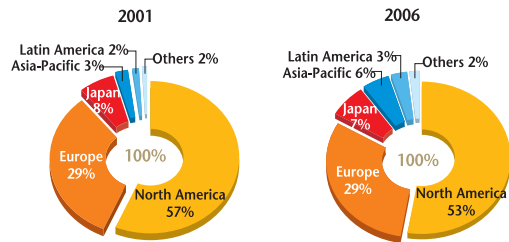
Status of Global e-Biz Markets

Asia-Pacific to Take Bigger Share of e-Biz

Comparing the global e-biz market by region, IDC projected that North America would decline from 57% of the total in 2001 to 53% by 2006. On the other hand, Asia-Pacific, excluding Japan, was expected to account for 6% of global e-business by 2006, up from 3% in 2001. If Japan is included in the Asia-Pacific totals, the projected share would rise to 13% in 2006.

Status of Global e-Biz Markets by Region

(Unit: %)



Source : IDC 2002

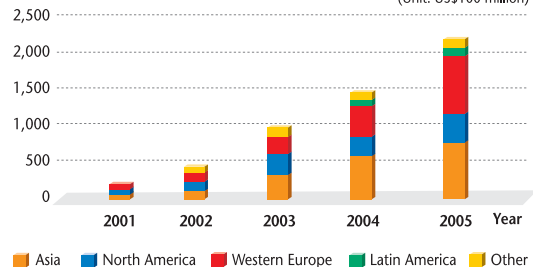
Prospects for Global Mobile Biz

Mobile Business Market Prospects Bloom

OVUM projected that the global mobile business market would reach US\$2 billion annually by 2005 from just under US\$500 million in 2002, representing fourfold growth over the three-year period. Asia and Western Europe were forecast to lead the expansion.

Prospects for Global Mobile Business Market

(Unit: US\$100 million)



Source : OVUM 2002

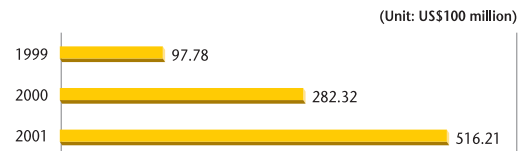
5. e-Commerce Transactions by Major Nation

World's B2B e-Commerce Scale

B2B e-Commerce on Fast-Track Growth

In terms of B2B e-commerce, IDC reported a global scale of US\$51.6 billion in 2001, which was nearly double the US\$28.2 billion recorded in 2000. Compared with 1999, e-commerce had expanded more than fivefold in two years.

World's B2B e-Commerce Scale (1999~2001)



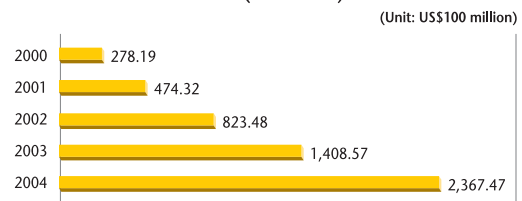
Source : WITSA, IDC 2002

World's B2B e-Commerce Scale

Projections Put B2B e-Commerce at Tenfold Growth

The global business-to-business e-commerce volume continues to enjoy robust growth, as e-marketer projected nearly a tenfold expansion between 2000 and 2004. By year, the specialist estimated B2B e-commerce transactions involved US\$27.8 billion in 2000 and US\$47.4 billion in 2001 and projected further growth to US\$82.3 billion in 2002, US\$141 billion in 2003 and US\$236.7 billion in 2004.

World's B2B e-Commerce Scale (2000~2004)



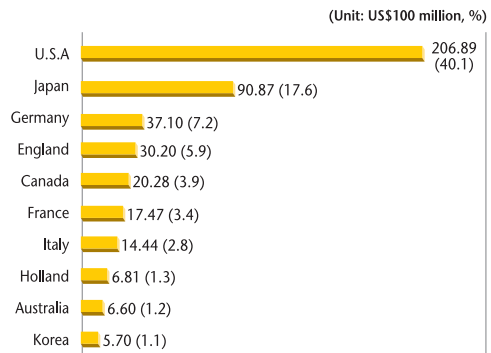
Source : eMarketer, 2002

B2B e-Commerce Scales and Shares

U.S. with Big Lead in B2B e-Commerce

In 2001, the U.S. accounted for 40.1% of global B2B e-commerce transactions at US\$20.7 billion. In second place was Japan at 17.6% with US\$9.1 billion. Korea's US\$570 million accounted for 1.1% of B2B e-commerce transactions in 2001.

B2B e-Commerce Scales and e-Commerce Ratios of Major Countries (2001)



Source : WITSA, IDC 2002



Related Organizations



Organization Directory

Gov't Organizations

- Ministry of Commerce, Industry and Energy [<http://www.mocie.go.kr>]
- Korea Customs Service [<http://www.customs.go.kr>]
- Korea Trade-Investment Promotion Agency [<http://www.kotra.or.kr>]
- Korea Institute for Electronic Commerce [<http://www.kiec.or.kr>]

e-Trade-Related Organizations

- Korea International Trade Association [<http://www.kita.net>]
- Korea Trade Network [<http://www.ktnet.co.kr>]
- Korea Logistics Network Corp. [<http://www.klnet.co.kr>]
- Korea Chamber of Commerce and Industry [<http://www.kcci.or.kr>]
- Korea Customs Brokers Association [<http://www.kcba.or.kr>]

e-Trade Marketing Agencies

- EC Plaza Network [<http://www.ecplaza.net>]
- EC21 [<http://www.ec21.net>]
- Tpage Global [<http://www.tpage.com>]
- Silkroad21 [<http://www.silkroad21.net>]
- Alibaba.com Corporation [<http://www.alibaba.com>]
- Global Sources [<http://www.globalsources.com>]

Comprehensive Information Services

- KOTIS [<http://www.kotis.net>]
- KCIS [<http://kcis.ktnet.co.kr>]
- IIN [<http://www.iin.co.kr>]

Enterprises (286)

Name	Business Area	Website
SQ Technologies	Public SI (System Integration), Communication SI, Outsourcing, CMS, IC Card, KM & Intranet, Data Warehouse	www.sqtech.net
SK C&C	IT Outsourcing, System Integration (SI), IT Consulting	www.skcc.com
NDS	SI, SM, consulting, information protection business, e-Business	http://nds.nongshim.co.kr
LG CNS	Consulting, SI, IT outsourcing, BPO, e-service	www.lgcns.com
KCC Information & Communication Corp.	SI, consulting, solution provider, network business	www.kcc.co.kr
JPD internet, Inc.	e-Biz solution, webmail solution, digital thesis management system, PDF solution	www.jpd.co.kr
CJ Systems	SI, broadcast SI, SM, consulting, NI(network integration)	www.cjsystems.co.kr
ATE Systems Co., LTD	Catalog building service, legacy data analysis & reporting, scheme design, property set design, standardization implementation methodology	www.atesystem.com
White Information Networking Co., Ltd	Setup of personnel administration system, setup of bookkeeping system, system and supply of software, CBD education	www.win.co.kr
HISCO	consulting/development/supply of S/W, set-up of hardware	www.hisco.co.kr
HeavenWiz Co.,Ltd.	Voice solution/application S/W, ITS, GIS, wireless data communication, smart card, Internet solutions	www.voicemsg.co.kr
Hanulit Information Technology Co.,Ltd	Supply of Application development tool (CASE TOOL) and integrated solutions, related education, consulting, etc.	www.hanulit.co.kr
Hanmaek Info-Teck Co., Ltd	ERP solution, B2B solution, Corporate informationization consulting	www.hmit.co.kr
Korea Hinet Co., Ltd.	Development/supply of package S/W,S/W-related service, SI, Internet service, computer consumables, distribution of peripheral equipment	www.koreahinet.co.kr
KwareSoft Inc.	B2B integrated management and global e-commerce solutions, corporate's integrated content management,web integrated search system	www.kware21.com
Korea eBook	Integrated e-book solutions (authoring tool, viewer, DRM), e-book terminals	www.hiebook.com
Korea Biz-Net Co., Ltd.	Sales of solution packages, consulting and development of solutions, Internet business, H/W and network business	http://www.kobiznet.co.kr
KDDS Co.,Ltd	Development of S/W and H/W (computer peripheral equipment, chip card and other related devices and products), Information processing, computer operation, information system and network security consulting, customizing service	www.kdds.co.kr
KOMIT Corp.	Integrated performance management (K-SPMS), multilateral appraisal (K-3DM), personnel/wage management (K-HRM), finance and accounting management (K-FCM), integrated business management (K-MASTER) solutions	www.komit.co.kr
HADA Solution Co., Ltd.	SI business, multimedia, development of solutions, web agency, e-business consulting, web hosting	www.hadasolution.com
Frissnet Co., LTD.	Network appliances and related products (integrated solutions for innovative networking)	www.frissnet.com
Future Systems Inc	Total security solutions (network security equipment, security S/W)	www.future.co.kr
POSDATA Co., Ltd.	Consulting on IT planning, set-up of integrated system & IT diagnosis, SI business, IT outsourcing consulting service, data center service, network integration service	www.posdata.co.kr
FantaPlan	Development of homepages, 'Fanta Shop (shopping mall ASP) operation, S/W development, Intranet development through web	www.fantaplan.co.kr
Fasoo.com	Development of DRM technology (the core factor to resolve problems of digital content industry), provision of basic infrastructure	www.fasoo.com
Tpage Global Co., Ltd	Development of e-trade solutions, export/import agency, operation of e-MP (www.Tpage.com)	www.tpage.com
INNOTG	Sales of wired/wireless e-payment settlement service and solutions, real-time payment service/solutions	www.tgcorp.com
Tri-InComm Co., Ltd	Business communication system (BCS), SI service development and consulting	www.tic.to/index.html
Techdigm Corporation	Development/sales of package S/W	www.techdigm.co.kr
TABS Lab Corp	ServerObserver (monitoring tool for web/file/mail servers, DBs, etc.), MailCarrier (mail server with security and anti-spam functions)	www.tabslab.com

