

# MRO INNOVATOR

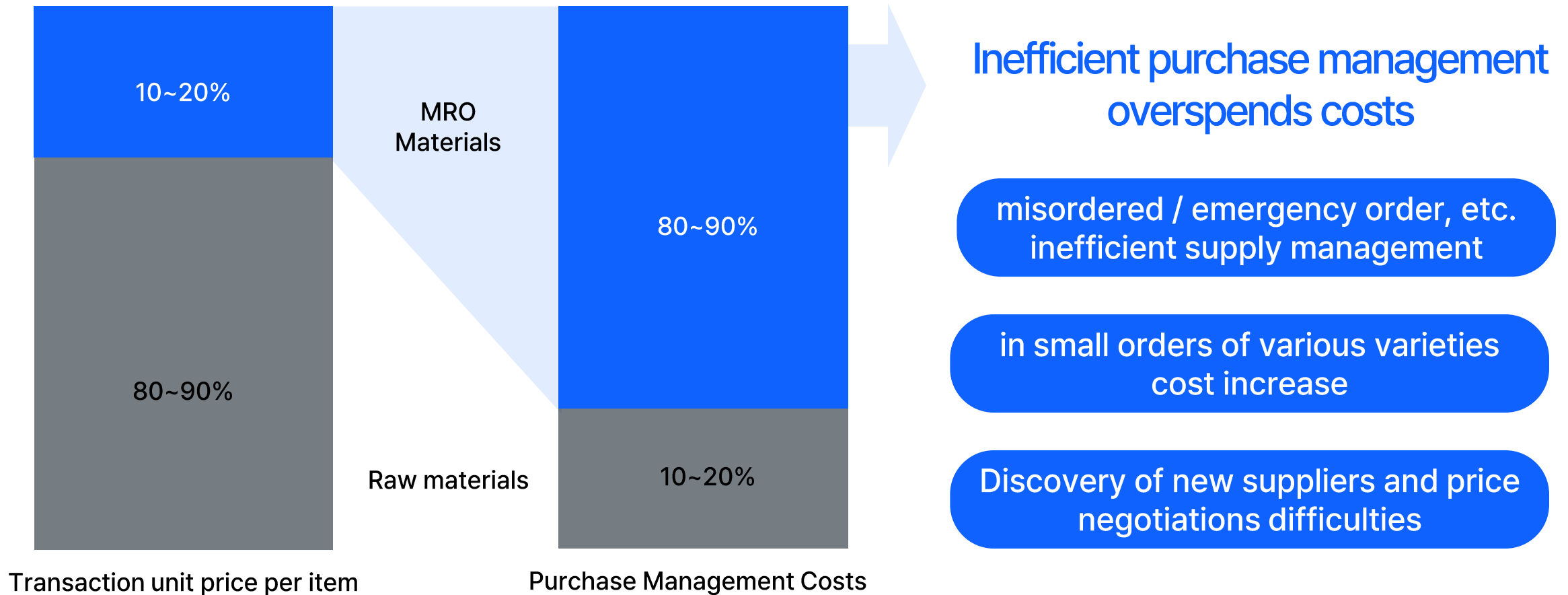
**Global MRO Digitalization Services Company, ALLT**



