

**INOSSEM**

**INOSSEM**  
**Global Business**

**DIGITAL INFINITY**



# An innovative technology company bringing **DIGITAL INFINITY** to Global Business

**INOSSEM**



**INOSSEM focuses on technology integration and value creation** to help companies improve processes, initiate digital transformation, and drive business growth.

INOSSEM is a Digital Solution provider for various industries. We create long-lasting value and solve complex Business Operation and Supply Chain issues for our clients by combining our industry, process, and digital expertise. Our clients span all business segments and sizes, from small domestic trading companies to multinational corporations. We help our clients grow their business and take it to the next level with our offering in supply chain transformation, hyper-automation, and digital technology adoption.



**Industry  
Portfolios**



**Global  
Operation**



**Best  
Practice**

# We helped MNCs to succeed business operation



Support to resolve globalization challenge for expanding oversea networking and entities for Asia-to-Global corporate customers, which establishing **a long-term partnership from** either INOSSEM or ATG company themselves upon leveraging corporate IT strategy and regional deployment.



## Practicing Difference

In comparison with Asian head-office that follow a distinguished decision-making process, local businesses tend to value business satisfaction, thus an on-demand change management.



## Supply Chain Complication

ATG crossing-continent supply chains involve individual organizational silos that often result in inefficient overall performance and constrained supplier relationships.



## Human Capital Sensitive

The human resource cost, be it of business operator or specialist, is significantly higher globally sensitivity. This necessitates a different budgeting model, and the utilization of tools that minimize human effort.

## Digital Solution

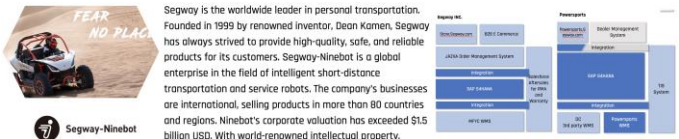
Industry-focused know-how with BPHA (Business Practice Hyper Automation) as rapid deployment methodology via 24\*7 global delivering

## Supply Chain ONE

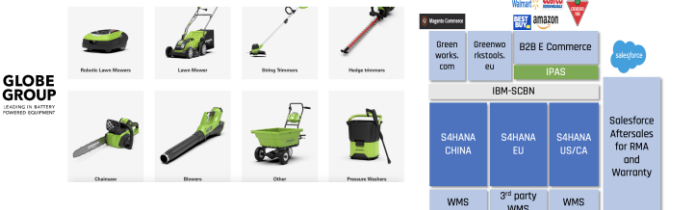
Effective E2E Supply Chains enable disruptive innovations in customer experience by delivering greater visibility of product design & performance and manufacturing capabilities

## Hyper Automation

Resolution upon complex process modeling, automatic operation, providing approaches engaging People, equipment, APIs, UI and document recognition.