Name	Business Area	Website
TawonAccess Co., Ltd.	Planning/production/sales of CD/DVDs, character utilization business, planning of music records	www.tawonaccess.com
TawonDigital Co., Ltd.	e-Commerce, m-commerce, S/W development	www.tawon.com
QNSOLV Corp.	e-Business consulting/solutions and mobile business	www.qnsolv.com
Kosonet Co., Ltd.	Web solutions covering EC solutions, Shop.Koso.net (auction program), Kosoavatar mall, Haksamo program, Kosowebmail, Kosocommunity, etc	www.koso.net
SUNDOSOFT, Inc.	Dev. of GIS software & solution off-line, GIS-related consulting & technical support, sale & maintenance of GIS software, sale & maintenance of RS software, education on GIS software & solution, Internet GIS data service on-line, Internet GIS map service, etc.	www.cadland.co.kr
CHUOKDAMGI	Multi-program, multi-web album, dev. of CD picture frames, memory portal site	www.MyMemory.co.kr
JISANSOFT CORPORATION	B2B e-Business solution dev./supply, WCM solution dev./supply, consulting service, wireless PDA Sync Engine dev./supply	www.xeznet.com
HandySoft Corp.	Software for business (groupware, KMS, e-document system, EIP, BPM, etc.	www.handysoft.co.kr
TOBEWay Co., Ltd	Dev. of e-business solution and consulting service (e-transaction, e-catalog solution), global standard framework consulting (RosettaNet, ebXML, eCals, etc.), MS BizTalk server-based SI service and supply of adaptor	www.tobeway.com
CAD&SOFT	Dev., sale and maintenance of software	www.cad.co.kr
Changhae soft	Setup of construction ERP, SI, construction CAL/S informationization system setup and integrated consulting, setup of XML-based knowledge management system	www.css.co.kr
Interactivy Co., Ltd.	Dev. of platform solution & application wired/wireless device for Digital Convergence, dev. of Server Component & service support tool, setup of service consulting, Digital Convergence Infrastructure, Mobile Business	www.interactivy.com
INNERBUS Co., Ltd	Web log software, e-CRM solution, GateWay log analyzing software, virus log analyzing software	www.innerbus.com
ONTHEIT	Knowledge management solution business & KM consulting, ASP solution business	www.ontheit.com
YESComm., Inc	Professional integration solution, provision of CRM-based contact center solution	www.yescomm.com
NDL	Software, SI & consulting business	www.ndl.co.kr
ACS	Developer, provider & advisor on software	www.acs.co.kr
RPA Networks Co, Ltd.	Dev. & sale of network products	www.rpa.co.kr
Alpha Tech	Video messenger, security field, monitoring, video e-mail	www.avtech.co.kr
ALTIBASE Inc.	Dev. & supply of high-quality database solution, dev. of solution for real-time system, dev. of application-based solution, mobile & dissemination database field	www.altibase.com
ITM Consulting	SMS(System Management Software), ERP	www.itm.co.kr
intore.com	Dev. & supply of software	www.intore.com
I-ON COMMUNICATIONS Corp	Setup method for various infrastructure & support for e-business strategy, analysis of existing architecture for optimum link with existing system, secure of zero-defect DB by diagnosis and dev. of integration method	www.i-on.net
Imas Co, Ltd.	Dev., supply & import/export of software	www.imas.co.kr
Arumnet.com	iNetWMS(Warehouse Management System), iNetDVR, SMS(Short Message Service), iNetRS	www.arumnet.com
THINKS INC.	Dev. of & remote-controlled education on software	www.thinkers.co.kr
CCMEDIA	CRM consulting, solution setup, sale of package products	www.ccmedia.co.kr
3SOFT	Dev. of application, high-quality search engine, intellectual agent technology, business know-how, stable client base, continued R&D investment and strategic marketing	www.3soft.com
Ibridge	Content management solution, business application integrated solution, webBookservice, content Syndication service (CA)	www.ibridge.co.kr
greensoft.co.,LTD	Simulator, CAI (computer aided instruction), SI (system integration) and industrial sector maintenance/package tool for inspection, motion chair, automobile driving exercise machine	www.gsoft.co.kr

Name	Business Area	Website
CISBEN Co., Ltd.	Home networking, home security, home automation, mobile video solution, mobile content, mobile SI	www.cisben.com
SPECTRA INC.	R&D and supplye of CRM solution, eCRM-related consulting and client service support, strategic alliance with global eCRM business	www.spectra.co.kr
B2Binternet, Inc.	Sale of B2B Solution and ASP Service	www.b2binternet.co.kr
BCQRE Co.,Ltd	Dev. and supply of code/certification software (PKI, DRM, software for Internet ID issuance, e-contract solution, etc.	www.bcqre.com
BatteryHub Co., Ltd	Provision of battery-related information and e-MP	www.batteryhub.com
Banet	Specialst in financial SI and SM	www.banet.co.kr
MIRAE SOFTWARE CO.,LTD	Dot net-based ERP, SCM, CRM solution	www.miraesoftware.com
Miracom, Inc.	Dev. & service of IT solution for business	www.miracom.co.kr
RepiaCom Inc.	Dev. & setup of of Internet/intranet knowledge search solution, knowledge search engine-based SI business, professional portal service for search, technical consulting (consulting on collection, classification and search of combined intranet and extranet knowledge)	www.repia.com
DiQuest, Inc.	System integration, designing and development of software, NLP software development for information system, high-end solution dev. on commission	www.diquest.com
New Soft Techniques Co., Ltd.	Expandable ERP, USB certification security, web IT consulting, utility, specialized solution, B2Bi	www.nst.co.kr
NURI Telecom Corporation	Business solution, remote-controlled meter-checking, home network	www.nuritelecom.co.kr
Neocast INC.	Software dev. & sale and consulting	www.neocast.co.kr
NARAEBIZ	e-Commerce solution provider , ASP business, e-business content consulting & provider, e-business contents consulting & provider	www.naraebiz.com
Greenbell Systems Inc.	SI business, dev. of IETM solution and web pad	www.greenbell.com
KongYoung DBM Co.	DB marketing, CRM consulting, CRM solution, CRM service	www.00db.co.kr
iBizTec	Remote-controlled education solution, video conference solution, membership management solution, web-sourcing service, e-payment service, web-building service, etc.	www.ibiztec.com
Joeun Security IPS	Network invasion search system	www.joeunsecurity.com
Xenosis	CPC-PLM, content management solution, EDM, KMS, EKP,EPI, B2B solution, EAI solution	www.xenosis.com
itiscom, Inc.	DATA Warehouse, consulting on EIS setup, e-marketing, on-line marketing & sales outsourcing	www.itwarehouse.co.kr
InfoTrust, Inc.	Dev. of smart card chip OS, open platform card, related applied solution, terminals, etc.	www.infotrust.co.kr
INCOM, Inc.	XML solution, mobile solution, lottery on Internet	www.incom.co.kr
iCOIT. Inc	Security solution for anti-spam and virus mail	www.spamblocker.co.kr
EASYMEDIA	Digital strategy, technology, creative design, e-marketing	www.easymedia.biz
EM Technology Inc	PC backup rehabilitation solution, PC integrated management solution, enterprise integrated management solution, system analysis solution	www.emte.co.kr
eSum Technologies	EDI, XML-EDI, B2BI solution	www.esumtech.com
eSANG Networks	B2B e-transaction based on e-transaction certification system	http://tech.anysteel.com
INITECH Co., Ltd	PKI-based information security (certification/encoding) system, integrated certification and authority management (EAM) system	www.initech.com
INNO EXPERT	Solution (RBMS), IT consulting	www.innoexpert.com
INNOTG	ebXML-based B2B solution	www.innodigital.co.kr
eNet Corporation	Diversified e-business solution developer & provider, CBD-based businessware developer & provider	www.enet.co.kr
INAP	IT consulting, all aspects of SI field (SI project management), business process re-engineering (business design, analysis, evaluation/process & solution mappings)	www.inapsys.net

Name	Business Area	Website
Ubiz SYSTEMS	Dev. & consulting on cyber civil affair service system, dev. & consulting on collaborative CRM system, dev. & consulting on professional opinion survey, PR system	www.ubizsystem.com
UNITECH INFOCOM CO. LTD.	Analysis application, business intelligence (BI), EAI (Enterpris Application Integration), BPM (Business Process Management)	www.eunitech.co.kr
union information system,co.,ltd.	Developer and provider of KM/EDMS solution, mobile products and service, sale of server and storage, computer operation and system management service	www.unionis.co.kr
WeeW Communications, Inc.	On & off-line network solution, mobile solution	www.weew.co.kr
One-Mind Consulting Corp.	Sale, maintenance of computers, dev. of software, consulting on information-ization	www.onemind.co.kr
Wooam.Com	Solution products for video communication on the Internet. speech compression CODEC transmission method, remote-controlled monitoring of Internet video, control system, video solution	www.wooam.com
WYZSoft .Inc	WYZ EKP, workflow, consulting, system integration	www.wyzsoft.com
ONNURI INFOTEK Co.,LTD	Network Solution Service, Secure Instant Messenger Product, Instant Messenger Based on System	www.activepost.co.kr
OpenVR Co., Ltd.	Dev., manufacture, sale of 3-D VR video, manufacture of VR & digital content, supply/manufacture of lenticular software	www.openvr.co.kr
Oxsolution.com	Sale and export of solution and ASP business	www.oxsolution.com
ENPIA SYSTEMS	Digital Rights Management , Object Rights™, Enterprise Solutions	www.enpia.com
ENWIDE Co., Ltd.	Dev. and sale of solution, SI, dev. of mobile application and mSI service, DRM (digital right management)-based ASP business	www.enwide.com
XcureNet Co.,Ltd	Information security solution	www.xcurenet.com
ATPIATEC Co., Ltd.	setup of computerization infrastructure of government offices and businesses and dev. of software, business in the mid and large size computer	www.atpia.co.kr
SKSOFT Corporation	Dev. & sale of Internet marketing solution	www.sksoft.co.kr
SL2 Co., Ltd.	Speech solution & CTI solution	www.slworld.co.kr
YAHOH Communication Ltd.	Mobile content service	www.yahohpia.com
Atdid	Manufacture & maintenance of homepage, web hosting, web solution, security solution, consulting, software, etc.	www.atdid.com
Addra.com Co., Ltd	SI, web editor solution, data broadcasting browser, XML solution	www.addra.com
BizBase	business management system, suggested information management system, library system, business operation information management system	www.bizbase.co.kr
Itgo	Manufacture of web-based on-line education solution, on & off-line book-linked education business, e-publishing, consulting on on/off-line education, manufacture of web-based on-line educational content	www.itgo.co.kr
i-onsoft. Inc.	Video conference, remote-controlled education, web-related solution development	www.i-onsoft.com
IMnetpia Co., Ltd.	Mobile platform, infrastructure solution, business/payment service, terminal device logistics/agent	www.imnetpia.com
Isoltek	Development of computerization of financial derivatives; dev. of home trading system (Internet, emulator); dev. of Internet solution; analysis, designing and dev. computerization of specific scanner for GIRO paper scanner, integration of computerization work, banking accounting department/ informational system business; dev. of Internet and intranet	www.isoltek.co.kr
Ahranta, Inc.	Network, development and supply of security software	www.ahranta.co.kr
C4tour	setup of Travel Web Wizard project for travel agencies, dev. of integrated management program for travel ERP system management, ASP dissemination business (through consortium and dissemination business), joint domestic portal site marketing business, e-commerce: on-line travel agencies	www.c4tour.com
CNM Technologies Ltd.,	SFA (sales force automation), CM (campaign management), PRM (partner relationship management), SM (service management)	www.cnmtech.com
3Top Corporation	Commerce solution, shopping mall, procurement	www.3top.co.kr

Name	Business Area	Website
Sunrise System	PC security and USB solution	www.sunrisesystem.co.kr
Shinsegae I&C Co.,Ltd.	e-Commerce web agency, various Internet shopping mall (B2B, B2E, B2C shopping mall), e-BIZ consulting, web-related software & hardware, multi-media solution VR, most other business on-line-related business such as VOD	www.sinc.co.kr
Securesoft Inc.	Integrated security system (fire-proof wall, IDS, integrated hardware of VPN), on & off-line PKI, consulting on information protection	www.securesoft.com
SecuBrain Co., Ltd.	Dev. & supply of security solution	www.secubrain.com/
System Business	Dev. of DATA Mining Engine/Application and Business Intelligence Solution, and analytical consulting	www.sysbiz.co.kr
SIMUS Technologies,	Image/Network ,Wire/Wireless, Mobile Convergence	www.simus.netInc.
SPACE AD	Production of virtual reality content on-line, space VR, production of image VR+C20	www.ispace21.com
Space International,Inc.	Dev. of system program based on Windows/UNIX operating system, dev. of system utility program, professional dev. of component-type software, solution service for new ASP business model	www.cdspace.com
SHIFT Information & Communication CO., Ltd.	Dev. of solutions such as web application server and reporting tools, diversified and broad scope middle ware solution and service including DB system consulting and SI business	www.shift.co.kr
SOFTonNET Inc.	Software on-demand solution, rehabilitation of computer file and rehabilitation solution, remote-controlled solution for lecture room operation and tele-education	www.softonnet.com
Softdigm Co., LTD	DATA Warehouse, Data Mart, Personal BI Tool Power*SI light, Web SI	www.softdigm.com
SOFTGRAM Co., Ltd	Software R&D, information and communication consulting, data base-up, software maintenance and sale, e-transaction, sale of computer and peripheral device	www.softgram.com
Sekwang Information System Co.,Ltd.	GIS technical contract, numerical map production, underground facility survey, dev. of GIS-related software and setup of database, contract on management of facility, drawings and documents	www.0051.co.kr
SAMJUNG DATA SERVICE CO., LTD.	ICT business hosting, mobile Internet service, VoIP business	www.direct.co.kr
SAMSUNG NETWORKS INC.	General information/communication service for enterprises based on network	www.samsungnetworks.co.kr
SAMSUNG SDS Co.,Ltd	Provides general services on computer, communication and information, consisting of six areas: consulting, system integration, software dev., IT outsourcing, data center service and IT education.	www.sds.samsung.co.kr
IIT Corporation	ERP, DW and BSP business	www.iitcorp.co.kr
BIXON TECHNOLOGY Co., Inc	Dev. of on-line marketing solution and agent service	www.bixon.com
BFLYSOFT. CO., LTD	Solution for setup of knowledge content database, web-surfing surfer, collection and supply of Internet information	www.bflysoft.com
V-Square	ERP consulting, SI education and mobile field	www.v-square.co.kr
e-Brain IT	ERP field, ERP and BPR consulting, ASP	www.ebrainit.com
Bonavision, Inc.	Dev. of software and implementation of intelligent robot-related government projects	www.bonavision.net
VIRTUAL TECH KOREA	Internet 3-D solution, web board service	www.vrboard.co.kr
VirtualTek Corporation	On & offline business solution, system integration, ubiquitous business, mobile business, ERP business, collaboration business	www.virtualtek.co.kr
PHS Co.,Lts	Knowledge management system, intranet-based communication system, web-based document management system, EKP solution	www.phsoft.co.kr
Mosstec Inc Ltd	Financial solution, system intergration,consulting, sales of software and hardware	www.mosstec.com
RealMarket Inc.	B2B and C2C transaction field (This is a system in which transaction in B2B, C2C does not take one-way manner but two-way manner, allowing decision through negotiation.)	www.realmarket.co.kr