# What is MRO?

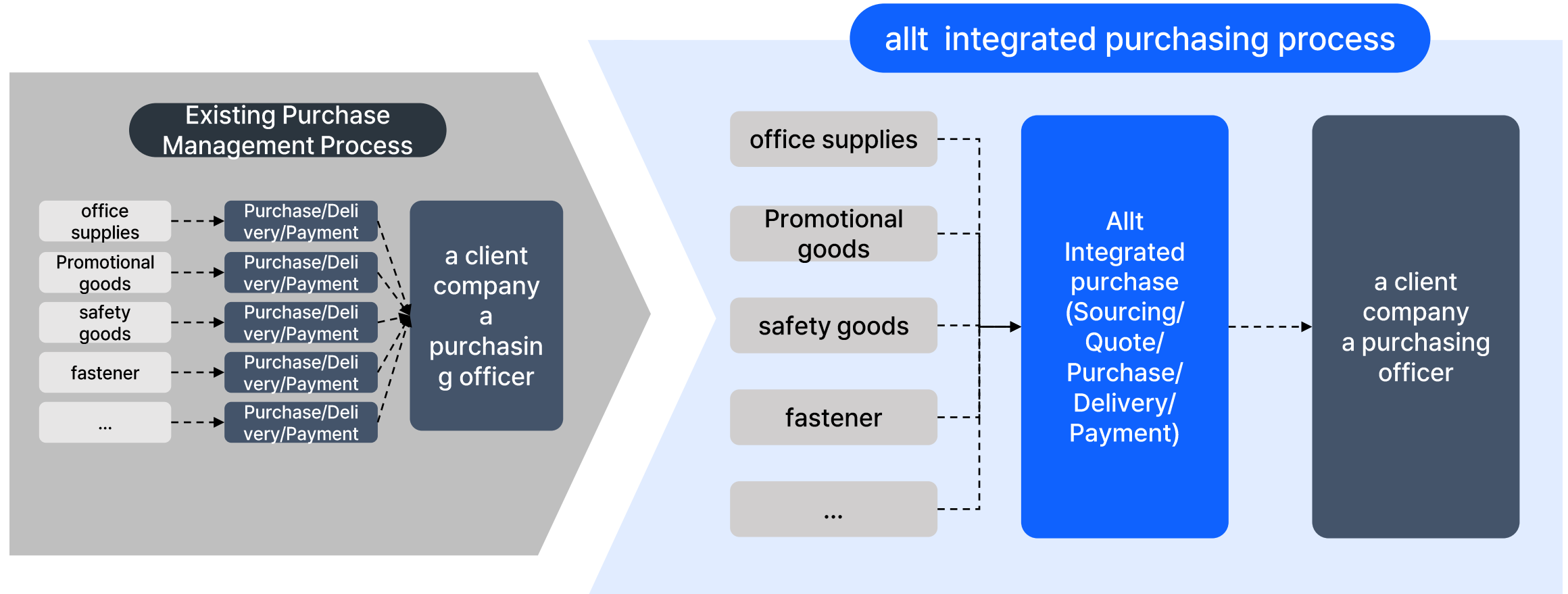
MRO means **all consumable materials** except raw materials and large facilities.

It is a material that is difficult to manage because there are **many suppliers and high orders, but the transaction amount per item is small.**



