



# Ericsson-LG Enterprise

2024



# More than 50 years of enabling business communications

iPECS



**1969**

## FOUNDATION

establishment of Goldstar Communications



**80's - 90's**

## MANY KOREA FIRSTS

1973 – digital keyphone (GK 200)  
1975 – digital PBX (STAREX 2000)  
1995 – Cordless phone (GT 9500)  
1999 – Dual cordless phone (GT 9771)



**2000**

## LG ELECTRONICS

merger with LG Electronics and continued innovation and transformation to VOIP



**2005**

## LG-NORTEL

joint venture with LG Electronics and Nortel established and introduction of IMS based multimedia phone



**2010**

## ERICSSON-LG

joint venture with LG Electronics and Ericsson established and launch of iPECS Cloud solution



## Foundation

Ericsson-LG joint venture established in 2010 (75% Ericsson, 25% LG), & Ericsson-LG Enterprise established 2013



## Innovation

Headquartered in South Korea with a strong history of innovation since 1969



## Customers

Strong global carrier relationships serving the Enterprise market segment



## Portfolio

Broad portfolio of Unified Communications and Cloud solutions



## Solutions

Providing ICT solution to operators and Enterprises globally



## Experience

Experienced vendor with 50 years of innovation and thought leadership



## Market Leadership

Customers in more than 60 countries



## Vision

Our vision is to be the prime driver in an all-communicating world, the Networked Society. In the Networked Society, everyone can use voice, data, images and video to collaborate and share information wherever and whenever they want

# Ericsson-LG Enterprise at a glance

Ericsson-LG Enterprise is an industry leading Unified Communications solution vendor with a broad portfolio of Cloud (UCaaS) and on-premise solutions deployed globally with customers represented in every vertical market segment including Korea Ministry of Defense, Hyundai, Woori Bank, MetLife, Ikea, Bank of China and many more.



## UNIFIED COMMUNICATIONS

Broad portfolio of Cloud UC and on-premise solutions, business applications and terminals



## GLOBAL VENDOR

Experienced vendor operating in 60 markets and leader in 5. Recognized as global top 10 vendor



## INSTALLED BASE

Strong tier 1 carrier relationships and channel network - 15 million lines installed globally (estimated)



## PEOPLE

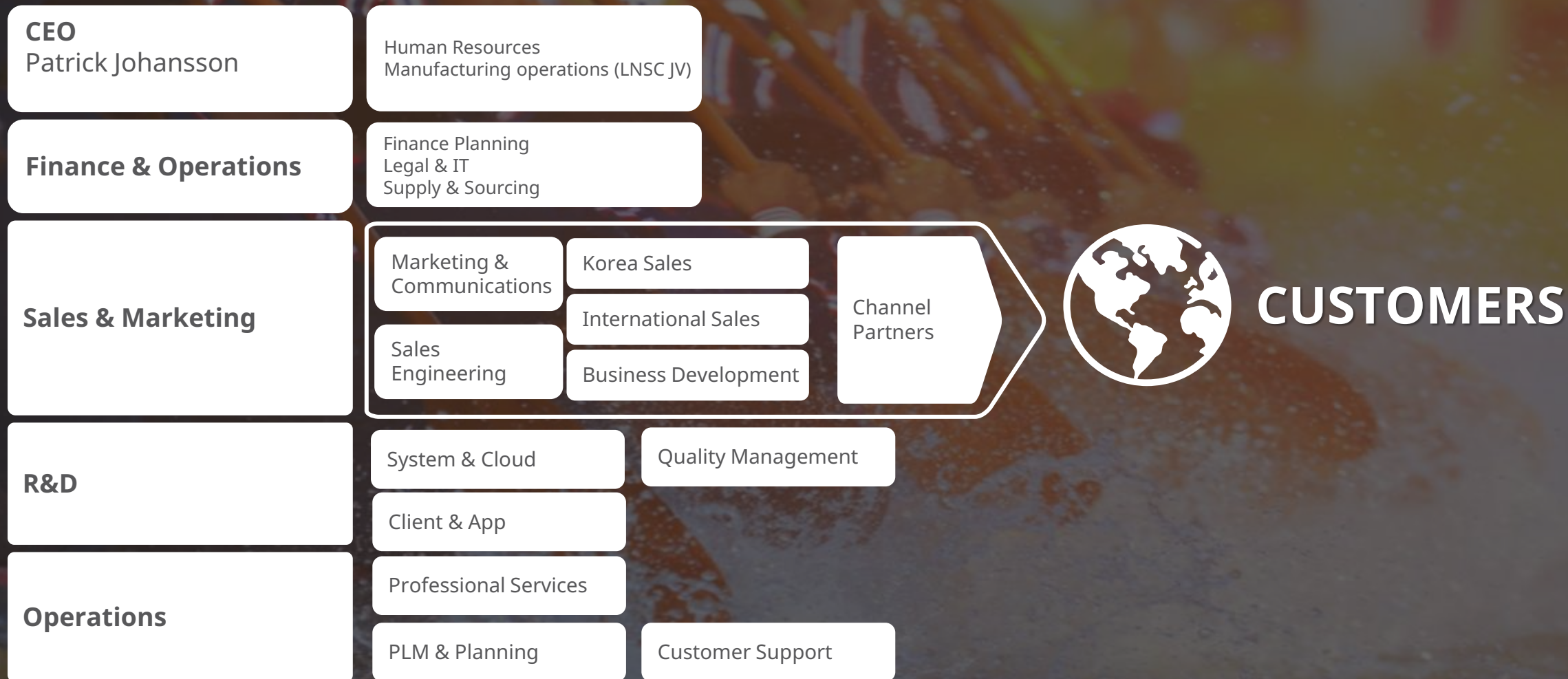
Talented and experienced technology, operations & commercial employees