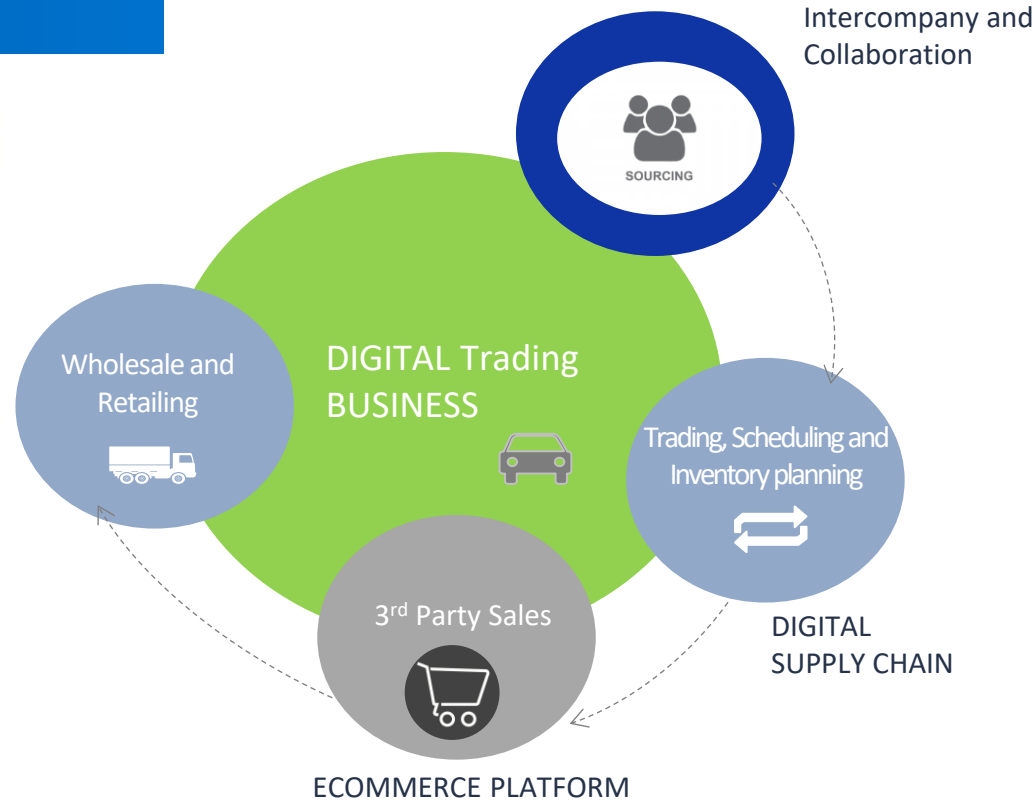
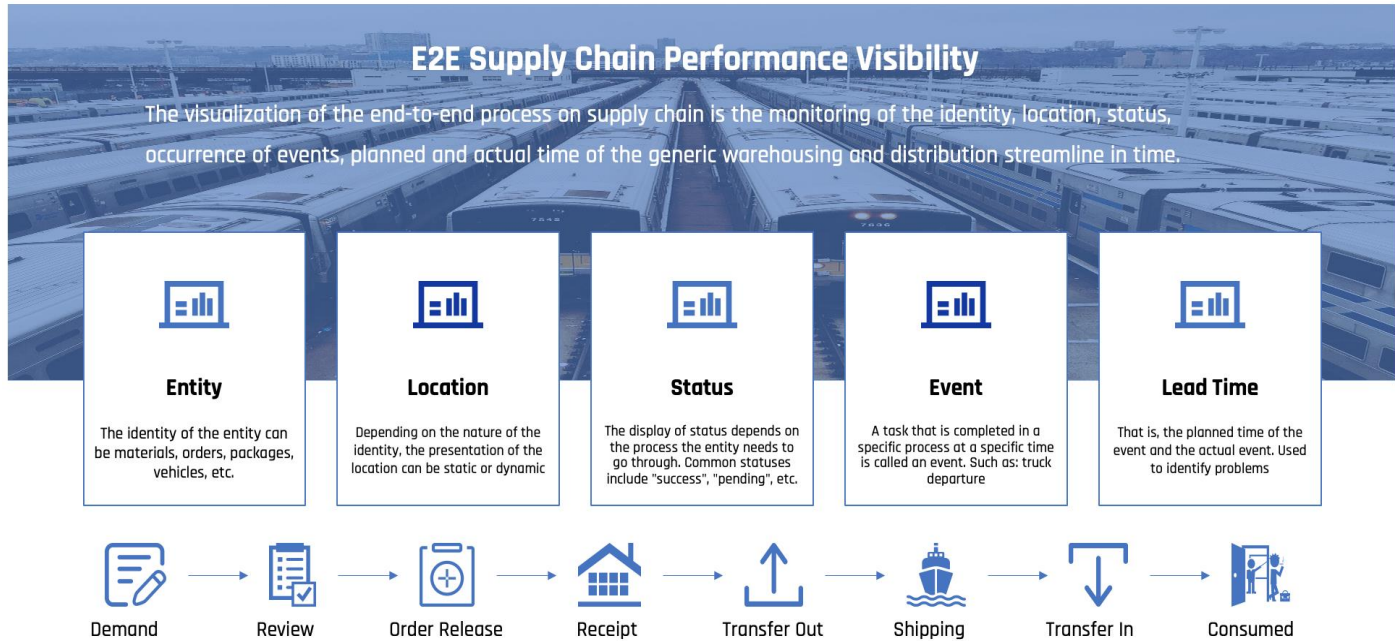
GWT was founded in 2002, has 2 complete machine assembly plants, 4 parts supporting plants, and has more than 5,000 employees. It is an international first-class garden tool R & D and manufacturing company. GWT's major markets are Europe and North America, and successfully created its own brands "Greenworks, Powerworks", which has won praise from customers in the United States and European markets. In the process of GWT's global operation, it has implemented multi-accounting standards group financial management and control capabilities. The efficient integration of transnational supply chains and the construction of global management standards and compliance are the only way for GWT to develop rapidly and steadily on a global scale. GWT implements European companies as the entry point for the establishment of global control standards, distributes the blueprints of business templates, and gradually completes the deployment and business connection of other affiliated companies in Europe and North America. Finally, it implements solutions in production bases and headquarters in China.

