IOTPLEX

■ Business Item Overview

IOTPLEX Co., Ltd. is leading the fourth industrial revolution

Our company is a venture company that operates a total solution that controls the location of vehicles and people by utilizing the LTE wireless communication network and GPS location information. We are commercializing ultra-small positioning terminal capable of ultra-precise position control and its control system.
Real-time location information monitoring and structured vehicle information control systems are designed to enable consumers to collect, store and analyze information.

If this technology is applied to the control of the position of the vehicle, it is possible to efficiently manage the vehicle by simultaneously grasping the current position of the plurality of vehicles and the vehicle driving state in the case of the logistics vehicle. It can be applied to all fields requiring asset management such as children, the elderly with dementia, disabled, bikes, and ships.
Currently, domestic public corporations and large corporations are aware of the superiority of our products and are using them for efficiency. And we are continuing research and development for the overseas market.

Land — Sales vehicle control and route data automatic acquisition

Aviation — Grasp the latitude and longitude for the landing of hot air balloons, drones, aircraft.

Ocean — Traffic management of vessels such as ocean voyage, coastwise sailings, and boats

Leisure — Grasping Real-time locations of non-driveway driving, hiking, country skiing, climbing. Giving notification of not reachable areas

■ Key value of business item

· Multi-position control applicable to various fields

Currently, the number of accidents involving the elderly living alone and the elderly with dementia is increasing, and the accidents involving leisure participants are increasing. There is a need for a location tracking system that displays both latitude and longitude in preparation for emergencies. The GPS positioning system, which is the HW of this location information system, is designed as an in-tenna type. It is concealable, has a small volume, and can check the precise location of latitude and longitude. Therefore, it is applicable not only for the car, but also for the elderly with dementia, preschoolers, disabled people and leisure population.

· Safety assisting device

It enables a quick rescue response in the case of the disappearance of patients with dementia, children and accidents involving leisure participants. It is also available as a safety assisting device for blind and autistic children by providing a notification service through SMS and App when entering or leaving a certain area. It can also be applied to prevent the loss of a dog.

· Maximize efficiency of logistics industry

It provides real-time location information and various driving information such as speed, running distance, speed report, safe area entering / leaving reporting, past record data saving and output function.

It can be used in various industries requiring location information such as freight vehicles, heavy equipment vehicles, cash transportation vehicles, waste transportation vehicles, intellectual positioning using drones, and ship navigation.

· Efficient vehicle management

Simultaneous identification of the current position of the registered vehicles and the vehicle operation status enables efficient dispatch. In addition, by detecting the location of the vehicle in real time, it is possible to prevent theft and smuggling through remote the use of a control, and it is possible to make a systematic driving logbook by backing up the driving record for 3 months.

· Vehicle information measurement hardware / software integrated solution implementation

it is possible to reduce the maintenance cost of the vehicle due to efficient dispatch management, manage the outsourced business of the sales vehicle, and organize the vehicle driving log by constructing a terminal that can accurately manage the location information of the vehicle, and a system that's capable of controlling the vehicle.

· Products used by public organizations and large corporations

This product is being used in transportation and logistics vehicles at Korea Cast Iron Pipe ind. Co, Ltd, Shilla duty free, Incheon Internationl Airport, TONYMOLY Co., Ltd. and itemBay Co., Ltd. Also, Yonsei University Severance Hospital Emergency Vehicle, Incheon Police, Korea Land and Geospatial Informatix Corporation, Korean Association on Intellectual & Developmental Disabilities, and Korea University o f Media Arts are using our product.

Sortation		content	
Competitive Products		For vehicles	· The user has to be clearly identified which is inconvenient and it is necessary to check the GPS location according to each application or check the movement trajectory in conjunction with a separate program. · Data transmission speed is slow using 3G or LoRa communication networks, and large amount of data transmission is impossible if the location inquiry period is short. · The minimum location inquiry cycle is from 1 minute to 30 minutes. Instead of real-time location data transmission, location data is transmitted at every set interval
		For children	
		For children & elderly	
		Leisure	
Our products	포가드 울트라S	Can accommodate all ages	· Real-time positioning is possible by transmitting position data every 2 seconds using LTE. · It can be used by not only vehicles but also people, It can accommodate various users such as children, elderly people with dementia, the disabled, bikers and leisure.

■ Differentiation of business items

● Promotion strategy

Promotion (Communication) : Get examples of systematic data usage
Improve understanding of core stakeholders (customers, etc.) through the news series "Innovations of real-time wearable GPS trackers" using broadcast media such as newspapers, broadcasts, blogs, and SNS

Training : Provide customized training for local logistics and distributors, such as the need for a change in the way they operate, key services, and Web control user manuals with services.