## FINANCIAL

Robust financial performance - invested for growth

# Our Organization



Meeting our  
customers needs

iPECS



# the industry is **CHANGING FAST**

iPECS

## industry transformation

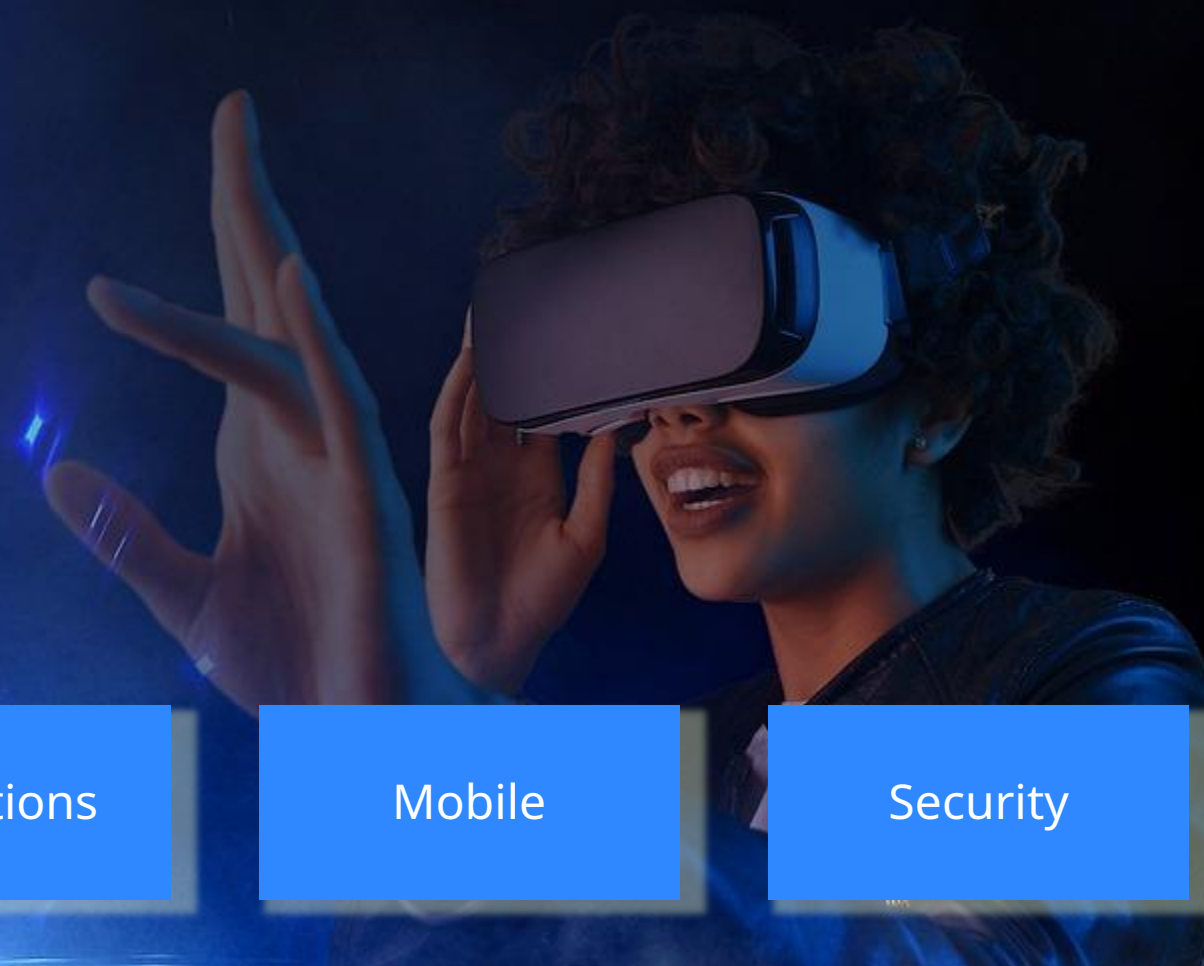
Premise to Cloud

Remote working

Applications

Mobile

Security



# focused strategy

*innovation and technology that powers your growth*

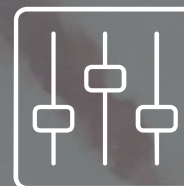
CLOUD



PREMISE



APPLICATIONS



SERVICES





# Our Business

## OUR FOCUS AREAS

UNIFIED COMMUNICATIONS

CLOUD (UCaaS)

BUSINESS APPLICATIONS

CONTACT CENTER

## OUR CUSTOMERS

SERVICE PROVIDERS

GOVERNMENT

HOSPITALITY

FINANCE

RETAIL

## OUR ASSETS

TECHNOLOGY LEADERSHIP

CHANNEL PARTNERS

PEOPLE

# Global Presence

Global installed base of approximately 15 million extensions

**iPECS**



**Americas**

Strategic partnership with Vertical Communications

Strong presence in UK, South Africa and Israel

**EMEA**

**APAC**

Dominant market position in Korea and Australia

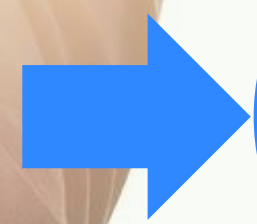
**iPECS**

Your Communications Solution

winning proposition



**iPECS**  
Your Communications Solution



# where we WIN? why we WIN?

“more than 90% of  
Microsoft TEAMS  
customers look to 3<sup>rd</sup> party  
telephony experts for  
integrated services”

Patrick Watson  
Cavell group

installed base

prem to cloud

TCO

voice is the killer  
application

# Established partner program



## Global Partners

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Global partnership has been the foundation of our business model. More than 60 authorized distribution partners have been working together

## Partner Program

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Tiered partner program designed to support and promote the company partnership levels

## Partner Key Benefits

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Marketing support funds – drive demand & awareness  
Access training & support  
Use of all sales-ware & product information

Please visit the company website to find the list of partners & become a partner:  
<https://ericssonlg-enterprise.com/partners-worldwide>

# Technology & portfolio

iPECS



# Winning portfolio

## iPECS collaboration portfolio

iPECS



Small Business  
(<99 emp)



Medium Business  
(100-999 emp)



Large Business  
(1,000+ emp)

### PREMISE

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Owner maintains and controls system

### PRIVATE CLOUD

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Draws on benefits of both premise and cloud