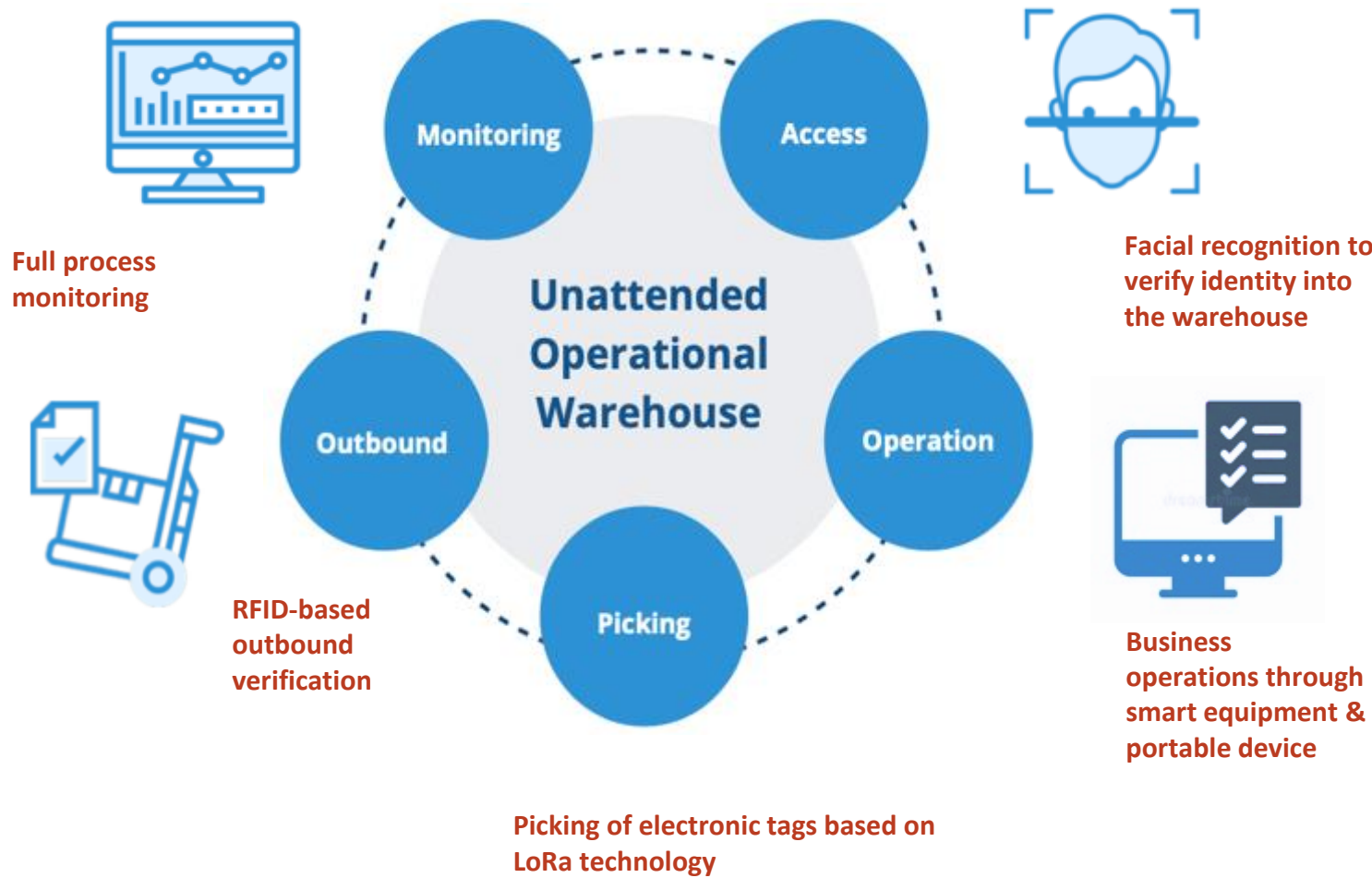


# Supply Chain Demand Centric Software



Digital technologies are transforming Wholesale and retail companies' operations along the value chain, from exploration, production, transportation, refining to sales and marketing. Petroleum leaders with digital advantages are more effective than its peers, on average, across ten activities





**Digital Warehouse IoT solution** improves warehousing management processes. The PTL (Pick-to-Light) automated picking solution locates the physical goods and verifies the outbound/inbound inventory based on the RFID tags. AGV robot, stackers and arms are operated by commanding solution to manage picking and transferring actions as well. Professional controlling system like CSS (Collecting Sending System) or ASS (Automated Sorting System) has been introduced as IoT component.

Basic	Advanced	Unattended
Foundati on	IoT engaged	Intelligent Equiped
Formalize Digital Backbone System with IoT Capabilities	Widely Integrating Equipment and Planning Partial Unattended Area	Full deployment of Unattended Operation



Inossem was awarded the  
**"Partner Center of Expertise"**  
certification, an SAP VAR-Delivered  
Support Service for our Global Customers



SAP® Certified  
Partner Center of Expertise



SAP® Certified  
Partner Center of Expertise



#### Build solutions

Ideal for partners such as OEMs, independent software vendors (ISVs), and application developers that build solutions on top of, or integrate with, SAP technology and platforms. Ready to design, innovate, and market your solutions?



#### Sell solutions

Typically for resellers and value-added resellers (VARs) that resell, implement, and support customers in the cloud and on premise. You can own the entire customer lifecycle, or collaborate with other partners or SAP.



#### Service solutions

SAP service partners are consultants or systems integrators (SIs) that provide strategic business consulting, system design, solution integration, and project implementation of SAP solutions.



#### Run solutions

As an outsourcing or hosting partner, you can offer SAP solutions to customers through a private or public cloud. Add your own intellectual property or enhance cloud solutions from SAP with your own industry or line-of-business expertise.

Inossem Software Technology Ltd.

**INOSSEM**  
英诺森

Inossem is a professional consulting service provider in Energy and Resources Industry. Our service help companies shape innovation in their industries and perform better. We identify, plan and orchestrate industry demand, opportunities and information with Digital Business Solutions. Whether deployed on premise, in cloud or on mobile terminals. Inossem demonstrates its industry know-how to serve customers of all sizes in Utilities, Oil Gas, Chemical and Mining clusters around globe. Meanwhile, with customers from Process and Discrete Manufacturing, Engineering Construction & Operation industry as well.

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#### Profile

This information is maintained by SAP.

Engagement Types	Resells SAP solutions with implementation & support Provides consulting & implementation services
Partner Types	SAP PartnerEdge Sell SAP PartnerEdge Service
Partner Level	Gold
Solution Authorizations (partner dimensions)	Sell Authorization-SAP HANA Sell Authorization-SAP S/4HANA Service Authorization-SAP Business All-in-One Sell Authorization-SAP SuccessFactors HCM Sell Authorization-SAP Ariba Solutions Sell Authorization-SAP Business ByDesign Sell Authorization-SAP Ariba Snap

<https://partneredge.sap.com/content/partnerfinder/search.html#/partner/details/0001584088>