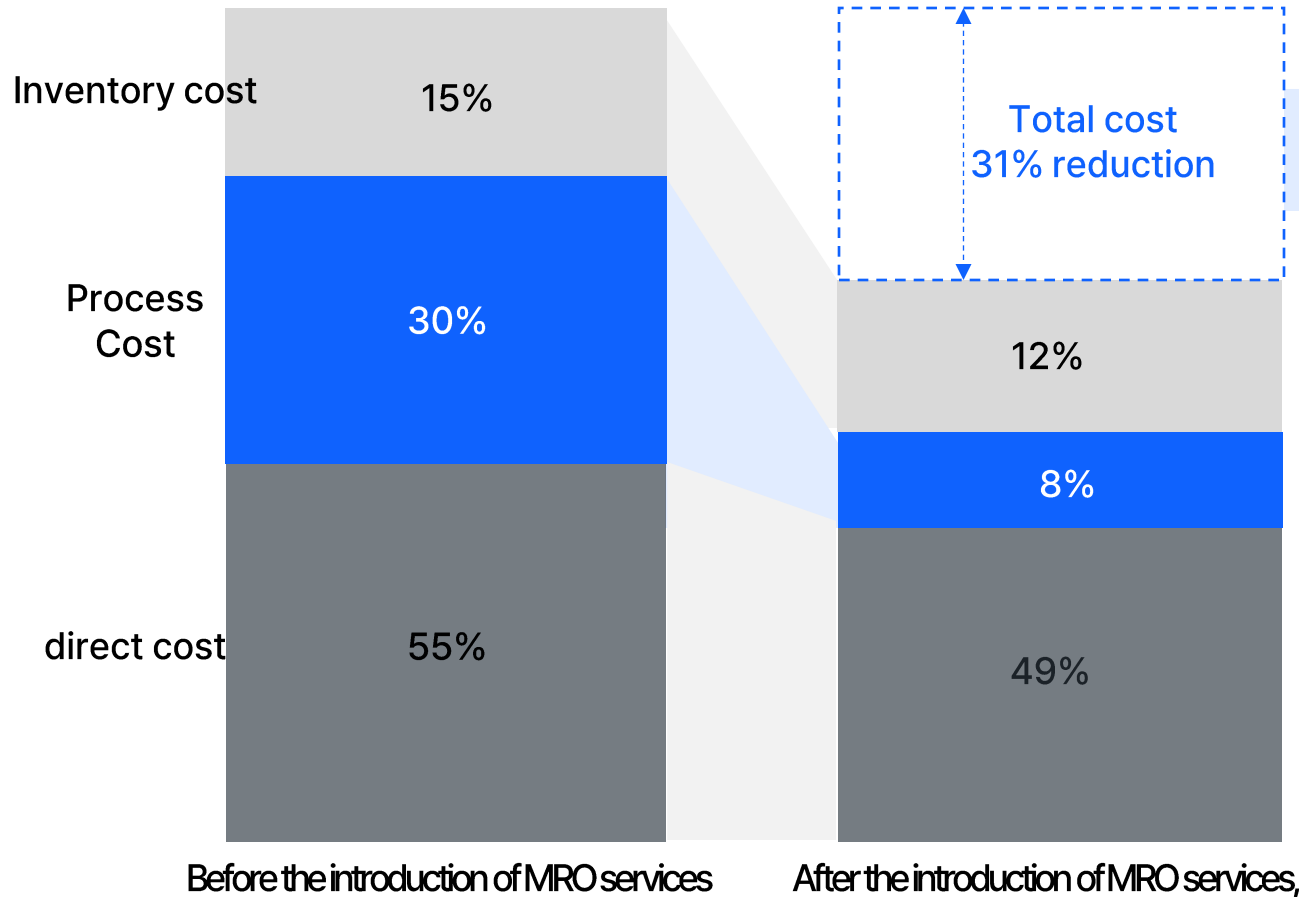
# allt MRO DIGITAL SERVICE

Allt improves and integrates processes from sourcing to settlement of MRO purchases, enabling efficient purchase management.



# allt MRO DIGITAL SERVICE EFFECT

The improvement of the purchase process of the ALLT MRO service can result in total cost savings.



Reduce process costs with efficient purchase management

By a single supplier  
Reduce supplier management costs

Monitoring transactions,  
Reduce availability and order time

Simplified iterations  
Focus on strategic purchasing of purchasing personnel

# allt MRO DIGITAL SERVICE STRENGTH

3 Strengths of ALLT MRO Service

## Global sourcing solution



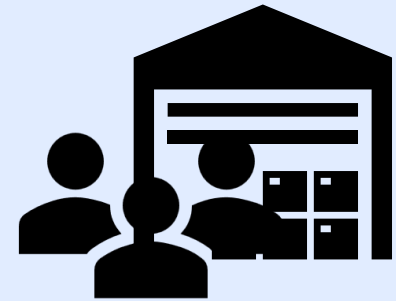
Using a global network,  
Delivering global sourcing solutions

## Technical item Category



Fasteners, packaging, and tools.  
Rich experience and expertise

## Service responsiveness



Through the operation of the MRO branch,  
Respond faster with your customers

# allt MRO item category

ALLT MRO item category



office  
supplies



Fastening  
parts



packaging  
goods



Fire/Safety



Electrical/Ele  
ctronic



promotional  
materials



PC/Home  
Appliance



work tool



Carrying  
goods



ECO-friendly  
Products



Experiment/  
Measurement



a group  
uniform

# allt MRO DIGITAL SERVICE VALUE

You can bring purchasing competitiveness and service competitiveness with the ALLT MRO service.

Purchase  
Competitiveness



Cost  
reduction

- Continuous supplier discovery and regular supplier evaluation
- Diversification of supply sources, Substitute goods development and material specifications  
Continuous through optimization  
Provide cost reduction opportunities



Purchase  
Efficiency

- Major MRO companies in Korea  
Offer to purchase in conjunction with
- General/Production MRO  
Integrated Management Purchase Service
- Packed with 40 years of know-how,  
Reduce administrative costs such as delivery

service  
competitiveness



Expedited  
on-site  
response

- Located near an industrial complex  
"ALLT MRO Branch" is...  
It's about the needs of the field.  
Quick, urgent response
- Install to equipment within the customer's company  
Through "All-on-site",  
24/7 availability and management



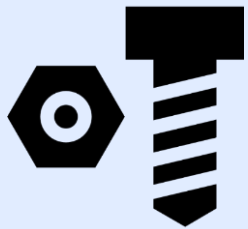
Efficiency  
administrative  
management

- through 350 suppliers,  
450,000 MRO DB connection,  
Operation of ALLT MRO System!
- Standardizing the customer's DB  
Efficient item management and purchase
- Automatically order customized customer patterns,  
Budget Payment Management

# allt MRO DIGITAL SERVICE

With ALLT's specialized supply product management and on-site service,  
We are running the MRO Comprehensive Agency Service.

300.  
Fastener Network



450,000 DBs  
MRO System



MRO branch near  
industrial  
complex



■ Current 2  
branch operations





# alt MRO DIGITAL SYSTEM

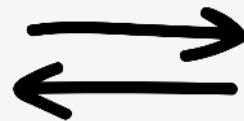
It optimally supplies MRO with 350 suppliers and 450,000 product DBs.