Culture : Contests will be carried out such as Multi-module GPS trackers' Module idea development contest to enhance awareness of smart users and to create culture for change.

● How to sell products

Customer : Demonstrate promotion and simulation for attracting service-utilizing companies.
Provide a demonstration of a multi-module GPS Tracker service presentation, and data backup information for real-time location control, including logistics, distribution, rental car, and trade for LG U + carriers that have established a B2B business partnership with us

Agency : Supplied products and signed contracts to 13 branches across the country

Hold seminars and marketing discussions with partners of our national retailers to expand their applications for senior citizens with dementia, children and leisure, as well as vehicles including logistics, rental cars and heavy equipment.

Public Procurement Service : Delivery of products to public institutions
Carrying out bidding and ordering through public announcement of public demand agencies such as 119 rescue site tracker, patrol location tracker, wild bird location tracker after PPS product registration

Target market	Sales strategy
Corporate vehicles that require a travel log	· Presentation of products and services for each association and corporation · Demonstration of services such as viewing past roads, viewing roadview and attaching bikes · Securing usage cases after recruiting target groups for product utilization through its website and blog
Leisure participants, Children care giver	· Participate in sports and leisure industry fairs, children's education supplies exhibitions, franchise industry fairs, etc. to promote products and secure distributors. · Supplied products and signed contracts to 13 branches across the country · Discuss product demonstration and promotion policies at the company's headquarters seminars
Elderly with dementia, Guardians of the disabled	· Explanation and demonstration of products at the organization responsible for the elderly with dementia under the Ministry of Health and Welfare for each local government · Collecting data through input of interest, through the transmission of online news articles and each media banner

Domestic	**Target**	Companies that need to manage vehicle information such as logistics, transportation, cargo and rental car, business vehicle, location management and operation logs
	Strategy	· Demonstration of publicity and simulation for attracting service-utilizing companies Demonstration of a location control information service for companies that require real-time location control such as logistics, distribution, and trade among LGU + communication companies that have established a B2B partnership with us. · Supplied products and signed contracts to 13 branches across the country Holding seminars and marketing discussions to spread products centering on partners with whom we have concluded contracts.
	Current performance	Used in Yonsei University Severance Hospital Emergency Vehicles, Incheon International airport transportation vehicle, Shilla Duty-free shop transportation vehicle, TONYMOLY logistic vehicle etc.
International	**Expected exports**	Mozambique, Indonesia, Papua New Guinea
	Target market	Bike theft prevention, logistics vehicle theft prevention, container access control
	Current performance	· Signed a third Mozambique contract in April 2018 · We are in discussion overseas with the LBS company in Indonesia through regular meetings A contract is being negotiated for the supply to government offices in Papua New Guinea · Meeting with the Indonesian LBS company on a regular basis

Fourguard, which boasts the highest performance, was developed by IOTFLEX Co., Ltd., a Korean venture company that specializes in research and development.

· It is definitely different when it is made by a professional company.
Fourguard was created by IOTFLEX Co., Ltd., a venture company that has been working hard on GPS positioning devices, to complement the weaknesses of existing location trackers and further strengthen their strengths.

· Control solution for accurate driving records
Fourguard is a class leading GPS locator in Korea!
Meet Fourguard Black, Fourguard Gold, Fourguard Premium, and Fourguard Ultra S with expert systems from Fourguard!

· Store driving records for the past 3 months, including moving routes, speed, and detailed vehicle information, and analyze accurate driving patterns

· Simultaneously identify the current location of all registered vehicles and the status of the vehicle

· Up to 50 locations in the area of interest, providing SMS & APP push service when entering or leaving

1) Efficient allocation management: simultaneous identification of the current location and condition of multiple vehicles
2) Real-time localization: Prevention of theft and overseas smuggling by remote control (Start button shut off)
3) Management of external work : Current status of mobile workers,
4) Data backup: Systematization of vehicle driving logs including driving record and cumulative distance

Get real-time location and operational information quickly and easily anywhere, anytime
Get ahead with the world-class GPS positioning device professional brand, Fourguard!

▶ Why choose a Fourguard GPS location tracking system?

· The location check cycle is 2 seconds, the shortest in Korea
· More accurate and faster LTE location tracking system
· Non-directional built-in In-tenna system, smooth reception
· Storage of records of the previous 3 months.

· Easy to use web control and dedicated APP
· Automatic update of real-time route
· Set up, up to 50 regional points of interest
· Provide street view and satellite photos

▶ Fourguard! Please select the best proven product!!

With proven technology and differentiated services, many companies such as government offices, public corporations, large corporations, and small / medium enterprises are acknowledging the performance of Fourguard, which realizes efficiency and cost reduction.