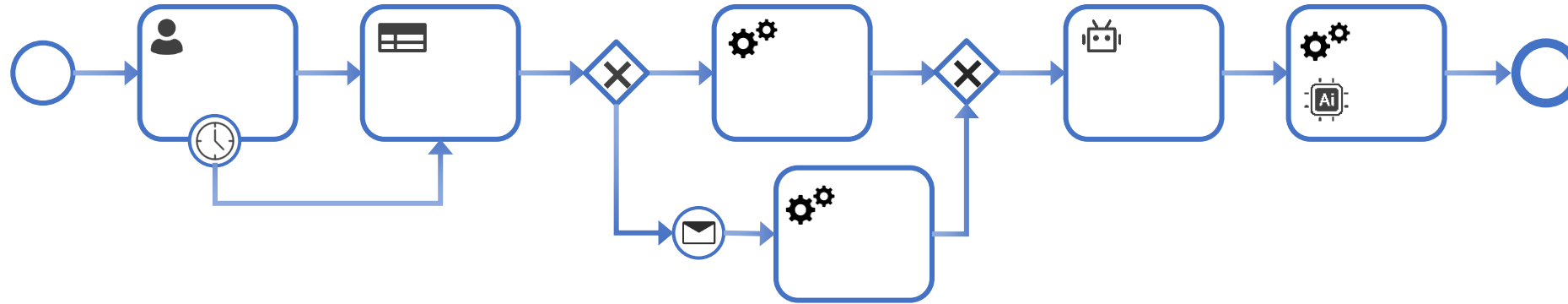
Inspires daily automation for Enterprises

INOSSEAN



We are emphasizing AUTOMATION and Ai technology to inspire daily operation applications for Enterprises, trying to make their job synchronized, easier and human free.

Choosing **ProcessGo Plus** <sup>TM</sup> product family, get turn-key solution coverage and subscribe on demand.



## Hyper Automation Powered by Process Go plus

Handling Complicated process integration



AI  
Component



API



RPA

Orchestrate process connections via BPMN



Orchestration

Process performance analysis by surveilling and Mining



Process Mining

Rapid deployment with Automation assets



Repository



Micro-  
Service



## Global Success Stories

INOSSEM



## Global Setup



Setup in global vision and centralizing resource, IP, R&D etc. cross countries.

## Diversified Market



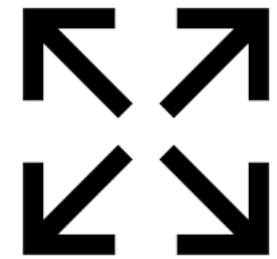
Replicable business model, targeting and understood diversified market.

## Joint-Team



Cross Languages, Cultures and Localization professionalism.

## Extendable



Software X Industry Context, automation focused.

# Softchoice, A leading IT solution provider in North America

## Digital Order-to-Cash and Revenue Accounting & Reporting System

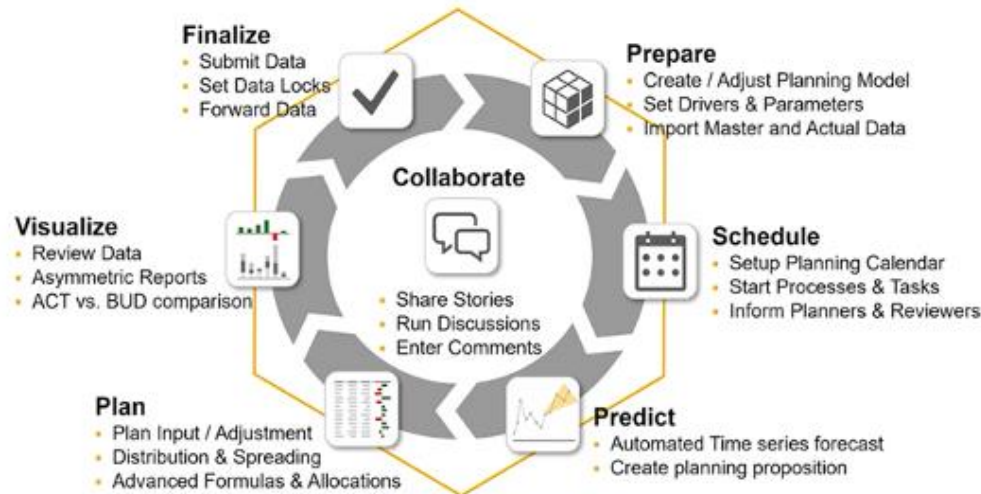
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# Success in the cloud starts here.

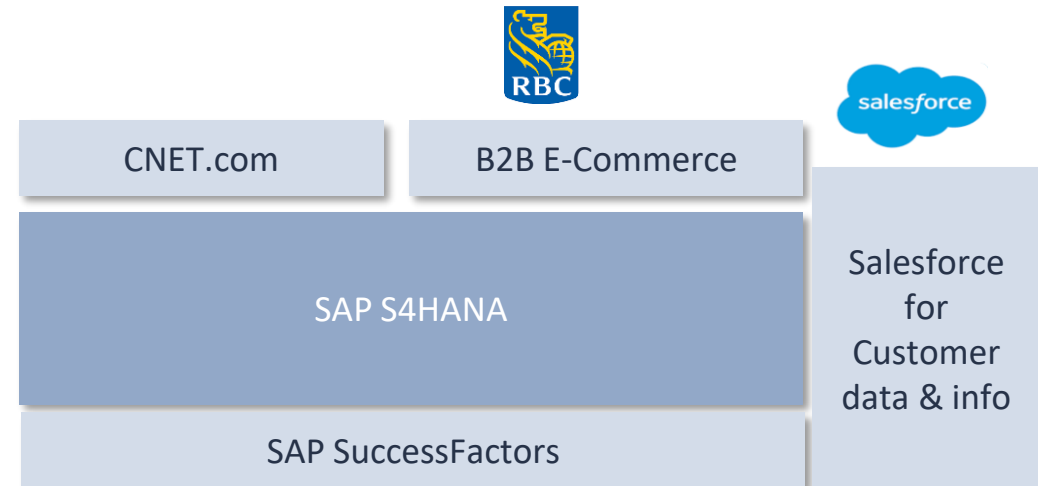
Begin your cloud migration with a proven methodology.