Name	Business Area	Website
Dreamsoft corporation	System integration business, ERP and ASP business, PCB-related business, security-related business	www.dreamsystem.co.kr
AllGostop.com, Inc	Reopened in Jan. 2004.	www.dosingames.com
Daewoo Information Systems Co., Ltd.	System integration, IT outsourcing, e-business, solution and software, consulting	www.daewoobrenic.com
Dabonet co.,Ltd	Dev. of video education and image software, Internet-related service	www.da-q.com
NICS TECH	Solution for user certification and integrated authority management using bio-information such as fingerprint and voice, stability-proven GWS (group ware system), PWS (personnel wage system), supply of PMS (project management system) solution either by package or through ASP, dev. of embedded board and embedded OS & application for normal and special use	www.dabonet.com
newsnad	PC security solution, solution for business, SI	www.nicstech.com
Nuribell Corp.	Dev. of Linux-based application, support various for B2B, C2C, B2C web site startups, agent for advertisement on Internet, dev. of various on-line content such as culture, art, education, game, etc.	www.newsnad.com
NAUTILUS HYOSUNG INC.	Dev. and sale of computer software (web service/EAI dev. etc.)	www.nuribell.co.kr
Nobreak, Inc.	Software dev., system integration, consulting, outsourcing, computer & peripheral devices, communication equipment	www.nautilus.hyosung.com
Nexgens Associates Inc.	Dev. of web-based system such as consulting, SI, solution, e-business, etc.	www.nobreak.com
Nexsoft Co.,LTD.	Dev. and sale of e-learning solution, dev. of web-based (XML & HTML) on & off-line education and financial solution, setup of web-based system integration, content service for on-line education	www.nexgens.com
Nexcelltelecom	Dev. of office ware, communication software, hub software, and software logistics and consulting	www.nexsoft.co.kr
Netville Co.,Ltd.	Information/communication-related hardware and software	www.nexcell.net
Nevistec	Multi-media community, e-lectureroom for universities, BI (business intelligence), e-components, e-SI	www.netville.co.kr
nicei	Sale of EMS-related solution and SI	www.nevistec.co.kr
Nauri Information Technology Co., Ltd	Dev. of shopping mall and B2B solution, wholesale marketplace	www.nicei.co.kr
Nasacti	Solution dev. (ERP, MIS, etc.), SI, BI, consulting, etc.	www.nauri.co.kr
KWIC CO.,LTD.	Dev. and sale of hardware and software, supply of information and processing technology	www.nasacti.com
KEUKDONG SYSTEM	Financial solutions, mobile solutions, e-business	www.kwic.co.kr
3Ksoft	Electronic parts logistics, PSIM and POS homepage production intranet	www.kds4u.co.kr
BizSpring Inc.	Dev. and supply of XML-related platform/solution, dev. of XML-based framework by industry, dev. and supply of XML web service-related technology	www.3ksoft.co.kr
KAT System	Real-time web log analysis and supply of ASP service	http://logger.co.kr
AIT Inc.	On & off-line expandable solution integrating upto ERP, SI, KMS, CRM, SCM and BSP	www.kat.co.kr
Fine S-I Co.,Ltd	Dev. and setup of industrial standards solution, consulting education area	www.aitcorp.co.kr
Korea Information Master	Businesses including ERP, SI, I-mobile CRM, CBD solution, Internet consulting and ASP	www.finesi.co.kr
HANAWOOL INFORMATION COMMUNICATION	ERP package logistics and ERP system setup	www.kric.co.kr
PMWIZ	Dev./grafting of ERP, textile inspection system and ASP system for garment and education fields	www.hanawool.co.kr
Prism MITech Co. Ltd.	Solution for comprehensive project management	www.pmwiz.co.kr
POXEN Corporation	Marketing solution/service	www.prisymb.co.kr
	CRM, advice on, dev. and supply of software, SI, information processing system and network business	www.poxen.co.kr

Name	Business Area	Website
4NB (For Network Broadcasting)	sale of 4NB-developed video chatting solution (MeetingTown_Entertainment), video conference solution (VideoOffice), video education solution (VideoSchool), video negotiation solution, web monitoring solution, web camera solution, Internet video noraebang (karaoke) products	www.4nb.co.kr
PASSIGN Corp.,LTD.	On-line signature certification system, certification security solution, bio-signature certification system	www.passign.com
PIETECHNOLOGY INC.	Mobile solution	www.pietek.com
T&C Technology	Billing solution, PG solution	www.tnctec.co.kr
TobeSoft CO.,Ltd.	Specialist in on & off-line integrated middleware smart client-based solution	www.tobesoft.com
texpia.com	Dev. of solution for informationization of textile SMEs, related Internet business and supply of content (textile design)	www.texpia.com
TERUTEN CO. LTD.	Content security solution (Digital Right Management)	www.teruten.com
KICOM.NET	Dev. and sale of MIS, Groupware, ERP, ASP Package S/W, and Internet business solution	www.kicom.net
KISSI (Korea Information & Software System Inc.)	Haksa (school management) management system, setup of web side, network storage, DB scope system	www.kissi.co.kr
Coretrust. Inc.	Promotion of e-security business, production and storage of digital content, and solution dev. supporting logistics, by expanding business scope based on core capacity in DRM solution & PC security solution, and e-transaction agent technology field	www.coretrust.com
KOREA WISEnut	Dev. and supply of search engine and search-based eBusiness Total Solution	www.wisenut.co.kr
K4M. Inc.	Financial, public and general enterprise web service, e-business application integration (eAI), enterprise application integration (EAI), B2Bi, CMS solution, XML-based solution	www.k4m.com
KPOST.com.	Messaging solution	www.kpost.com
Korea Information	SC (system consulting), ERP, MIS, setup of Internet/intranet, SM, network consulting and setup, software package, sale of O/S products, sale of system (server/client) products (Compaq, IBM, SUN, Fujitsu), high-speed laser printer, shuttle dot printer, OCR reader	www.gokis.co.kr
Canas, Inc.	Total solution in ITS and on-line data communication field	www.canas.co.kr
Chang Sung Information System INC	Industrial solution, integrated management solution, development solution	www.cssys.co.kr
e-Zitec	Security software for PC security products for terminal device	www.e-zitec.com
GeneSofts.com	Mobile e-book portal genebook service (www.genebook.co.kr), overseas text-book e-book portal service (www.enjoyebook.com), mobile game dev. service and overseas sale business - XML e-book solution business (www.genesofts.com)	www.genesofts.com/
ChoongAng IP Co., Ltd.	Production and logistics sector SI business, SW distribution business/reseller business, ERP	www.isnet.co.kr
INFRON Systems.Inc.	Wire server, C&C framework,	www.infronsys.com
INPHONY.CO.LTD	IP Telephony solution (Alcatel, Mitel), outbound solution (Melita), CTI solution	www.inphony.com
InterComNet Inc.	Added functional services for customer business, add'l development of monitoring screens, development of data-reception Winsock for interface with customer DB and other auxiliary application and socket programs, stable media service	www.InterComNet.co.kr
Internet Manager Co., Ltd.	Development of solutions, games, web service	www.manager21.com
Inclunet	Linux kernel-based network related technologies and Linux-based solutions, group ware	www.inclunet.com
Insung Information Co.,Ltd.	ERP/APS/CRM solutions	www.insunginfo.co.kr
E4NET	New tech R&D-type total solutions provider' for globalization in Internet solutions, consulting and technical data fields	www.e4net.net

Name	Business Area	Website
EZNIX Inc.	Communications software specialist	www.eznix.com
ECMiner Co., Ltd.	Sales and establishment of integrated CRM solutions and systems, Sales of Data Mining S/W and implementation of applied projects, set-up of data warehouses and consulting	www.ecminer.com
eStom inc	Web agency, solutions, on-line service	www.estorm.co.kr
E-SOI TECH CO.LTD.	IT outsourcing, network integraton, set-up of ERP, Internet solutions	www.esoltech.co.kr
e-Business Lab	File-based real-time remote replication solutions, data restoration solutions, enterprise network backup S/W, system/App error monitoring S/W	www.ebusinesslab.co.kr
ebzline.co.Ltd.,	e-Commerce, content mangement sytem, SCM, industrial application solutions, network solutions, industrial informationization consulting, business management consulting, informationization training, B2B network business	www.ebzline.com
e-motion corp.	Internet business consulting, planning, S/W development, game development & service, development of Avatar	www.emotion.co.kr
ABABANK.com	Development of Internet business & solutions, Avatar solutions	www.avabank.com
WINS Technet Co.,Ltd	Security solutions, network information protection, network solutions	www.wins21.com
WebNaccounting.com	Development of application S/W & lease business, consulting on corporate accounting and overal business affairs	www.wna.co.kr
Webnara	B2C solutions, shopping mall lease service	www.webnara.com
Ware Mec	ERP, e-Business, web solutions	www.waremec.com
Woojooweb	Specialized developer of 'Business Messaging Solution'	www.wojooweb.com
Woorin	DICS (digital info congress system), RMS (rule management system), KMS (knowledge management system), news/rumor searching solutions, consulting on set-up of knowledge/info search system and portal site	www.woorin.co.kr
Onsori.com	Next-generation e-commerce-use sales specialists' multi-conferencing groupware system	www.onsori.com
OnNet Co., Ltd.	Intenet protal solutions, club creation solution (Club for You), Avata solution (Avatar for You), ad solution (Ad for You)	www.onnet.co.kr
YOUNGLIMWON SOFT LAB Co., Ltd.	PIMS (personal info management system) S/W, ERP solutions	www.ksystem.co.kr
EnGIS Technology, Inc.	GIS/RS/SI business	www.engistech.com
nXen Technology Co. Ltd.,	Entertainments, Internet broadcast, e-commerce, Internet remote education, online games with solutions to new media - 3D computer graphics	www.oraq.com
A4U	SI, B2B e-commerce solutions, web hosting, manpower dispatch, set-up of website	www.a4u.co.kr
HKNETS Co., Ltd.	Internet solutions, DB, SI, Windows applications, hardware, set-up of website, consulting	www.hknets.co.kr
HANOUL COMMUNICATION CO., LTD.	Web mail/web solutions, SI/SD	www.hoc21.co.kr
ACS	Professional consulting, development of solutions, application maintenance, solution integration, set-up of hardware	www.acs.co.kr
AceNet Inc.	Solution development/service, ASP service, on/offline trade support, production/exhibition of e-catalogs	www.acenet21.com
ADC SYSTEM Co.,LTD.	Data collection devices (AD/DA converter), motion/vision system, communication pots (RS-232C/422/485/USB), hardware supply and producion equipment, design and production of testing & measuring equipment	www.adcsystem.co.kr
ADA Infotech Co., Ltd.	Internet solutions, EMS, EDMS, SI, KMS	www.adait.co.kr
ADDIT Information Technology	CRM consulting & education, development and set-up of customer D/W and DB marketing solutions	www.addit.co.kr
ANYBIL CO.LTD.,	Wireless Internet solutions, wireless Internet authoring tools and solutions	www.anybil.com
RPA Networks.Co.,Ltd	Development of security & home networking equipment and solutions	www.rpa.co.kr
Nethru, Inc	Web log analyzer, large-capacity data mining engine, e-CRM solution (WiseLog for customer analysis), related SI	www.nethru.co.kr