Search for anything and ask for it quickly!

MRO product connection / optimum supplier matching



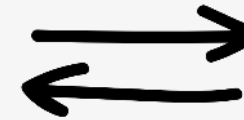
- New item request management
- Order management
- Receiving/settlement management
- IoT WMS
- I/F management
- budget management
- Standard information management
- electronic payment



for the client  
company  
Purchase  
management  
function



for the supplier  
Supply management  
functions



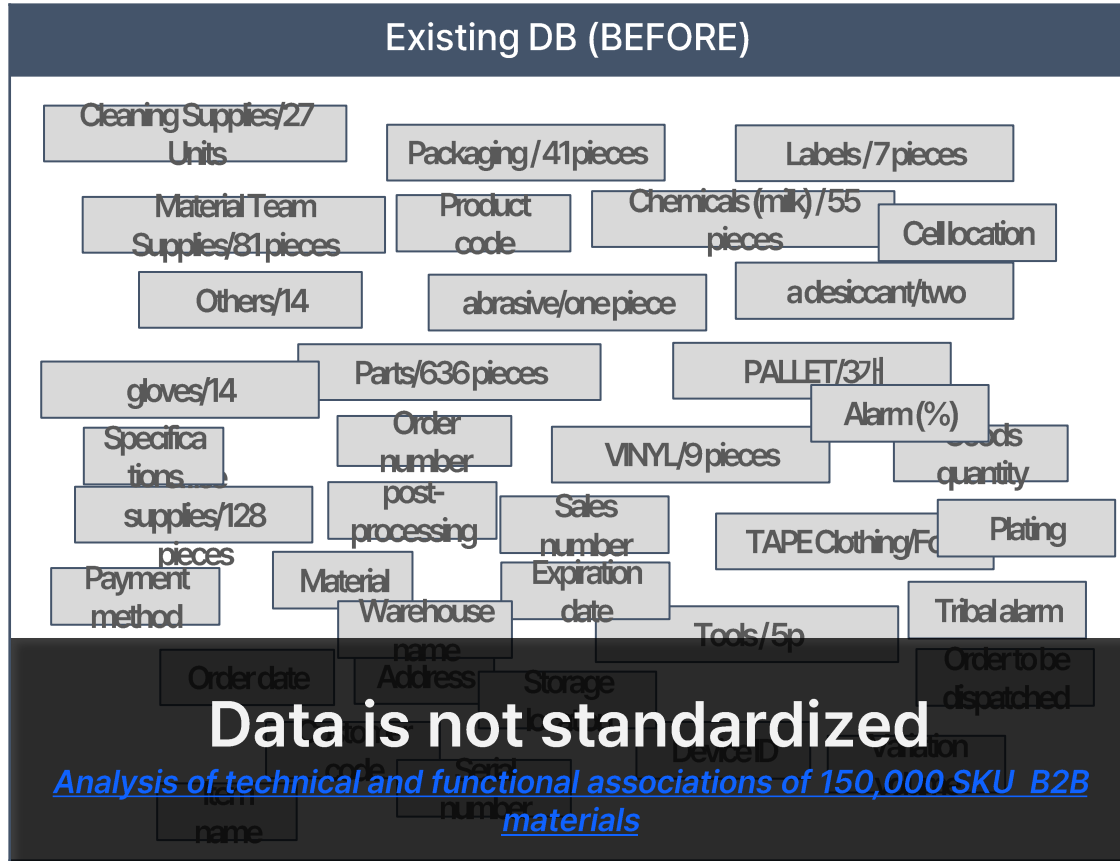
- Sales Management
- Delivery management
- Warehousing management
- Settlement management
- Standard information management

Supplier MRO Shipping

\*Customer ERP can be linked

# alt MRO DIGITAL SYSTEM

The requested MRO DB is optimized and connected according to the strategic sourcing technique.



Optimal DB Standardization (AFTER)

SG	Number of units	SG	Number of units	SG	Number of units
Key/Pin	173	household goods	13	TAPE	4
office supplies	117	Spring	13	a steel pipe	3
a cutting tool	101	abrasive cutting	12	Soup products.	3
Bolt/nut/washer	55	stone	12	safety goods	2
repair/service	48	cleaning materials	12	safety shoes	2
a hand tool	43	Measurement tool	11	Save	2
steel in steel	35	packaging film	9	Packaging	2
Sensor/Switch	30	Specialization of	7	equipment	2
rubber/resin	23	Taein Technology	7	Power transmission	1
a mechanical product	22	Unconfirmed	6	parts	1
perforated	22	medical supplies	6	Finishing material	1
pressure machine	22	Screws/screws	5	wiring mechanism	1
lubricating oil / grease	20	Labels	5	anti-corrosion agent	1
nonferrous metal	19	a safety suit	5	experimental equipment	1
safety gloves	19	Palette/Rack	5	safety cover	1
wrapping paper	19	Packaging	5	a print production	1
Boxes	14	toilet supplies	5	Paint/Paint	1
a steel plate/steel plate	14	air tool	4	the total sum	946
chemistry	14				