With a head office in Toronto, Softchoice is the Canadian leader in Cloud Solutions that empowers businesses to be efficient and innovative in their IT architecture and solution. INOSSEM is responsible for the maintenance and optimization of Softchoice's SAP ERP system, including finance, revenue accounting & reporting, sales and operations. INOSSEM is helping Softchoice to plan and define architecture for a new Analytics Cloud tool for advanced planning. It is an initiative to improve existing planning processes to support Softchoice's growth and refine their strategic planning.



<https://www.softchoice.com/>





# Phoenix Paper, a local large Pulp & Paper company

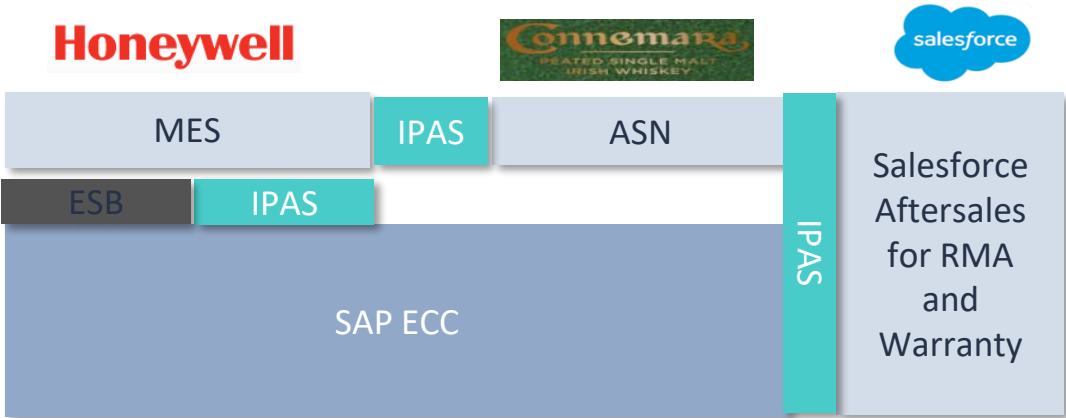
Global Upstream Supply Chain from China to North America



Phoenix Paper Wickliffe LLC, is a subsidiary of Shanying International – a leading global pulp & paper company. Shanying is one of the largest industrial paper-making enterprises and extra-large packaging board manufacturers in China. Phoenix Paper is the first U.S. mill purchased by Shanying in September of 2018. Once fully optimized, the mill will produce approximately 300,000 tons of product per year.

Shanying has established subsidiaries in multiple Providences in China. It has companies in the USA, UK, Germany, Netherlands, Japan, Australia, and Hong Kong. Shanying has an annual yield of 3,050,000 tons of paper and over 10 billion ft2 cardboard and paper carton, ranking it among the top within the industry.

The Wickliffe, KY mill will expand to include a new recycling facility! Our \$200 million investment is projected to take approximately 18 months to build and once completed, will process recycled paper – creating an additional 150 jobs.



# Created in China, Made in USA

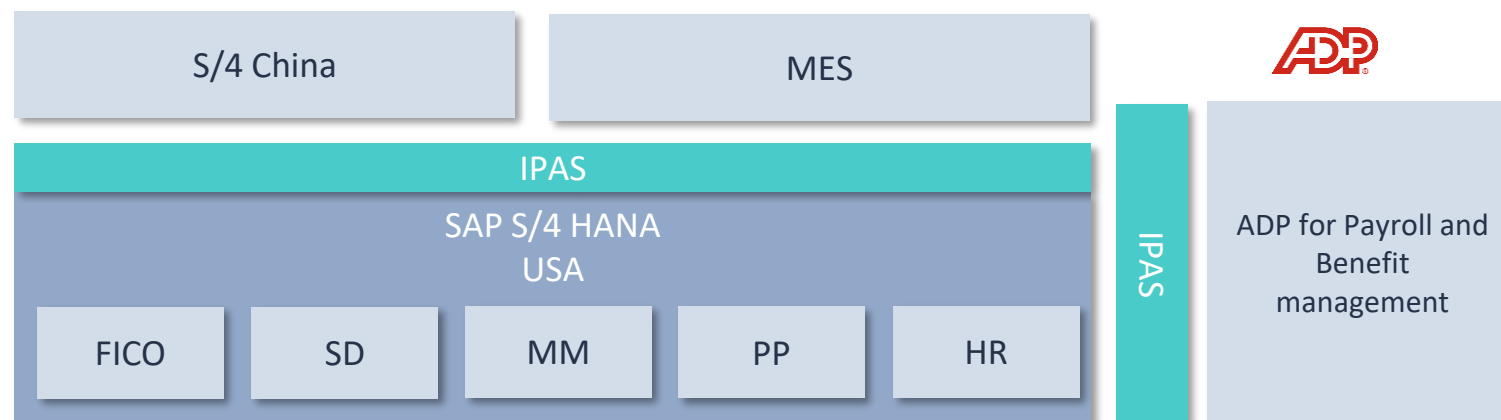
## Global Governance and Operation Enabled by Digital Solution



<https://www.jushi.com/en>

China Jushi Co., Ltd. is a core enterprise in the fiberglass business division of China National Building Material Company and specializes in the manufacture and sales of fiberglass and its finished articles as the main business. China Jushi is one of the largest enterprises in the new material industry of China. Through many years of efforts, China Jushi has become the leading enterprise in the fiberglass industry with sound governance, distinct strategy, good assets, excellent culture, lean management, advanced technology and complete sales network.