Name	Business Area	Website
AZIO Tech	Remote management & trouble-shooting systems, network integration, MSP control service, SI, system maintenance	www.server119.com
ITM	Distributed management system S/W & consulting, management solutions & consulting, efficient internal business/information /communication management with BPR	www.itm.co.kr
IGCLUB co.,ltd.	Personal information management S/W, corporate ASP, B2B/ASP service/expansion business, corporate informatization system, IT consulting	www.worksmate.com
I.O.L. (Internet Optimized Linux)	S/W development, production of servers	www.iolinux.co.kr
IA Security	Encoding & certification, management of access rights, wireless security, home network security system, XML security	www.iasecurity.com
IBinternet co.,Ltd.	video system integration, S/W development, video production, remote online education system solutions, operation of WMT education center	www.ibinternet.com
Ibs Inc.	Semiconductors, set-up of MES for TFT-LCD business MES, system management service, equipment automation	www.ibslab.com
Ibro System Co., Ltd.	Development of Internet S/W, set-up of Intranet and ERP system, consulting service, supply of servers & network equipment	www.ibro.co.kr
INet Technologies Co.,Ltd.	Busines network solutions, IP network design and operation (NMSP: network management service provider) and network consulting service	www.inettech.co.kr
Think Information Technology .Inc	Modular architecture for teller operation & relay management business, CD/ATM management, e-financing from e-payment system and e-money to traffic card	www.thinkit.co.kr
CAPP Solution	Design standardization consultin, I-DEAS, UG-based design automation system, processing data creation and management S/W	www.cappsolution.com
THREETOP I.S	Development/supply of S/W & e-commerce system, e-commerce, wholesale & retail business, consulting	www.threetop.com
SWISCO	Education informationization business, Internet e-Commerce, multimedia content, system service	www.swisco.co.kr
SPEEDKERNEL CORP.	Application S/W development tools, supply of Process Q & consulting, training service	www.speedkernel.com
Soft-Power Corp.	Enterprise solution R&D/supply, consulting & service business, SI, technology cooperation, distribution and overseas business	www.soft-power.com
Softcan Inc.	Web/server hosting (x-y.net), homepage preparation solution (finesugar.com), set-up of homepage (x-y.com), free account portal (made.com), domain forwarding (co.ly)	www.finesugar.com
SoftBridge Inc.	Development of system training programs	www.anchor21.com
SoftMail Inc.	Mail solutions, anti-virus (vaccine) business, business log analysis solutions for 3D virtual reality	www.softmail.co.kr
Cybercell Korea	Set-up of Intranet, development of portal solutions, Internet lotto solutions and web & S/W packages	www.cybercell.co.kr
CYMAX Co., Ltd.	Virtual reality authoring tools, multimedia authoring tools	www.cymax.co.kr
BTL Global Co., Ltd.	Development/sales of ETL S/W and technical support	www.btlglobal.com
BTN Co., Ltd	Operation of DDF/R&D center, IBC (India business center), IT event business, offline business, W/W, hardward trade	www.gate4india.com
BESTZONE Co., Ltd	Internet billing service, Internet payment service, Internet payment solution, OK-PASS (PG)	www.hanarobanking.com
Barter	Development of Internet barter system, on & offline barter service, development of barter franchise	www.barter.co.kr
KLDI Co., Ltd.	Development of ITU-T Int'l standard voice/image transmission engine & RTA, CRM, EDI, telemedicine, e-chart, web chatting-related S/W	www.meetenb.com
MICHUHOL	Inland transportation-related corporate Intranet & S/W, ERP, Internet-based corporate's internal information system	www.michuhol.co.kr

Name	Business Area	Website
MOCOCO Inc.	Development of EAI solutions & consulting, mobile solutions	www.mococo.com
Metawise.Inc.	corporate wirelss solutions, mobile solutions	www.metawise.co.kr
MAGICHOUSE TECHNOLOGY. INC.	Development of finance/web biz solutions & service and online/mobile games & service	www.mhouse.net
MMiGroup Co., Ltd.	Security systems for ATM, credit card reader, safes, e-commerce and e-payment, Internet mail security S/W, Internet e-payment S/W, document security S/W, mock e-voting system, work management system, entry/exit control system	www.mmigroup.net
RealWeb Co., Ltd	Development/sales of web-based business automation tools & platform solutions, business automation package S/W, B2B system integration solutions	www.realweb21.com
LEXKEN CORPORATION	Business intelligence, digital broadcast service and reception-restriction system solutions	www.lexken.co.kr
Designmade Co., Ltd.	H/W resource management, S/W resource management, illegal S/W management, network management	www.designmade.com
DIT CO. LTD.	ASP, H/W distribution, SM	www.dit.co.kr
Media Net, Inc.	Development/sales of wired/wireless Internet S/W	www.dreamedianet.co.kr
Dooyoung C&T Co., Ltd	Total solution provider, including consulting on construction of food processing/industrial machinery plants, set-up of comprehensive distribution information system & operation service	www.dooyoung.co.kr
DoMotion Ltd.	Production/sales of motion-related equipment & S/W, new business system in the next-generation motion media field to input/output movement of objects in 3D M2D (motion to digital) space	www.domotion.co.kr
Oisco.co.kr., Ltd	ERP-software, Groupware, SCM, APS, CRM	www.oisco.co.kr
DACOM CYBERPASS Inc.	Multifunctional e-money business, integrated payment solutions, overseas global business	www.cyberpass.com
danahsoft.com	Web consulting, homepage production, program development, multimedia, set-up of network	www.danahsoft.com
NewTechWave Inc.	Development of computer virus vaccines, integrated security solutions	www.viruschaser.com
Neping Inc.	Development of P2P-based applications, various wired/wireless integrated component S/W linked to SI solutions, communication solutions	www.netping.com
NetMania co., Ltd	Content service, ASP service, SI business	www.netmania.co.kr
Nacotech Co., Ltd.	on/offline character recognition solutions, operation of PDA Camp.com	www.nacotech.com
NileSOFT Ltd.	System vulnerability assessment tools, risk analysis, security consulting, development of security programs, transplantation/development of system programs and S/W	www.nilesoft.co.kr
Nara Vision	Web mail hosting service, web mail solutions, SIP-related technology development	www.nara.co.kr
Global cais Inc.	Development/supply of various domestic & overseas solutions, hardware-related consulting and other auxiliary overseas business	www.gcais.com www.restbug.com
Global Data Systems	Technology development of commercialization of secured technologies, development service/SI business centering on North America, domestic SI business & technical consulting (core technology partner of Hyundai Group)	www.gdsystem.co.kr
KAON i, Inc.	ASP, SI & consulting, Internet CP, digital content management solutions, e-payment settlement system, set-up of KMS and MS SPSS-based EDMS, development of new-tech components	www.kaoni.com
Firmsecurity Co., Ltd.	Personal information security solutions	www.firmsec.com
Opentel.co.,Ltd	Telecom network management, data network management, management network integration, operation support system	www.opentel.co.kr
e-Zitec	Security software for PC security products for terminal device	www.e-zitec.com
Liztech Co.,Ltd	Education-related solutions: MST (multimedia smart teacher), Smartnote (interactive e-learning program), FLAT Speaker, etc.	www.liztech.co.kr

A Guiding Star for Paperless Trade



KTNET is the No. 1 address for the Korean e-trade drive, shining brightly as the guiding star for paperless trade, seamless integration and trade competitiveness. KTNET supports all trade affairs ranging from trade, customs clearance for exports and imports, logistics and payment settlement to civil petitions.

Since its founding in 1991, KTNET has devoted itself to realize paperless trade and is now playing a leading role in reducing, by more than 2.5 trillion won annually, auxiliary trade expenses through digitalization of an EDI-type system and online distribution of about 300 kinds of export/import documents in the G2B sector.

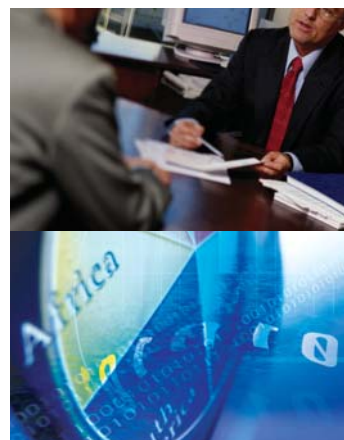
KTNET is preparing a new dimension of diversified global e-trade services, including organization of PAA (Pan Asian e-commerce Alliance) together with e-trade network service providers in respective Asian nations, to expand domestically-confined e-trade services to a global perspective.

As an Internet-based e-trade promoter, KTNET is also spearheading establishment of national trade infrastructure, recently carrying out national e-trade and comprehensive national logistics BPR/ISP projects successfully under active support from the Ministry of Commerce, Industry and Energy (MOCIE) and Korea Customs Service (KCS).

KTNET has given birth to a strong e-trade portal, 'cTradeWorld.com,' with trade/logistics information system and Web mail function after organic integration of the existing Internet trade automation system (eTradeframe), Internet customs clearance system (eCustomsframe) and Internet logistics system (eLogisframe). As a result, KTNET has established a comprehensive e-trade infrastructure supporting all e-commerce transactions that enables informationization of trade utilizing the Web. It also has taken another step forward with document delivery-centered trade automation and support ranging from G-SCM and e-procurement of individual enterprises to B2B marketplaces specialized in terms of industry and business sector.

All of these services are provided safely and quickly through the e-certification and security systems of KTNET, which has been recognized as a national public certification agency.

KTNET has self-confidence and takes pride in its contribution to the competitiveness enhancement of Korean trading firms by supporting their upgrades in customer service through simplification of trade procedures and internal corporate informationization and networking of customers. Based on such self-respect, it assures that it will exert best efforts to develop Korea into an axis of global e-commerce as a world e-trade hub.



Major Services

1. eTradeFrame (Commerce, Foreign Exchange Sector)

KTNET provides automated services for transaction documents with all its partners, centering on trading firms, through e-document exchange and paperless trade procedures related to exports and imports.

Division	Major Business Content
Exports	Export L/C advice, Local L/C (establishment, advice/tax calculation sheet/offer sheet, etc.), purchase confirmation sheet (sales contract/tax calculation sheet/payment settlement, etc.), certificate of origin (C/O)/export document negotiation-related affairs, remittance method-related affairs (remittance arrival notice/sale, deposit, withdrawal application for advance export payment) and export approval affairs.
Imports	Standard customs clearance schedule report (confirmation of import requirements/customs clearing schedule report), establishment of L/C, remittance method-related affairs, L/G, arrival notice of shipping documents, notice of import cargo discount details.
Common	Calculation sheets-related affairs, payment settlement for exports and imports.

2. eCustomsFrame (customs clearance sector)

For simplification and rapid distribution of customs clearance information, KTNET has automated all the processes related to customs clearance for exports and imports jointly with KCS and is reducing customs clearance-related time and expenses for trade communities.