**\*Standardizing SG Data**

Standardize item code, identify used items and purchase patterns

\*Sourcing Group (SG ) Strategic Sourcing Techniques

# alt MRO DIGITAL SYSTEM

Competition Bidding, negotiation/integration, improvement of distribution stage, and standard DB mapping are used to provide optimal unit prices.

Category	Key Items	Number one supplier	Supplier 2nd Placement	3rd place of supplier
office supplies	Writing equipment, binders, ink, toner, copy paper, etc.	Office Depot Korea	All offices (Gangnam headquarters)	an office market
Tools	Hand tools (wrench, nipper, hammer, etc.), power tools (drill, grinder, etc.)	Cretek responsibility	Friendship instrument	Samheung Tech Tool
Fastening parts	bolts, nuts, wascha, anka, wire rope, clamp, piece, Fisher, etc.	Daesung Bolt	Hyosung Bolt	Holy bolt
PC/Home Appliance	Laptops, monitors, desktops, printers, beam projects, etc.	Central Media Tech	Master Inno.	JW Tech
packaging goods	Box, danpra box, tape, stretch film, etc.	Taerim Packaging Industry	a dragon stick	Green onion cardboard pack
building management/fire fighting	Fire extinguishers, signal rods, plumbing, lighting, belts, etc.	joint industries	Korea Fire Safety	Korean Fire Service
group clothes/work clothes	Uniforms, work clothes, training clothes, group clothes for events, etc.	DAEKWANG SIT.	Korea General Corporation	Yushin Company
a promotion/gift	Holiday Gift Set, Welcome Kit, Promotional USB, Tumbler, etc.	Dough Place	Bo Myung C&I	S&C Corporation
safety goods	Gloves, masks, protective glasses, safety shoes, safety helmets, earplugs, tosi, etc.	CNU High Tech	Yuhan-ADS	Samgong Safe
Welding Materials	Welding rod, Co2 nozzle, welding machine, clamp, welding surface, etc.	CNU High Tech	Wonmyeong Corporation	Robowell
polishing tool	abrasive stone, cutting stone, string, brush, diamond tool, etc.	Korean abrasive	the first grinding industry	Samyang Grinding Industry
paint / lubricating oil	lubricating preservative, compressor oil, water/oil paint, enamel, etc.	Korea Shell Petroleum Co., Ltd.	Howton Korea (Onsan Plant)	Hyojin Corporation
Electrical Materials	wire reel, outlet, insulation tape, cable tie, wire pipe, etc.	Brotherly life history	Spring Day F.A.	Neo-electricity
transport/storage/di embarkation	cart, ladder, pallet truck, sling belt, caster, etc.	CNS Korea	a hard window caster	an international trading company

\*Financial credit rating, brand, quality, inventory holding, delivery capability, service evaluation, and ranking based on evaluation

# alt MRO DIGITAL SYSTEM

Maintain an optimal unit price through sourcing and cost reduction activities for MRO items.

## Sourcing Method



### Competition Bidding

Cost savings for items with fewer common standards and quality issues



### Negotiation/integration

Reduce costs by negotiating with suppliers of exclusive/manufacturing items and integrating the volume of all-t purchases of customer-saving items.



### Improvement of distribution stage

General store -> Agency -> Distributor -> Cost reduction through the manufacturer's upper purchasing stage Level Up



### DB mapping

Validation of unit price and cost reduction in allt standard DB

## cost-cutting activities



### Selection of target items

Select items with high cost reduction effect among all-t-me transactions or transaction items



### Planning and deriving a cost reduction plan

Workplan discussion of saving objectives/methods for items



### Delivering results

According to the above cost reduction plan, the results of the cost reduction plan are derived.  
Profile Sharing (consultation of P/S rate)