In light of the global trade war, Jushi decided to invest a mill in South Carolina, US. As the largest local factory, the mill has the annual capacity of 80,000 tons and employs over 300 employees locally. The SAP S/4 HANA was implemented in early 2019 to facilitate the operation of the new business.

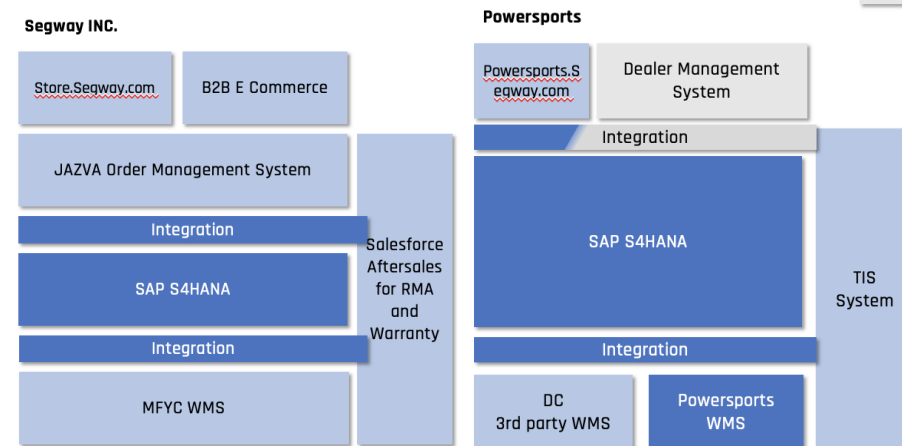




**When Tech Meets Art**  
Your Solution to Urban Commuting



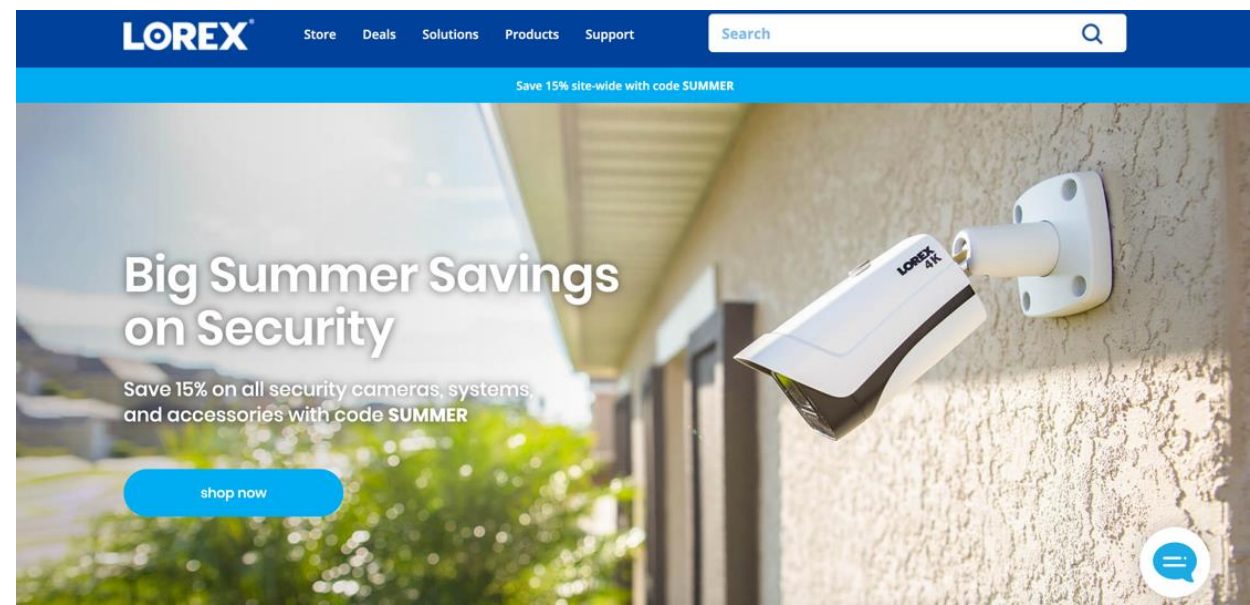
Segway is the worldwide leader in personal transportation. Founded in 1999 by renowned inventor, Dean Kamen, Segway has always strived to provide high-quality, safe, and reliable products for its customers. Segway-Ninebot is a global enterprise in the field of intelligent short-distance transportation and service robots. The company's businesses are international, selling products in more than 80 countries and regions. Ninebot's corporate valuation has exceeded \$1.5 billion USD. With world-renowned intellectual property,





# Digital Backbone Driven by S4HANA, Credential with US and CA

## Automated Order to Cash along full distribution Channel



Established in January 2000, Lorex is a sub-brand of the American security equipment manufacturer FLIR. It provides various security products for small and medium-sized institutions and families, including home security cameras, DVRs, etc., with total revenue of US \$ 140 million in 2017. After nearly two decades of development, Lorex currently has a mature management team, user resources and product lines. Chinese Dahua took the Lorex brand from FLIR in early 2018. According to a statement issued by FLIR, FLIR will sell its Canadian security products subsidiary Lorex and Toronto-based small and medium-sized (SMB) security products business to Dahua. The business sold this time involves more than 100 products, including Digimerge and visible spectrum SMB products.