Division	Major Business Content
Export Customs Clearance	Export declaration, applications for export revision/withdrawal, application for temporary customs clearance service, notice of non-shipment details, export complementary notice, etc.
Import Customs Clearance	Import declaration, price report, applications for tax reduction (partial payment)/usage tax rate, application for revision of import declaration, e-issue of import tax calculation sheet, tax amount correction notice, application for temporary customs clearance service, etc.
Common	Application for the specific numbers of customs clearance and foreign suppliers, notice of comprehensive error information, inquiry into detailed information on error status by responsible parties.
Tariff Refund	Application for tax refund, certificate of tax payments on basic raw materials, application for average tax amount certificate, tax payment transfer-evidencing certificate, application for settlement of accounts, application for certificate verifying entry of export products for tax refund, notice of certificate transferee of tax payment for basic raw materials, etc.
Requirements-Confirmation	Export/import approval notice, notice of quota/concessionary tax recommendation results, notice of inspection/quarantine results, notice of approval/recommendation/inspection & quarantine customs clearance results.

3. eLogistFrame (logistics sector)

KTNET is contributing to the reduction of cargo processing time and saving of expenses through digitalization of all cargo processing procedures, ranging from entry by ship/airplane to discharge/bonded transport/storage/customs clearance, etc.

Division	Major Business Content
Airline Firms	Port entry/exit report, report of crew and passengers, compilation and submission of cargo manifest, etc.
Shipping Companies	Port entry/exit report, compilation and submission of cargo manifest and report on the correction of export/import cargo manifest
Forwarders	Provision of port entry/exit information, application for bonded transport for approval, report on the correction of bonded transport and notice of results.
Bonded Transport	Provision of cargo information, report / approval of bonded transport, report on correction of bonded transport and notice of results
Bonded Warehouses	Provision of cargo information, report on bonded cargo's entry/exit.
Bonded Marketplace	Report on entry/exit of bonded cargoes, report on bonded transport of bonded sale products.
Inspection Firms/Quarantine Offices/Banks/Customs Brokers	Provision of various cargo-related information

4. cTradeInfo (trade/customs clearance information)

KTNET provides various trade/customs clearance/logistics-related information accumulated through its automation network for export/import customs clearance on a real-time basis in a way to suit the purposes and needs of customers. In particular, KTNET provides statistics of items with more than 10-digit units of H.S. Provided under these services are:

- Statistics of items with more than 10-digit units of H.S. and cargo information,
- Custom-tailored statistical data and domestic and foreign export/import-related directories,
- Own company's report data and non-refund/non-shipment data, export performance data, etc. and

- Customs clearance-related laws/ordinances and administrative rules, agreements, notices and terminologies, etc.



5. Global e-Trade Network

KTNET is endeavoring to develop a wide variety of services, including establishment of global e-trade network, etc., in order to link international e-trade.

- Korea-Japan e-Trade Hub: Construction of Korea-Japan e-trade infrastructure is underway for rapid and safe transaction of products and services between the enterprises of the two countries.
- PAA (Pan Asian e-commerce Alliance): e-Trade businesses of eight Asian nations (Taiwan, Hong Kong, Singapore, Malaysia, China, Japan, Macau and Korea) have organized the alliance and are preparing for global e-trade service.
- ASEM e-Trade Network: Under this scheme, activation of e-commerce and e-trade is under promotion between Korea and EU countries.
- Northeast Asian GSCM-Hub: Establishment of a cooperative type of nation-to-nation global supply chain management hub is being promoted.

6. Additional Services

Public Certification Service:

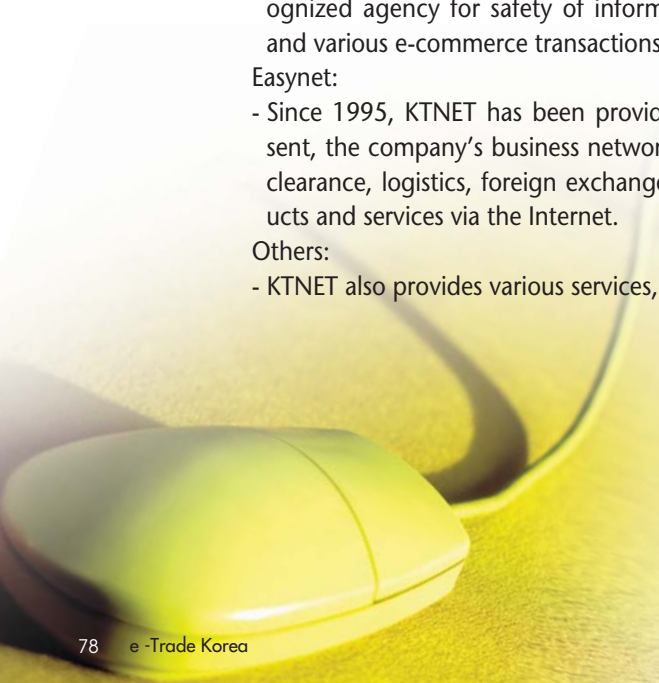
- KTNET is providing stable public certification service with TradeSign as a state-recognized agency for safety of information related to export/import automation and various e-commerce transactions.

Easynet:

- Since 1995, KTNET has been providing communication network service. At present, the company's business network enables simultaneous utilization of customs clearance, logistics, foreign exchange and commerce EDI as well as diverse products and services via the Internet.

Others:

- KTNET also provides various services, including BaroFax and Web-Hosting.



Bearing Point

Respected & Influential Advisor

Bearing Point is developing into the most respected and influential consulting firm in the world in the management consultancy and system integration fields.

Its vision is to be the world's most influential and respected business advisor and systems integrator by creating real and sustainable value for clients, growth opportunities for its employees, and long-term value for shareholders.

BearingPoint means helping clients set direction to achieve end results		It offers a comprehensive suite of flexible methodologies and accelerated solutions
Serves more than 2,100 clients, including Global 2000 companies and major government organizations		From strategy to implementation to ongoing operation, it helps clients leverage technology for a solid return on investment
Over 16,000 professionals \$2.4 billion in revenues NYSE: BE		Its goal is to help clients quickly improve productivity, increase profitability and gain and sustain competitive advantage

Facts and Figures

Bearing Point is providing services to global best-class customers.

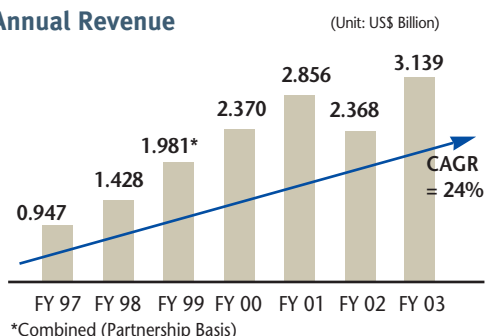
Enduring relationships with world-class clients

- More than 2,100 clients
- 430 of the Fortune 1000
- 811 of the Global 2000
- 97% retention of top 100 clients
- Top 5 Fortune 100 diversified financial companies
- 9 of the top 10 global wireless carriers
- A leading systems integrator to U.S. federal and state governments, serving
 - 17 states and 10 municipalities
 - All 14 Cabinet-level departments of the U.S. federal government

The company provides business solutions that have been verified through its alliances with about 50 world-class hardware and software firms.

- Business solutions that provide proven results.
- Strategic alliances with nearly 50 market-leading hardware and software providers.

Annual Revenue



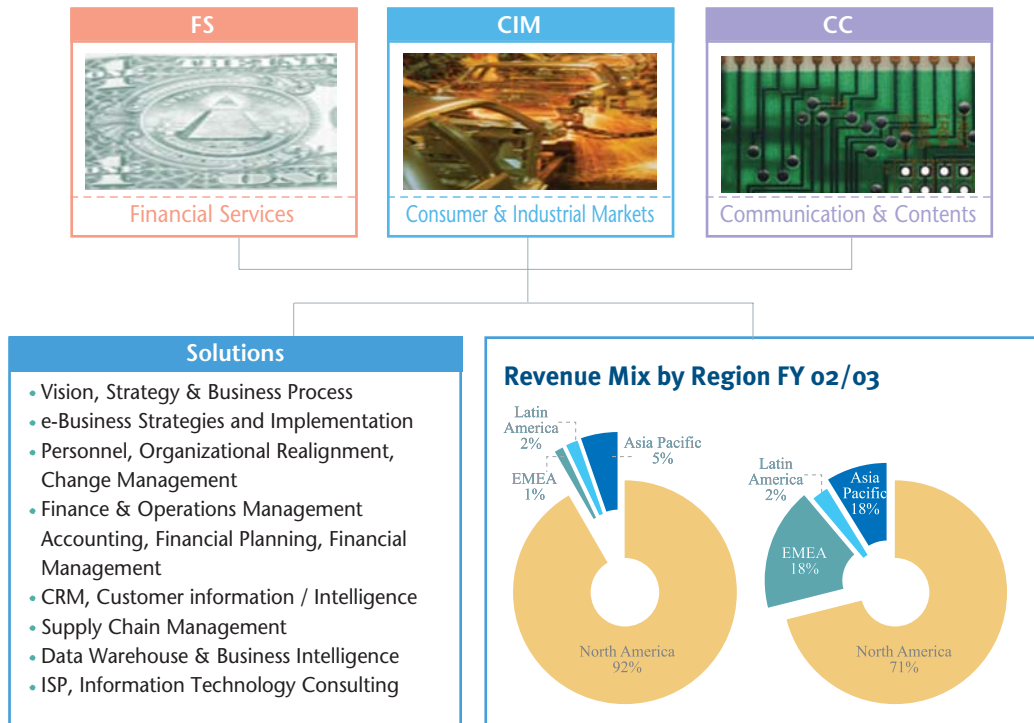
BearingPoint's Major Milestones

Division	Position
Established as Trusted Advisors	<ul style="list-style-type: none"> The company that would become KPMG Peat Marwick is founded in 1897. First consulting engagement undertaken (Westinghouse Electric and Manufacturing Co.) in 1910. Peat Marwick International merges with Klynveld Main Goerdeler to form what becomes KPMG LLP in 1987.
Recognized Need for Independence	<ul style="list-style-type: none"> Recognizing the seriousness of the potential conflict of providing audit, tax, and consulting services for clients, Consulting reorganizes into a distinct operating unit in 1997. Begins working with the SEC in 1998 on the issue of independence from KPMG LLP.
Created Separate Business Entity	<ul style="list-style-type: none"> In 2000, KPMG Consulting LLC begins operating as a separate business entity.
Completed IPO	<ul style="list-style-type: none"> In 2001 KPMG Consulting, Inc. completes initial public offering and is listed on the NASDAQ.
One Unified, Global Team	<ul style="list-style-type: none"> In 2002, the firm completes the acquisition of 17 premiere consulting practices around the world. KPMG Consulting, Inc. becomes BearingPoint in a global Re-branding initiative. BearingPoint begins trading on the NYSE (Symbol: BE).

For more information about BearingPoint, please visit www.bearingpoint.com

Domestic Business Status of Bearing Point

Composed of about 200 consultants in Korea in three industrial LOBS, Bearing Point is providing upgraded customer service in diversely specialized regions, recording more than 50 billion won in annual sales.



B2LOGIS

Global e-Logistics Solutions & Services

B2LOGIS launched 100% web-enabled ASP services for Korean logistics service providers on December 20, 2001. KTNET and B2LOGIS subsequently introduced eLogisframe services, a hosted ASP model that mainly focuses on Korean customs EDI services. It covers all business processes including shipping agencies, freight forwarders, bonded truckers, warehouses and customs brokers.

B2Logis is the only model representing the total combination of the off-line and on-line logistics business in Korea. Its main roles are wide-ranging consultation, generation of new business, construction of IT infrastructure for logistics and maximization of B2B performance.