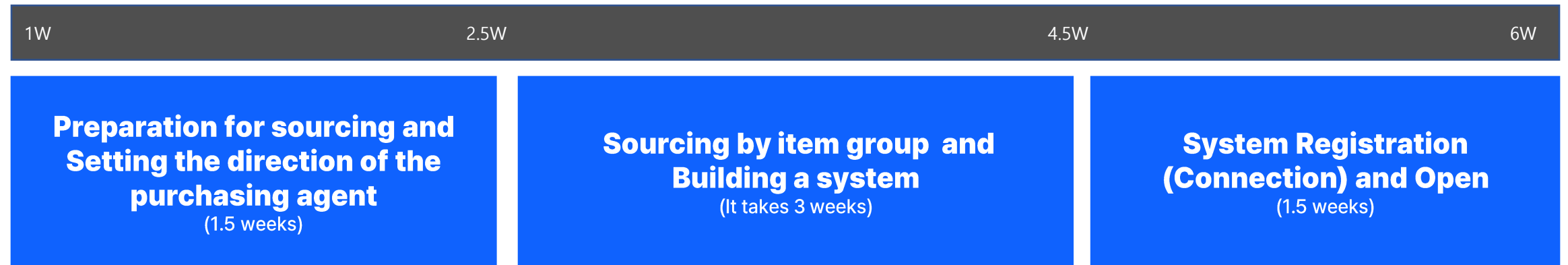
\*Target performance is derived through single or multiple applications of key purchasing methodologies by item group

# alt MRO DIGITAL SYSTEM

Customer launch timeline, it takes an average of six weeks.

## KICK OFF

## OPEN



- Acceptance of purchase agency DB → Performance DB (raw)
- SG classification (selected by person in charge)
- DB Cleansing
- Purchase Process Analysis
- Receiving partner information (including official information)
- on-site due diligence
- Creating a sourcing DB

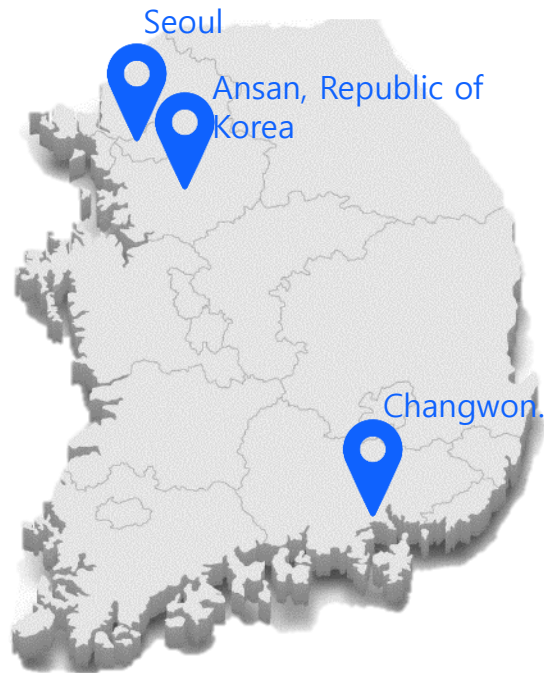
- Organization of sourcing units (SG, Maker, Partner)
- Establishing sourcing strategies (ALLT Strategy Purchase Tool)
- Create RFQ
- RFQ Deployment
- RFQ reception
- RFQ Evaluation
- Selection of final partner
- Reporting sourcing results (review and approval)

- System deployment
- System Registration → Users, Items
- User training (customer, partner)
- Conclusion of a transaction contract
- Purchase Agency Open  
→ Monitoring  
→ Change Management

# alt MRO branch

We provide on-site close service by opening a branch near an industrial complex with a lot of MRO usage near the customer. We currently operate MRO branches in Seoul (Gasan), Ansan, and Changwon.

There is an alt where the customer is!



Region name	Scale	Number of operators	manufacturing ratio	Remarks
Ansan, Republic of Korea	Annual production amount of 2.6 trillion won	6,964 companies	37%	Allt Ansan MRO branch is in service.
Changwon.	an annual output of 20 trillion	7,345 companies	46%	Allt Changwon MRO branch is in service.



# alt MRO branch

To support more efficient customer-oriented services, we form and operate a group of experts in each field.  
Strengthen customer-centered services through in-house service training, mind set reinforcement, personality training, and teamwork training.

## “Experts Group for Customers”



more than  
10 years  
sourcing  
experts

Purchases tracked in collaboration  
Reduce costs with competitiveness

fastener  
experts

With expertise and rich infrastructure  
Producible parts purchase  
consultation

Logistics  
experts

Accurate delivery processing with  
damage prevention and efficient  
loading method development



# alt MRO branch

We provide customer-centric services closest to the customers we can. Stable service operation and In order to continuously improve service, we always communicate closely with customers.