<https://www.lorextechnology.com>



### Indoor Security

View your world with the ultimate in home security systems.



### Outdoor Security

Garages are easy targets. A Lorex home security system can help.



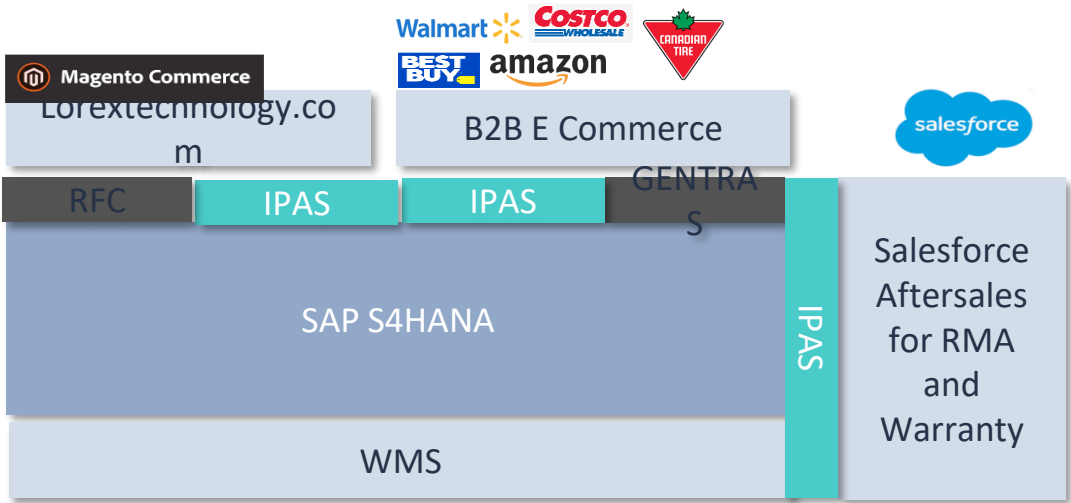
### Pet Monitor

See exactly what your four-legged friends get up to while you're away.



### Elderly Monitor

Monitor loved ones' comfort and safety, even when you can't be there

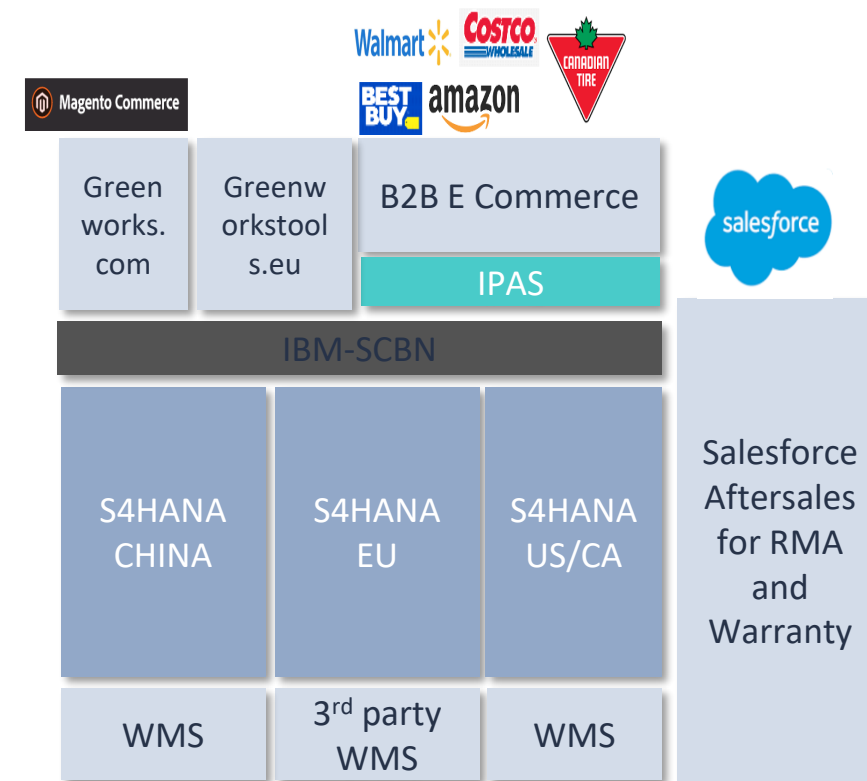
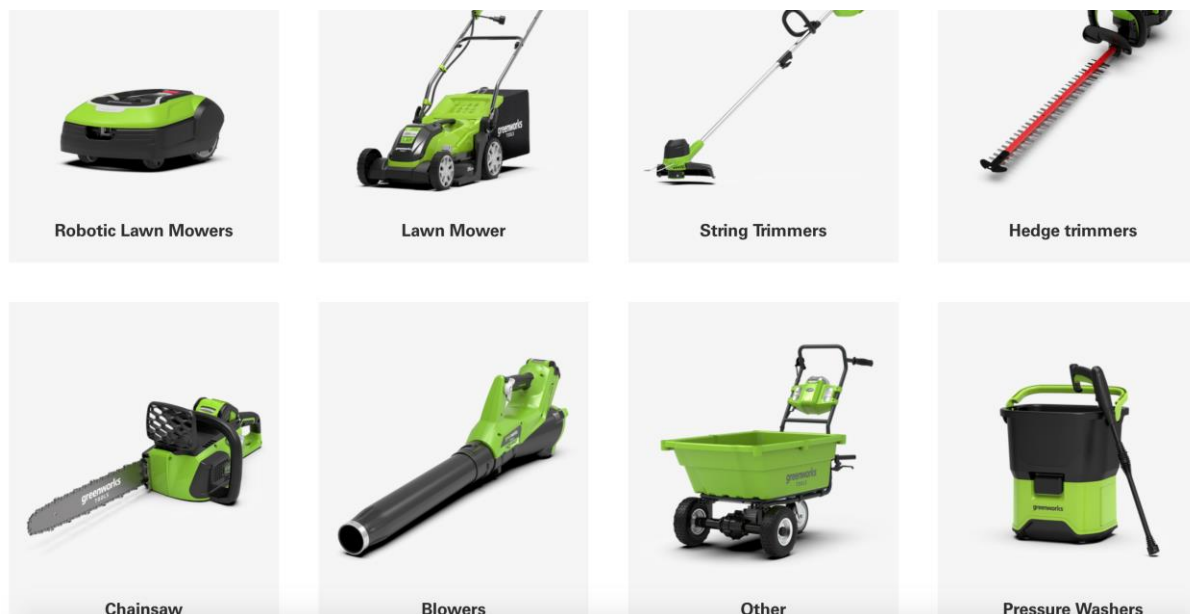