### PUBLIC CLOUD

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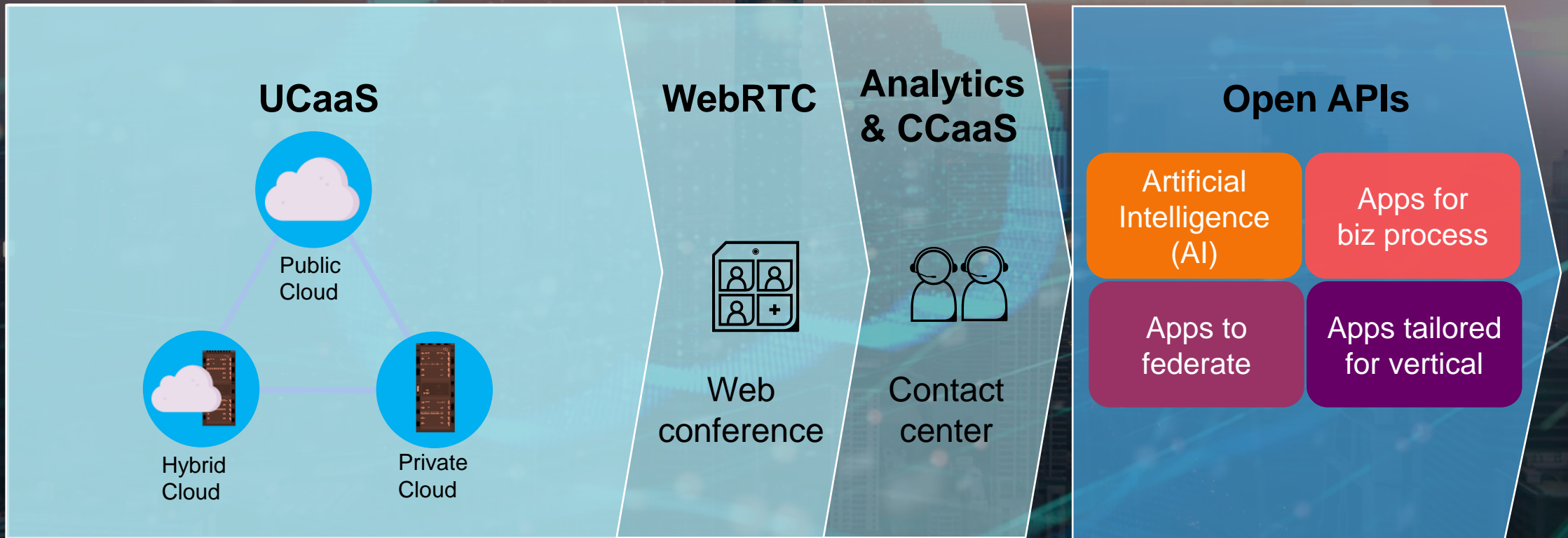
Leverage benefits of centralized UC solution

### HYBRID

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Combines cloud and premise deployment features

# iPECS Cloud Strategy



Delivering rich functionality to aid digital transformation & improve business productivity



number of use cases that are being created with cloud based communications and digital transformation is nearly limitless

# iPECS Unified Communications Strategy (on-premise)

iPECS

Platform Transformation as a **Service Enabler**

**Integrated  
Solution**

**Business  
Applications**

**Open  
API**

**Software  
Assurance**

**Platform  
Innovation**



eMG100



UCP100

**SMB**



UCP600/2400



vUCP

**SME**



UCM

**LME**



**Terminal**

# Evolution to Cloud – Hybrid Cloud

Seamless migration path to cloud for existing iPECS customers

reliability

investment  
protection

user  
experience

# Rich Applications Portfolio

UCS

PC & mobile

IPCR

EXT & trunk

ONE

WebRTC

Analytics

Contact Center Suite

Attendant

Office & hotel

NMS



# Terminals and Clients

## Digital

LDP-9000 series

## Mobile

Android & IOS

## IP & SIP

1000i series

## ANDROID

1080i

## IP DECT



# Technology & Portfolio Summary



## Competence

- Market knowledge and understanding customer requirements
- Strong technology capability in core areas of Cloud/UC/Business apps./Clients
- Extensive IPR patent portfolio



## Portfolio

- End to end portfolio addressing market requirements of Enterprises of all sizes
- Strength in core areas and leverage partners for adjacent technologies



## People

- Experienced and talented in a broad set of technologies
- Efficient team structure and agile process



Thank You!

<https://ipecs.com/>  
<https://ericssonlg-enterprise.com/>