



# IPECS Company introduction 2025



# More than 50 years of enabling business communications

iPECS

FOUNDATION  
IN 1969



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



**2013**

**ERICSSON-LG ENTERPRISE**

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



**2025**

**iPECS**

Announce new company name to enhance brand clarity and solidifying our position as a leading provider of UC solutions globally



## Innovation

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



## Vision

Our vision is to be the prime driver in an all-communicating world, the Networked Society.



## 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



## Partnership

Powerful partnership to build iPECS ecosystem

# IPECS at a glance

iPECS

IPECS 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

**CEO**

Patrick Johansson

Human Resources  
Manufacturing operations (LNSC JV)

**Finance & Operations**

Finance Planning  
Legal & IT  
Supply & Sourcing

**Sales & Marketing**

Marketing &  
Communications

Korea Sales

International Sales

Sales  
Engineering

Business Development

Channel  
Partners

**CUSTOMERS****R&D**

System & Cloud

Quality Management

Client & App

**Operations**

Professional Services

PLM & Planning

Customer Support

Meeting our  
customers needs

iPECS



# the industry is **CHANGING FAST**

iPECS

industry transformation

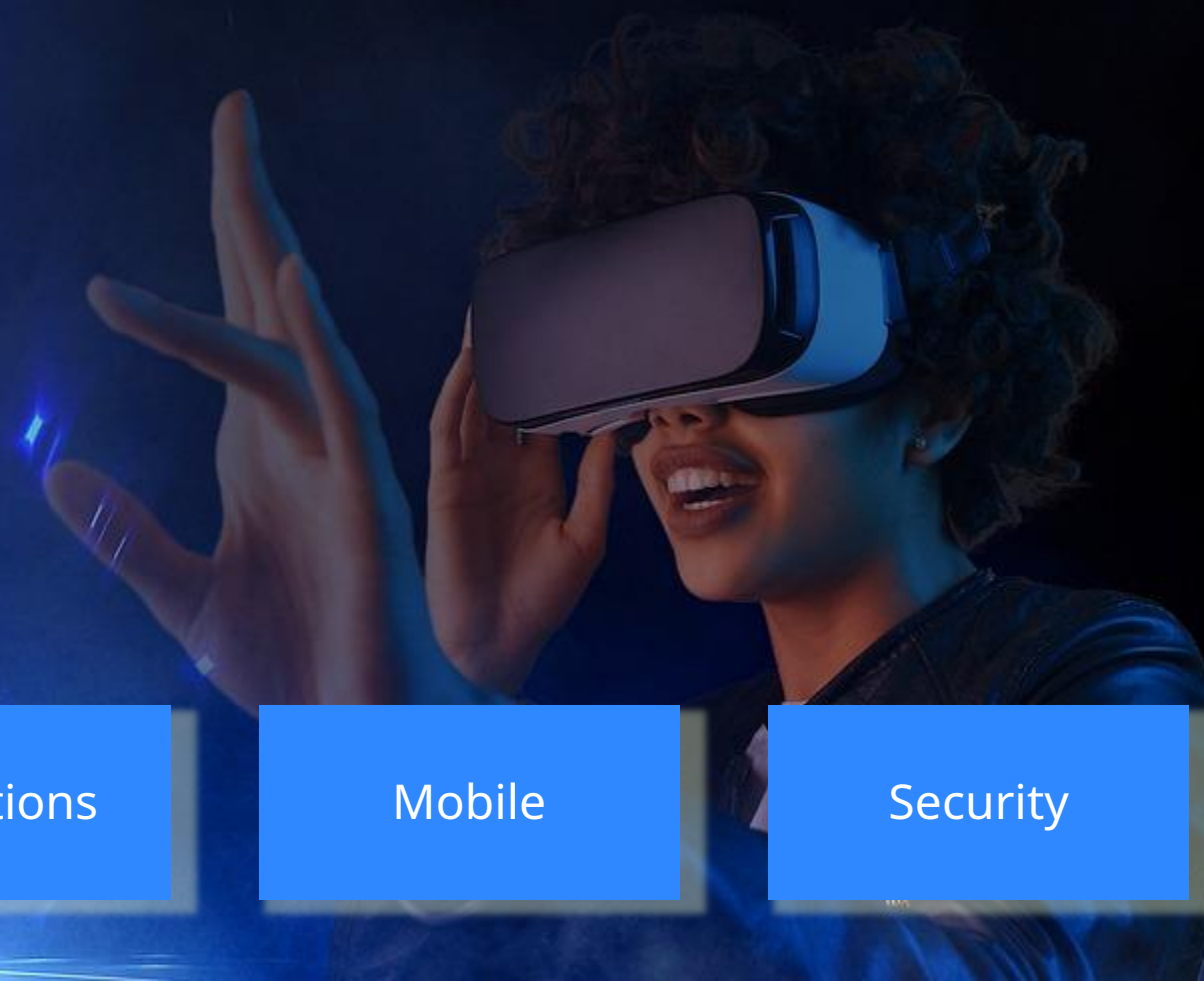
Premise to Cloud

Remote working

Applications

Mobile

Security



# focused strategy

*innovation and technology that powers your growth*

CLOUD



PREMISE



APPLICATIONS



SERVICES



# Our Business

iPECS

## 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

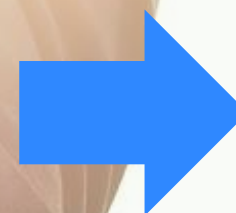


winning proposition



**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://ipecs.com/contact-partner>

# 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

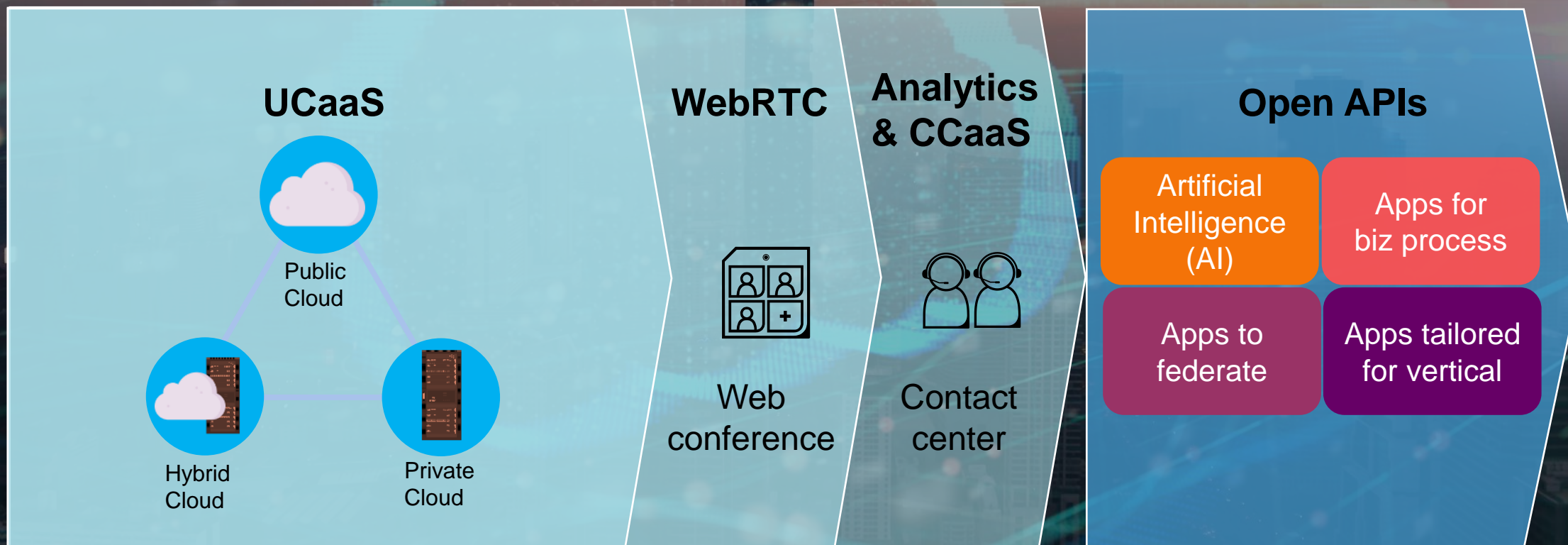
## HYBRID

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Combines cloud and premise deployment features

# iPECS Cloud Strategy

iPECS



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 &amp; mobile

**IPCR**

EXT &amp; trunk

**ONE**

WebRTC

**Analytics****Contact  
Center Suite****Attendant**

Office &amp; hotel

**NMS**

# Terminals and Clients

## Digital

LDP-9000 series

## Mobile

Android & IOS

## IP & SIP

1000i series

## ANDROID

1080i

## IP DECT

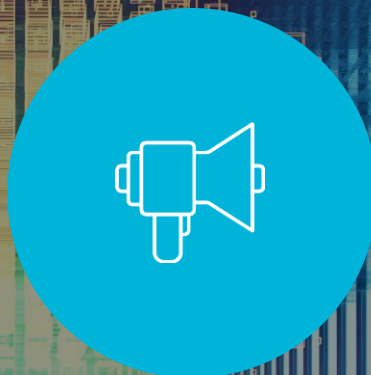


# Technology & Portfolio Summary



## 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



# iPECS

Part of Ericsson

Thank You!

<https://ipecs.com/>