Company Profile

- **Name of Company:** B2Logis
- **CEO:** Park Hoo-Kil
- **Address:**
41-21 2nd Floor Myunghwa Bldg., Samsung 2-dong, Gangnam-gu Seoul, Korea 135-868
- **Paid-in Capital:** US\$250,000
- **Number of Employees:** 18
- **Major Business:**
 1. eLogisframe : B2G Logistics ASP Service
 2. Logistics Visibility & Monitor Solution : Private & Public Model
 3. Logistics Consulting
 4. Global Solution Sourcing
 5. SCM Connected Logistics Solution
 6. eLogistics Service Suites
 7. Freight Forwarder Information System
- **Contact:**
 - Websites: www.b2logis.co.kr
 - Tel: 82-2-548-0660
 - Fax: 82-2-548-2992

Business Scope

1. eLogisframe: B2G Logistics ASP Service

eLogisframe is a B2G service platform that domestic logistics service providers use for transmitting EDI declaration messages to the Customs Office. It has been developed under the Web environment so that exchanged data can be kept for record and reference.

2. Logistics Visibility & Monitoring Solution: Private & Public Model

The concept of visibility is not entirely new. It is, however, a very essential service component that shipper and consignee need to manage their cargo efficiently and to make decisions in case of irregularity or unforeseen events. It is an intelligent cargo management service rather than a simple cargo tracking system. It is characterized by event management, cargo monitoring, decision-making support, alert/pre-alert function and performance evaluation.

B2Logis has developed private and public models and acquired expertise for customizing and fitting it to a customer's legacy system.

3. Logistics Consulting

Logistics can be referred to as a complex process entailing many local and overseas partners and wide-ranging system components. That's why consulting is a necessary procedure when service systems are being considered and implemented. B2Logis offers specialized consulting by category of transportation: railroad, cargo terminal, inland container depot, shipping industry. One of the advantages that customers have with B2Logis is that the result of the consulting can be applied directly and efficiently to building their systems.



4. Global Solution Sourcing

Considering that logistics is globally operated, sourcing various logistics-related solutions from abroad is surely a helpful way for supporting customer businesses. B2Logis has been implementing plans to study and consult on many proven solutions with their providers, which are instrumental in complementing services that B2Logis can offer. They include compliance of Nextlinx, some private services by GTNexus and so on.

5. e-Logistics Service Suites

With steady progress of e-marketplaces and e-trade, there is a growing concern and interest in e-logistics service. e-logistics can be summarized as a full integration of variously staged and phased logistics processes, producing the cyclic efficiency of planning, execution and performance. B2Logis aims to achieve e-logistics functionality based on visibility and embedding it into the complicated logistics processes.

6. Freight Forwarder Information System (FIS)

Pivotal roles that logistics requires the most are played by freight forwarders. The basic, but valuable, component that makes up the whole structure of e-logistics is FIS, in that it connects data with shippers, carriers and overseas partners. On the other hand, it creates in-house B/L data considered to be the core of the whole trade and logistics process. B2Logis is developing FIS continuously and readying it for installation in customer sites. B2Logis offers not only CS but Web-based FIS for worldwide service.

Daumsoft, Inc.

High-Function Solutions Provider

Daumsoft offers solutions that enable companies to provide more convenient service in the e-business area. Also, the solutions help increase customer loyalty and reduce customer support costs in addition to enhancement of corporate productivity and efficiency. The solutions are equipped with high functionality and compatibility utilizing IT technologies such as document processing, knowledge analysis, dialogue technology, NLP (Natural Language Processing), IR (Information Retrieval), e-mail, JAVA, XML, DB, etc. Daumsoft is building a new paradigm of e-business solutions in the Internet environment and provides solutions that are more efficient for customer interaction to improve companies' competitive power.

Business Scope

1. Products

1) Talkro ERMS

- Talkro ERMS not only enables enterprises to cope with geometrically increasing numbers of e-mails but also converts e-mail into a strategic customer contact channel.
- It provides agents with an easy-to-use application to respond quickly and professionally to high volumes of email messages, using response templates and having quick access to other customer information.

2) Talkro Helper

- Talkro Helper is a comprehensive knowledge management customer service solution that helps companies quickly and cost effectively answer questions from customers and employees.

Company Profile

- **Name of Company:** Daumsoft, Inc.
- **CEO:** Kim Kyeong-Seo
- **Address:**
6Fl. Sae-a Venture Tower, 946-12, Daechi-dong, Gangnam-gu, Seoul, Korea
- **Paid-in Capital:** US\$1.33 million
- **Number of Employees:** 89
- **Major Business:**
 1. Intelligent eCRM Solution
 2. Research & Development: Natural Language Processing / Information Retrieval Engine
 3. Web/IT/System Consulting
 4. Web/Mail/Server Hosting
 5. Knowledge Processing/Management
 6. Solution Based System Integration
- **Major Solutions:**
 1. Intelligent Contact Center Solution
 - Customer Channel Integration
 - ERMS (Email Response Management System)
 - Web Call Center Solutions
 - eCRM Solutions, etc.
 2. Knowledge Management Solution
 3. Strategic Customer Relationship Management Solution
- **Contact:**
 - Websites: www.daumsoft.com
 - Tel: 82-2-565-0531
 - Fax: 82-2-565-0532



- It organizes and structures knowledge in such a way that makes it easy for all types of users to quickly access the knowledge base to accurately answer questions and solve problems.

3) Talkro CVMS (Customer Voice Management System)

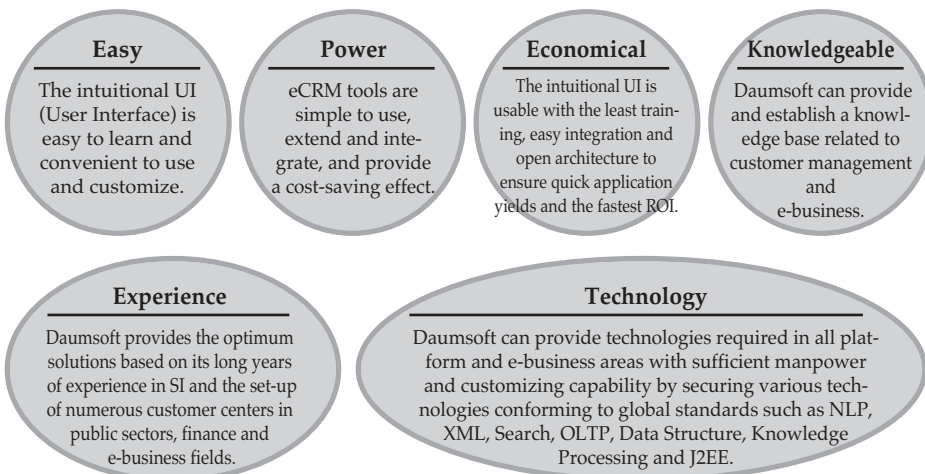
- Talkro CVMS manages customer claims and other feedback through all communication channels, both on-line and off-line.
- It collects information from websites. (Competitor information, trends and their customers' negative feedback automatically with the "crawling" technique)

2. Solutions

Daumsoft's solutions are applicable to all e-business fields, including CRM, EIP, EKP, e-Commerce, Knowledge Management, WAP, Groupware, Mail, etc.

Management Direction

Daumsoft continues to seek easier, speedier, more efficient and economic solutions that maximize customer satisfaction.



eSum Technologies Inc.

Creating New Value for e-Business Community

eSumtech, an "e-Business Integration and Infrastructure Solution Company", provides future-ready e-business enabling solutions that help customers meet their business needs and facilitate productivity enhancement, significant cost savings and new business opportunities.

eSumtech's e-Business Integration Solutions provide answers for seamless business processes and accurate/real-time information exchanges among suppliers, manufacturers, logistics agencies, banks, trading partners and net market makers as well as employees and customers.

In August 2000, eSumtech successfully launched production operations of Answer4B2B for major corporations in Korea.

These companies include traditional EDI/VAN service providers, B2B hubs and large electronics manufacturers. With the demand for emerging XML-based applications, eSumtech facilitated a complete integration of the new XML infrastructure solution with existing EDI applications and their legacy systems.

Company Profile

- **Name of Company:** eSum Technologies Inc.
- **CEO:** Kwak Hwa-Seop
- **Address:**
Sungbo Yeoksam Bldg., 833-2, Yeoksam-dong, Gangnam-gu, Seoul, Korea
- **Paid-in Capital:** US\$1.7 million
- **Number of Employees:** 37
- **Major Business:**
 1. e-Business Integration Solution
 - B2Bi
 - EDI
 2. e-Business Infrastructure Solution
- **Contact:**
 - Websites: www.esumtech.com
 - Tel: 82-2-3451-2300
 - Fax: 82-2-3451-2323

Business Scope

1. e-Business Integration Solution

eSumtech's component-based system architecture (Answer4B2B) provides the solution for seamless e-business integration that simplifies the multitude of communication requirements in B2B and application integration. It is designed for future-ready availability that enables easy-to-add new applications.

Answer4B2B also automatically understands information at the semantic level when data exchange occurs, and empowers work of disparate systems together in real-time, eliminating redundant data exchange and maintaining information integrity. Its e-Business Integration solution can manipulate any-to-any format transformation and application integration.

eSumtech provides an e-business integration suite, Answer4B2B, that enables:

- B2B collaboration
- Seamless information exchange among trading partners
- Connecting business applications to business partners and other internal systems
- Business application consolidation
- Any-to-any semantic level data transformation



eSumtech has 10 years of e-business infrastructure knowledge and experience in security and business transaction areas. It facilitates business process automation and the exchange of reliable business information in time with loosely coupled technology. Its customers have realized improved work processes, customer service, reduced total cost of manual processing, and reduced cycle time.

2. Products

- Answer4B2B (e-Business Integration Solution)
Integration Server, Integrated Management Console, Process Designer, Application Adapters, GUI Mapping ToolKit, Communication Connectors XML Transformer, EDI Translator
- EDI-Answer Series (EDI Translators)
EDI-Answer/WIN, EDI-Answer/NT, EDI-Answer/DGW
EDI-Answer/MSB, EDI-Answer/ Mapper, EDI-Answer/SMT

Management Direction

As a creative and fast-growing company, eSumtech delivers complete customer satisfaction by providing high-quality business productivity solutions and services with leading-edge technologies. Keeping customer success in mind, it enhances the value of the customer's business and competitiveness, fulfilling customer expectations with ongoing support in the new Internet-based change paradigm.

To create a favorable work environment, the company encourages self-esteem and ownership, and works to raise productivity through fair incentive programs. It invests continuously in employee self-development and implements profit sharing in line with company growth. eSumtech supports the realization of employee goals and vision.

Fujitsu Korea Limited

The Possibilities Are Infinite

Born with the name 'Facom Korea' in 1974, today's Fujitsu Korea Ltd. is exerting utmost efforts under its management philosophy of contributing to the development of Korea's IT industry through provision of high-tech services, while respecting Korean culture under Fujitsu's overseas activity motto 'coexistence and co-prosperity' and 'cross-cultural company.'

Business Scope

1. Global IT Infrastructure Service

Fujitsu Korea provides 'InfraCare' service, the global brand of Fujitsu Group's IT infrastructure service. Fujitsu InfraCare service, available worldwide, provides total services from introduction planning to set-up and operation from the perspective of Fujitsu Group to meet the customer needs, including data center, network and end-user environment.

2. Windows Technical Support Service

As an SI firm providing software, solutions and services as well as hardware, Fujitsu Korea concluded an MCSC contract with Microsoft and is providing technical support services for Microsoft's products to meet a wide variety of corporate environments and customer's demands.