## quick-witted Response

- Emergency order response and delivery
- In the event of an issue, quickly Visit the site and take action
- About current inventory items with the same-day service Reducing Distribution Costs

## on-site necessity an occasional identification

- a regular visit to the site a working-level consultation
- visiting the site from time to time Identify needs and develop improvement plans
- Identify regional and site flows

## Customer Satisfaction Activities

- Customer User Training
- Major business reports every month and Provision of the next month's implementation plan
- with regular CS evaluation Improve customer satisfaction



# PURCHASING INNOVATOR

Purchasing innovation services that provide MROs closer to customers, alt.



# COMPANY PROFILE

There is an allt MRO service where the customer is located.

MRO services are multi-variety small purchases, but are frequently purchased to increase purchasing efficiency, transparency and cost savings for consumable materials (MROs) that are expensive for administration and management.

This is a purchase service.

Allt provides an MRO purchasing agent system that maximizes purchasing efficiency for consumable materials, and an on-site service for purchasing professionals. Allt leads purchasing process innovation to meet diverse purchasing needs closer to customers I'm doing it.



Allt can purchase not only general MRO materials, but also key ingredients and technology-intensive items required for manufacturing companies. It also includes customized production, packing, and delivery solutions of complex shapes, which are practical for manufacturers. We are trying to deliver value.

# allt MRO PRODUCT

Allt acts as a purchasing agent for all industrial goods required for manufacturing companies.

## Electrical/Instrumental Area

Motor: LG, Hyosung, Hyundai, Cable: LG, Daehan Cable, Heesung Cable, Wiring Instruments: Jangan, Anam, Shindonga, Pressure gauge: WISE, KONICS, Transmeter, battery (manganese, lead), fluorescent light, computer

## Tool Area

Power tools: Keyang, LG, Bosch, Hand tools: Seshin, Tone, OVessel, Engineer, Rubicon, Robster

## Operation/Consumables Area

Lubricants: Grease, Lube Oil, Distinguished Service, Personal Goods: Cotton gloves, protective equipment, safety shoes, consumables: welding rod, Industrial towels, household goods, packaging materials: Overlapping shrink film

**450,000 items**  
For  
manufacturing  
company  
**MRO Material**

■ **Securing MRO professional distribution and provider base**

■ **One-stop purchase service for all MRO materials**

## Machine/Part Area

Pump: Gould, Evara, Shinil, Bearing: NSK, FAG, INA, high heat, Filter: Cartridge, capsule, air conditioning  
Pipe/Fitting/Valve/Hose/Tube, 유공압: SMC, TPC, Festo, CKD, Bolt&Nut, O-ring

## building material area

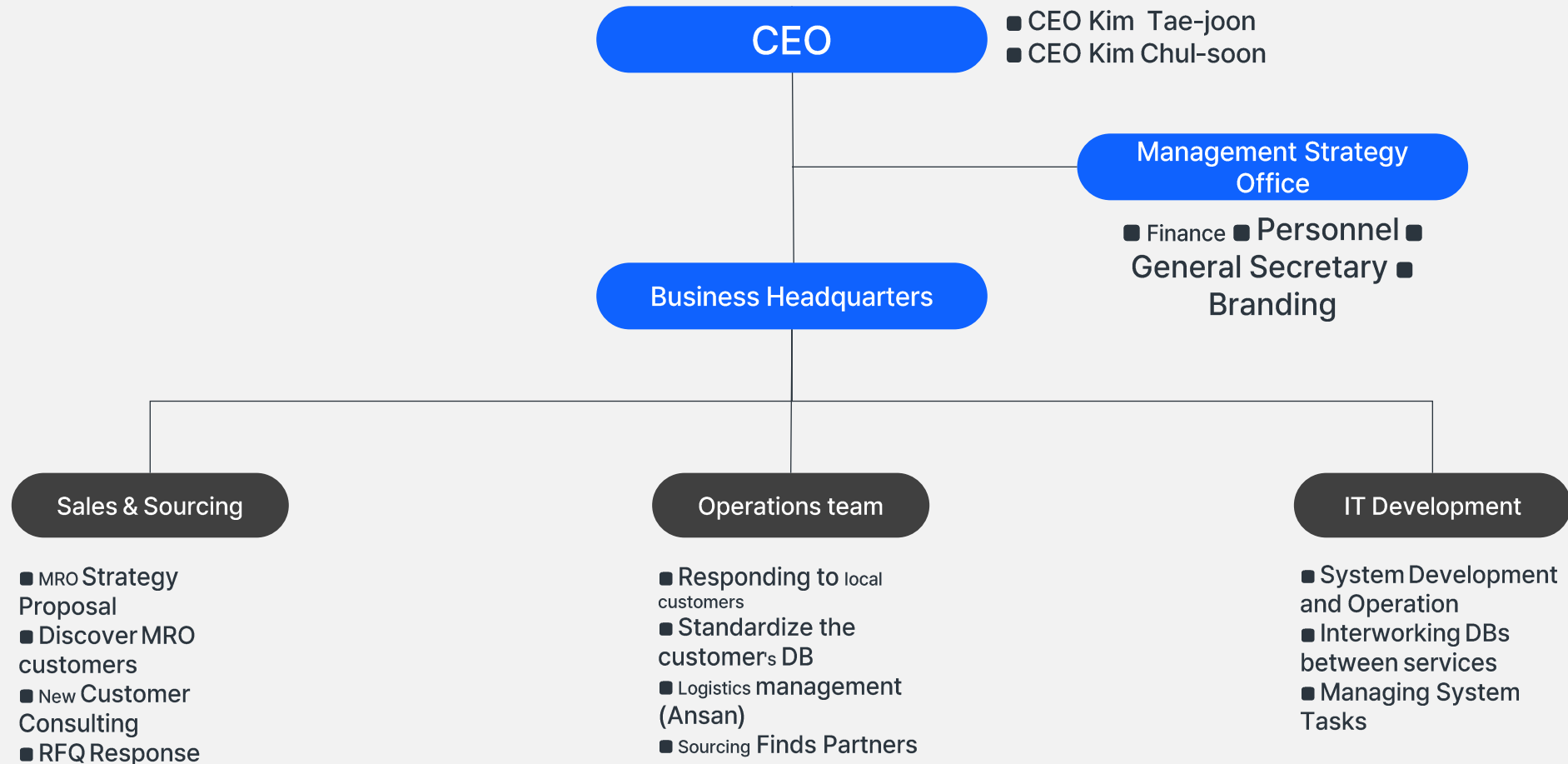
Safety net, wood, glass, cement, sanitiser

