

Meeting Summary with EPLAN CEO

2023. 3.22 PM 2:00



Collaboration Plan

- EPLAN P8 and UDMTEK S/W Sale to LG Energy Solution (Reference)
 - New factory & machine suppliers for LG Energy Solution
 - EPLAN S/W could be widely used for control & maintenance engineers with UDMTEK S/W
 - Schedule: Proposal by March or April and delivery by September
 - Extend to global market such as China, EU
- Attending local & global exhibition in 2024
 - Hannover Messe 2024
 - Local Automation World, Second Battery Exhibition, China Automobile & other exhibition

Expected Effectiveness

- EPLAN Korea / EPLAN GmbH & Co. KG
 - Creating a new S/W application reference for operation & maintenance area
 - Scalable services including PLC operation & maintenance
 - Increasing sales in S/W and services
- UDMTEK
 - Creating new application reference with the aids of EPLAN P8 Data
 - Create new business area with EPLAN P8
 - Easy to enter global market with EPLAN partner program

Meeting with CEO & Vice President of EPLAN

- 2023-03-22, UDMTEK본사 대회의실
- Sebastian Seitz, CEO of EPLAN
 - UDMTEK Black Box 제품에 많은 관심을 보임
 - 관련 수요처에 소개할 예정으로 제품 소개서와 데모를 요청하여 송부함
 - 제품 판매방법에 대하여 질문하였고 Reseller를 이용할 계획으로 답변
 - 국내, 해외 전시회 참여, 그리고 글로벌 영업에 대하여 협력을 약속
- Thomas Weichsel, Software Portfolio Vice President of EPLAN
 - Black Box제품은 제조업의 유지보수 영역에 효과적인 새로운 제품으로 평가
 - 기계어 처리기술에 대하여 크게 관심을 보임
 - UDMTEK의 Black Box제품과 EPLAN제품이 동시사용시 양사의 시너지

Meeting with CEO and Vice President of EPLAN