3. Training and Test Centers

To help nurture specialized manpower who will lead the Internet and information-ization era, Fujitsu Korea conducts technology training courses where experts in respective fields provide the latest on information technology. Also under a contract

Company Profile

- **Name of Company:** Fujitsu Korea Ltd.
- **CEO:** Yoon Jae-Chul
- **Address:**
14Fl.-18Fl. Soosong Tower, 83-1, Susong-dong, Jongno-gu, Seoul, Korea
- **Paid-in Capital:** ₩8.4 billion
- **Number of Employees:** 600
- **Major Business:**
 1. Hardware Platform Business
(Unix Server, IA Server, Mainframe, Notebook, Network, Display, Storage and IT Infrastructure)
 2. Software Business, Solution and Integration
(WAS, ERP, ABC, OA, EDMS, MIS, CAD/CAM, PLM/PDM, POS and Enterprise Solutions)
 3. System Integration Business
- **Contact:**
 - Websites: kr.fujitsu.com
 - Tel: 82-2-3787-6000
 - Fax: 82-2-3787-6066

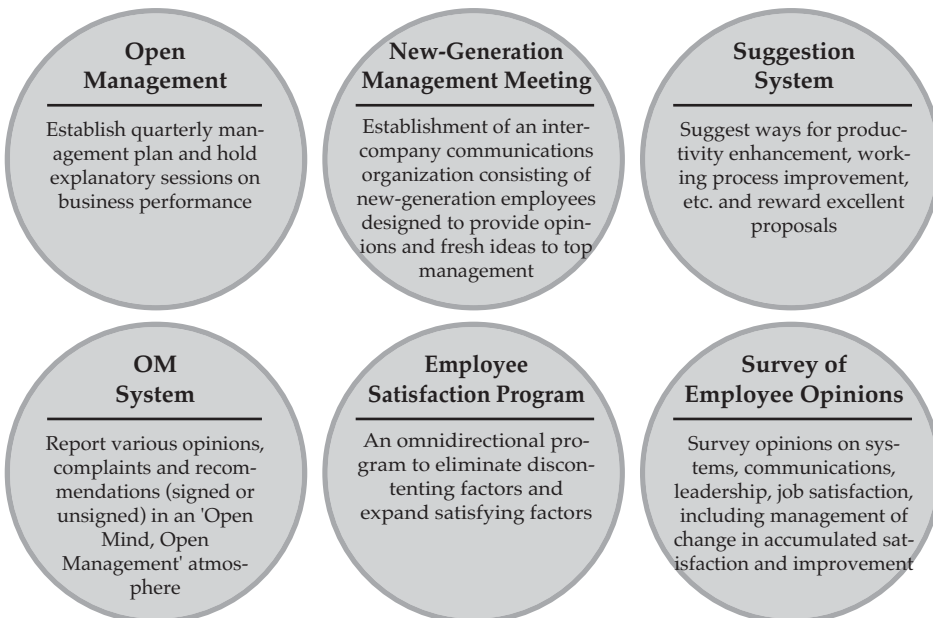
with Sylvan Prometric of Australia, Fujitsu Korea opened APTC (Authorized Prometric Test Center), a globally recognized IT test center, which provides internationally certified IT qualification exams from April 1 this year.



4. Products

- Platforms (Mainframe, Unix Server, IA Server, Storage)
- PCs (Notebook, PDA, Tablet PC)
- Peripheral Equipment (HDD, MO, Printer, Scanner)
- Telecommunications Devices
- Software (WAS/EAI, System Management, Output Solution, Gaming World)
- Solutions (CRM, ERP, CAD/CAM/CAE/PDM, Video Conference, Shopping Mall, Web Billing)
- Displays
- POS
- Semiconductors

Management Direction



iCompia Co., Ltd.

Pioneers in e-Business Solutions

Starting as an enterprise e-procurement solution provider in 2000, iCompia now is leading in e-business solutions in Korea, enabling customers and their value chain business partners to operate integrated "Wisehub" series e-business suites. The key founding members of iCompia are composed of pioneers in design and development of e-business solutions and who lead implementation projects to remarkable success.

The key customers of iCompia like Hyundai Motor & KIA Motors, KT, Samsung iMK, KEP, Hyundai Petrochemical, HIT, Torray-Saehan, INI Steel, and Pantec as well as Korean government ministries like MIC & MOCIE could explain why this young company is number one in such a short period of time in the Korean e-business market.

iCompia now is ready to extend its market to the world. Together with KT-Net, the leading e-trade global networking and service company, iCompia provides insight, knowledge and experience as well as the best-of-breed enabling tools for global networking of all trading partners, which includes overseas customers, suppliers, forwarders, truckers, carriers, customs brokers, warehouses, banks, insurers, and so on. iCompia's value chain integration solutions together with KT-Net's Global networking service enable global supply chain and demand chain business process integration and collaboration in real time, which results in seamless, paperless, timely, low cost, utmost efficiency and competitiveness in value chain management.

This is what iCompia provides with its value chain integration solutions. iCompia has a record of success, but no record of failure. iCompia is a company very well focused on and experienced in products.

Company Profile

- **Name of Company:** iCompia Co., Ltd.
- **CEO:** Eric Jung
- **Address:**
4Fl. Rocket Bldg., 747-29, Yeoksam-dong,
Gangnam-gu, Seoul, Korea
- **Paid-in Capital:** US\$2 million
- **Number of Employees:** 36
- **Major Business:**
Providing "Wisehub" series web-based
enterprise solutions for Value Chain
Management and for Trade & Logistics
chain Integration
 1. WiseT&L - Trade & Logistics Chain
Integration Solution
 2. WiseSCI - Supply Chain Integration
Solution
 3. WiseDCI - Demand Chain Integration
Solution
 4. Wisemarketplace - e-Marketplace Solution
- **Contact:**
 - Websites: www.icompia.com
 - Tel: 82-2-6003-1100
 - Fax: 82-2-554-7882

Business Scope

1. e-Business Applications

The enterprise e-business applications of iCompia are 100% self-developed Web-based technologies. They are the strongest product group for the integration of enterprise value chains:



- Supply Chain Integration: WiseSCi
- Demand Chain Integration: WiseDCi
- Global e-Trade & Logistics Solution: Wise T&L
- e-Marketplace Solution: Wise-Marketplace

2. Component Solutions

Previous enterprise solutions have transformed into Web-based solutions in today's Internet economy era, greatly expanding accessibility. However, in fact, actual system user convenience and enterprise system security have not been taken into account as fully as the function of accessibility.

In order to overcome the vulnerabilities of traditional enterprise e-business applications, iCompia has developed and is providing component solutions that maximize convenience in enterprise system utilization and reinforce system security.

The expanded functions that top domestic e-business leaders enjoy can be easily applied to the systems of other firms as well.

Management Direction

iCompia aims to be a global value chain solution provider that will grow with its customers on a win-win basis under the vision of developing into a world-class firm in the value chain integration solutions and services market, which integrates all chains, including sales and distribution as well as enterprise purchase chain integration solutions.

With the mission to strengthen customer competitiveness through value chain innovation, iCompia intends to create new future industries through commercialization of high-tech information. For this, iCompia has established a management framework: concentration on core business sectors; outsourcing in specialized fields; formation of a dynamic organization culture; and value management.

M2M Global

Grand, Multiple e-Marketplace in Korea

M2M Global is a unique, grand e-marketplace that has been established through equity investments by Korea's representative e-marketplace enterprises by business sector and field.

The company is maximizing clients' work efficiency by providing one-stop packaged services to relieve their inconvenience in requiring diverse products to deal with large numbers of individual firms.

To help realize a customer's e-business, M2M provides on-line and off-line total infrastructure services, including proxy off-line transactions and system development/operating services, in addition to supplying necessary commodities.

The company is expanding the number of participating partners under a future vision to grow into a global marketplace in cooperation with e-marketplaces abroad.

Company Profile

- **Name of Company:** M2M Global
- **CEO:** Park Sang-Chul
- **Address:**
6Fl. Medias Venture Tower, 994-3, Daechi-dong, Gangnam-gu, Seoul, Korea
- **Paid-in Capital:** ₩100 million
- **Number of Employees:** 30
- **Major Business:**
 1. Procurement Outsourcing Service
 2. Sales Network Service
 3. e-Biz System Infra Service
- **Contact:**
 - Websites: www.m2mglobal.co.kr
 - Tel: 82-2-568-5007
 - Fax: 82-2-568-5995

Business Scope

1. Procurement Outsourcing Services

- General Procurement Agent Services
- Turnkey Procurement Agent Services (Single item and auction)

2. Sales Network Services

- Commodity Supply and Product Planning

3. e-Biz System Infrastructure Services

- Formation of e-Marketplace (B2B, B2C, EC)
- Development and Supply of e-Solutions, e-Infra ASP
- Strategic Alliances and Set-Up of Information Strategy Plans
- e-Consulting

4. Operation Agent Services

- MP/B2C System Operation
- Operation of e-Biz Solutions and Agent Services
- Call Center Agent Services

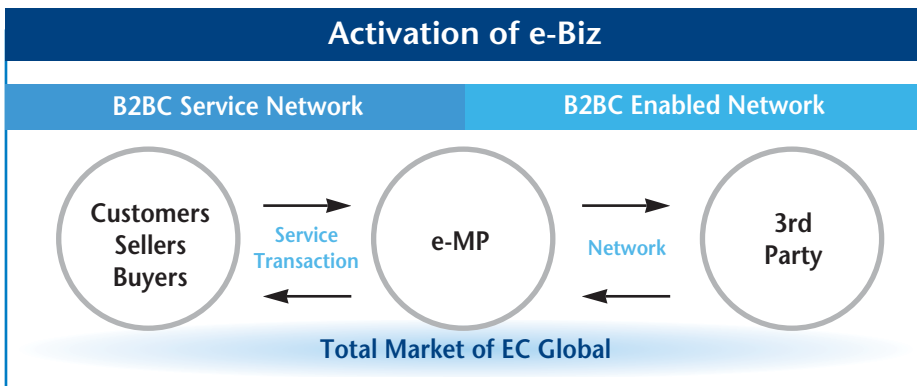


5. M2M Global Station

- B2B Solutions
- B2C Solutions
- e-Catalog Solutions
- c-Commerce
- e-Procurement Solutions
- Web-based development tool - Jmatrix / M2M ERP Systems
- Electronic Tax Calculation Sheet (DTMS)

Management Direction

M2M Global envisions the realization of a corporate structure that can bring profits to all e-MP equity participants, sellers and buyers, while seeking the invigoration of e-business by achieving an economy of scale in the e-business market. Based on its profound experience and advanced technology, the company plans to lead B2B, B2C and e-marketplaces ideally suited to the 21st century information era. It intends to invest in the cultural content field as well.



Matrix2B

Proliferating e-Business

Founded in 1987, Matrix2B has been devoting itself to proliferate e-business, providing ERP and EDI solutions to about 3,000 enterprises. As a specialized e-business solution provider, Matrix2B has built e-business infrastructure, specifically designed for industry portal sites, e-marketplaces, and B2B sites, to support enterprise-to-enterprise and business-to-business inter-communication.

Matrix2B envisions the launch of the "Matrix of Business Exchanges" as an open solution that integrates enterprises and entrepreneurial business.

Company Profile

- **Name of Company:** Matrix2B
- **CEO:** Kwak Jong-Hoon
- **Address:**
10Fl. Saman Bldg., 945, Daechi-dong, Gangnam-gu, Seoul, Korea
- **Paid-in Capital:** ₩900 million
- **Number of Employees:** 70
- **Major Business:**
 1. e-Biz Solution (Matrix*Marketplace / Matrix*Procurement)
 2. e-Trade Solution (Matrix*Trade)
 3. Trade EDI Solution (Matrix*EDI)
- **Contact:**
 - Websites: www.Matrix2B.com
 - Tel: 82-2-568-2791
 - Fax: 82-2-568-1725

Business Scope

1. e-Biz Solution

This solution consists of an e-marketplace environment that integrates trade, community, content, and services, and an e-purchase support solution. Matrix2B is also developing B2B and e-commerce solutions based on the know-how that the company has acquired over many years of experience.

Currently, Matrix2B provides and is operating services to a network of 2,000 domestic companies, including government-led B2B network enterprises, such as textile B2B test enterprise, Pusan City Footwear Industry, Changwon City Machine Industry (MK21) and others.

2. e-Trade Solution

A partner solution to Oracle ERP, this is the electronic trade solution that has the greatest number of applications domestically. Fully-integrated with ERP, the e-trade solution automatically handles inquiries and sales proposals up to contract conclusion conducted at a marketplace outside of the enterprise. It is also equipped with func-

tions to handle all post-contract trade affairs via the Internet.