## Stationery/computer consumable area

Stationery: Writing equipment, post-it, file, tape, copy paper:  
In addition to A4 paper, OHP film, consumables: binder, paper cup,  
Tissue, Computer supplies: Toner cartridges, mice, miscellaneous goods:  
disposable coffee, soap

# allt ORGANIZATION

It is a group of experts with the ability to implement the most efficient MRO services.





# allt HISTORY

Today, we are recording a history that will change the future of the field.

## 2022

- Launch of Alt MRO Service
- Hyundai Livart, AJ Auto Parking Systems, Orders from medium/large customers such as Bebe Cook
- Attracting investment from pre-series A (medium-sized enterprises, etc.)

## 2019

- Ministry of Trade, Industry and Energy Wins Ministerial Award
- Venture Business Association selects excellent venture companies
- IBK Industrial Bank of Korea (IBK) selected as a family company
- Selection of Outstanding Companies for Job Creation in Guro-gu

## 2021

- Mid-term Technology Startup Program Selected by TIPS
- Jungwoo Volt IoT Smart Scale Introduction Agreement
- Hyundai Samho Heavy Industries Contracts to Introduce IoT Smart Scale
- Kim Chul-soon's inauguration as CEO of each company

## 2018

- Patent Application for Automatic Supply of Consumable Materials for Industrial Use
- Patents for Network Control Devices
- Hyundai Mipo Dockyard IoT smart scale introduction contract
- First batch of IBK Changgonggu was selected

## 2020

- Korea Startup Market 상장
- Korea Federation of Small and Medium Business Wins Achievement Award
- Frontech IoT Smart Scale Inventory Management Enforce solution supply agreements

## 2017-2016

- Certification of a company with excellent technical capabilities (T4)
- Seoul to select the best company
- Maeil Economy, Youth Enterprise Selection
- Establishment of the Olt Corporation

# OUR CLIENT

We provide MRO services so that customers can only focus on success.

**DK** (주)동국R&S

**DCF** 대창단조주식회사  
DAECHANG FORGING Co.,Ltd.

**S** 영풍파일

**DCF TREK**

**INNOS**  
INNOVATION GEAR SYSTEM

**[FRONTEC]**

**HWAJIN**

**DCF** 나전금속(주)

**현대삼호중공업**

**청암그룹**

**Bsf** 부산식품

**JW** 정우볼트

**samjin**  
Valve Innovator

**AJ** AJ오토파킹시스템즈

영유아식품 전문기업  
**BEBE COOK** 베베쿡

**SeAH**

**LIVART**  
리바트

**Ji** JIN YANG  
Corporation Ltd.  
(주)진양코퍼레이션

**현대미포조선**

**ILJIN**

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are slightly out of focus, creating a sense of depth and height. The sky is a pale, clear blue. The overall aesthetic is clean and professional.

**allt**

[www.alltmro.com](http://www.alltmro.com)