Matrix2B has provided Matrix Trade Solution to several of the largest Korean companies including Korea Telecommunication, Kolon Group, and Doosan Heavy Industry.

3. Trade EDI Solution

Holding a market share of 50% in domestic trade EDI solutions, Matrix2B is one of the largest EDI solution providers in Korea. As a partner company with KTNET since 1992, Matrix2B has been providing and maintaining trade EDI solutions for over 3,000 companies.

Matrix EDI provides comprehensive EDI for all trade processes at an affordable price. And with numerous experiences in cooperative projects with major ERPs such as SAP, Oracle, and Uni-ERP, it is the best EDI solution covering all kinds of enterprises, including electronics, textile, chemical, and metal industries.

Management Direction

With technology prowess in integrating various applications such as EDI and e-biz & e-trade solutions, and related services, Matrix2B is conducting a series of businesses



involving SI projects for B2B integration and services mediation as well as enterprise computer rooms, marketplaces and IT service firms. Owing to its strong technology edge, Matrix2B has established solutions for about 3,000 firms and organizations, including Korea National Railroad (KNR), Korea Tobacco & Ginseng Corp. (KT&G), Electronics and Telecommunications Research Institute (ETRI), GE Plastics and Korea Textile Information Center (KTIC). The company, which achieved 3.6 billion won in sales last year, is targeting six bil-

lion won this year.



KITA Subsidiaries & Invested Companies

1. KITA
2. COEX
3. KTNET
4. Hotel InterContinental Seoul
5. KCAT
6. Hyundai Dept. Store



KITA

A Gateway to Trade Korea

KITA is a representative economic organization with a membership of more than 85,000 companies, consisting of trading and manufacturing enterprises and other types of firms. The association's main mission is to support its members with a focus on import, export and investment activities. Among the tools at KITA's disposal in carrying out its mission are hosting of international exhibitions, organizing participation in overseas exhibitions, dispatching trade delegations around the world and providing local support for foreign enterprises pursuing trade with Korean companies or investment in Korea.

International Trade & Investment Promotion

KITA has a primary role in supporting both exports and imports and contributing to balanced trade expansion between Korea and international partners. Moreover, KITA is a valuable guide not only for foreign direct investment but also for Korean enterprise advances abroad.

Exhibition & Convention Center

KITA has pursued the internationalization and expansion of Korea's convention and exhibition industry to generate practical business opportunities for both exhibitors and buyers.

Construction of International e-Commerce Infrastructure

KITA is the leader in international e-commerce for Korea and the region.

Cultivation of 21st Century Trade & IT Specialists

KITA offers a trade education program tailored to meet the specific needs of students and international trading companies through the World Trade Academy (WTA).

Dynamic Hub of Northeast Asian Logistics

One of KITA's goals is to support Korea's vision to become the hub of Northeast Asia. In this role, it participates in the development of new trade policies and strategies.



Research in Support of Korean Trade Policy & Strategy

KITA, the architect of Korea's future trade, is a key player in the development of Korea's trade policy & strategy, networking with the government, business circles, research institutes and academia.

Membership Services

Living in the era of the global village under a new world paradigm characterized by the information and knowledge-based society, KITA's main mission is to support the international trade activities of Korean and foreign companies.

Domestic Branches

BUSAN Tel : (82-51) 462-5166/9 Fax : (82-51) 463-4402	DAEJEON & CHUNGNAM Tel : (82-42) 864-4620/2 Fax : (82-42) 864-4623	GANGWON Tel : (82-33) 256-3067/8 Fax : (82-33) 256-3069
DAEGU & GYEONGBUK Tel : (82-53) 753-7531/3 Fax : (82-53) 753-7530	CHUNGBUK Tel : (82-43) 263-1171 Fax : (82-43) 236-1174	GYEONGGI Tel : (82-31) 221-7781/3 Fax : (82-31) 221-7784
GWANGJU & JEONNAM Tel : (82-62) 943-9400/1 Fax : (82-62) 943-9404	JEONBUK Tel : (82-63) 214-6991/2 Fax : (82-63) 214-6993	ULSAN Tel : (82-52) 257-6747 Fax : (82-52) 257-6776
INCHEON Tel : (82-32) 420-0011/3 Fax : (82-32) 420-0016	GYEONGNAM Tel : (82-55) 282-4115/6 Fax : (82-55) 282-2010	

Overseas Branches

Beijing Room 1201, China World Trade Center No. 1. Jian Guo Men Wai Da Jie Beijing 100004, China Tel : (86-10)6505-2671/3 Fax : (86-10)6505-2670 http://www.korea-china.org	New York 460 Park Avenue Room 1300 New York, NY 10022 U. S. A. Tel : (1-212)421-8804/6 Fax : (1-212)223-3827 http://www.kitany.org	Tokyo Kamiyacho Mori Bldg. 2F, 4-3-20, Toranomom, Minato-Ku, Tokyo, Japan Tel : (81-3)5472-2641 Fax : (81-3)5472-2640 http://www.kofec.or.jp
Brussels Avenue Louise 165, 1050 Brussels, Belgium Tel : (32-2)646-2180 Fax : (32-2)646-7006 http://eu.kita.or.kr	Shanghai Rm. 3201, Newtown Center, No.83 Loushanguan Road, Shanghai, China Tel : (86-21)6236-8287 Fax : (86-21)6236-8292	Washington, D.C. 8192 Quinn Terrace Vienna, VA 22180, USA Tel : (1-703)876-0699 Fax : (1-703)573-5179

COEX

State-of-the-Art Facilities

COEX (Convention & Exhibition Center) has world-class conference and exhibition facilities. It also is conveniently located in southern Seoul with easy accessibility by various modes of transportation. COEX (www.coex.co.kr) complements its state-of-the-art infrastructure with highly experienced professional convention & exhibition organizers.

COEX works to recruit top international buyers to publicize the excellence of exhibited goods and to carry out its mission to lead the region's convention & exhibition industry.

Company Profile

- **Address:**
World Trade Center, 159, Samseong-dong,
Gangnam-gu, Seoul 135-731, Korea
- **Contact:**
 - Websites: www.coex.co.kr
www.coexmall.com/english/index.htm
 - Tel: 82-2-6000-0114
 - Fax: 82-2-6000-1302

Main Business Segments

- International exhibitions (150/year);
 - COEX events: 50/year
 - Guest events: 100/year
- Perform expert service for international conferences (PCO)
- Organize international exhibitions & host all types of events such as international conferences, seminars, fashion shows, etc. (1,500/year)
- Coordinate & lease space for various events
- Lease management (Convention Center, Trade Tower, ASEM Tower, COEX Mall, etc)
- Provided up-to-date information
- Strengthen cooperation with international organizations



KTNET

A Korean Kingpin for e-Trade Services & Solutions

KTNET (www.ktnet.com) specializes in electronic trade service and provides various trade-related services from finding clients, customs clearance and logistics to settlement and from trade automation, DB services, statistics and tracking of imported/exported cargos to Internet portal for traders.

KTNET aims to be a global trade service and solution provider with end-to-end trade automation by eliminating the manual trade processes among trading communities around the world.

Company Profile

- **Address:**

Room 1104, World Trade Tower, 159-1,
Samseong-dong, Gangnam-gu, Seoul 135-
729, Korea

- **Contact:**

- Websites: www.ktnet.com

- E-mail : webmaster@ktnet.com

- Tel: 82-2-6000-2119

- Fax: 82-2-6000-2084

KTNET Services

- e-Trade
- e-Customs
- e-Logistics
- DB Services
- Trade Portal
- Certification Authority
- Global Services

KTNET Solutions

- Infrastructure Solutions
- User Solutions
- System Integration (SI)



Hotel InterContinental Seoul

Deluxe Hotels Serving Southern Seoul



Grand InterContinental Seoul and COEX InterContinental Seoul are located in the World Trade Center Seoul Complex. Both are within walking distance and guests can conveniently access the World Trade Center, COEX Convention and Exhibition Center, City Air Terminal, subway system (Green Line #2) and COEX Mall, which has a duty free shop, theaters, and over 200 shops.

The hotels, combined, offer 1,188 guestrooms and suites, 21 restaurants and bars as well as 31 function rooms that are suitable for international meetings, conventions and ceremonies. Two fitness clubs feature luxurious indoor swimming pool, sauna and gym facilities.

Company Profile

Grand InterContinental Seoul

- **Address:**
159-8, Samseong-dong, Gangnam-gu,
Seoul 135-732, Korea
- **Contact:**
 - Websites: seoul.intercontinental.com
 - Tel: 82-2-555-5656
 - Fax: 82-2-559-7990

COEX InterContinental Seoul

- **Address:**
159, Samseong-dong, Gangnam-gu, Seoul
135-975, Korea
- **Contact:**
 - Websites: seoul.intercontinental.com
 - Tel: 82-2-3452-2500
 - Fax: 82-2-3430-8000



KCAT

One-Stop Service to the World

The Korea City Air Terminal (KCAT) (www.kcat.co.kr) is designed to provide one-stop service to both domestic and overseas business travelers and tourists.

KCAT provides passengers with ticketing, check-in seat assignment and baggage consignment as well as departure inspection service and limousine bus service to and from Incheon International Airport.

Passport Issuance

Application for/renewal of passport,
Passport Dept., Kangnam District Office (1st Fl.)
Telephone: 02)551-0211

Airline Ticketing and Visa Issuance

Airline tickets and overseas group tour operations.
Travel agent service for passports and visas.
Purchasing railroad tickets.
KCAT travel agency information: 02) 551-0734

Company Profile

- **Address:**
159-6, Samseong-dong, Gangnam-gu,
Seoul 135-728, Korea
- **Contact:**
 - Websites: www.kcat.co.kr
 - E-mail : rjm0711@kcat.co.kr
 - Tel: 82-2-551-0077
 - Fax: 82-2-551-0008

Check-in Process

Seat assignment, baggage consignment and check-in service are available at the airline counters of KCAT. International check-in passengers should finish procedures three hours and ten minutes prior to flight departure.

Domestic check-in passengers should finish procedures one hour and forty minutes prior to flight departure.

Operating Hours: 05:20~18:30

Customs/Immigration Control

- Customs Service: The Customs counter is on the 1st Floor.
- Immigration Procedure: The Ministry of Justice counter is on the 2nd floor.
- Operating Hours: 06:00~18:45
- Required: Passport, boarding pass and E/D card
- Certificate of the facts concerning entry and exit is issued on the 2nd floor.

Non-Stop Limousine Bus Service

Limousine bus tickets are available at the ticket counters on the 2nd floor.
Operating interval: 5~10 minutes



KCAB

Facilitating Commercial Transactions Worldwide

The Korean Commercial Arbitration Board (KCAB) was founded in 1966 to help both international and Korean companies resolve commercial disputes that may arise in the course of conducting business. KCAB (www.kcab.or.kr) offers dispute resolution services including arbitration, mediation and consultation.

As a non-profit organization, KCAB administers domestic and international arbitration in accordance with the Arbitration Act of Korea and its Arbitration Rules that are harmonious with international rules and standards.



Company Profile

- **Address:**
43rd Fl., Trade Tower, 159-1, Samseong-dong, Gangnam-gu, Seoul 135-729, Korea
- **Contact:**
 - Websites: www.kcab.or.kr
 - E-mail : kwang@kcab.or.kr
 - Tel: 82-2-551-2000
 - Fax: 82-2-551-2020

Hyundai Dept. Store

New Millennium Shopping Culture

Hyundai Department Store (www.e-hyundai.com), located next door to the Grand InterContinental Seoul, is one of the largest and most modern shopping emporiums in Korea. Because it caters to so many international customers, the store offers a particularly broad selection of the most fashionable merchandise

Company Profile

- **Address:**
159-7, Samseong-dong, Gangnam-gu, Seoul 135-730, Korea
- **Contact:**
 - Websites: www.e-hyundai.com
 - Tel: 82-2-552-2233
 - Fax: 82-2-561-3064