# Greenworks Tools, A leading gardening equipment provider in US

## Global Supply Chain from China to North America and European

GWT was founded in 2002, has 2 complete machine assembly plants, 4 parts supporting plants, and has more than 5,000 employees. It is an international first-class garden tool R & D and manufacturing company. GWT's major markets are Europe and North America, and successfully created its own brands "Greenworks, Powerworks", which has won praise from customers in the United States and European markets; in the process of GWT's global operation, it has implemented multi-accounting standards group financial management and control capabilities. The efficient integration of transnational supply chains and the construction of global management standards and compliance are the only way for GWT to develop rapidly and steadily on a global scale. GWT implements European companies as the entry point for the establishment of global control standards, distributes the blueprints of business templates, and gradually completes the deployment and business connection of other affiliated companies in Europe and North America. Finally, it implements solutions in production bases and headquarters in China.

**GLOBE GROUP**  
LEADING IN BATTERY  
POWERED EQUIPMENT



# Wanhua Chem America, A leading supplier of chemical innovative products

## Increase supply chain efficiency and reduce cost through integration

Wenhua Chemical is among the global leading suppliers of chemical innovative products. Relying on the continuous innovation, commercialized facilities and efficient operation, the company provides customers with more competitive products and solutions. Wanhua Chemical has always been adhering to innovation and optimizing industrial structure. Its business covers polyurethanes, petrochemicals, performance chemicals and emerging materials. The industries include homeware and furniture, sports and leisure, automobiles and transportation, building and construction, electronics and electrical appliances, personal care, and green energy.

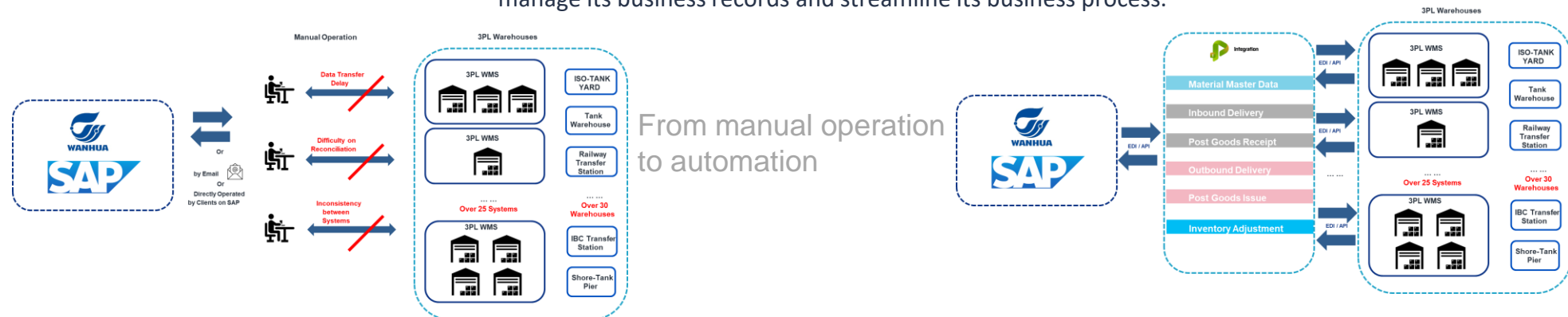
2005, Wanhua has established its business in North America. With years hyper growth, Wanhua Chem America has already been a key player in North America market.



Wanhua Chem America has about 30 warehouses for tanks and packages. Wanhua Chem America imports products from Asia and Euro, then sells in U.S., Canada, and Mexico. Without the integrated process with 3rd party logistic providers, Wanhua spends huge efforts to communicate with 3rd party logistic vendors in email and calls. In the meanwhile, the data recorded in Wanhua's system are not aligned with what recorded in the warehouses.

Through the EDI integration project, we also helps the client to identify the business/system improvement opportunities and solutions. By implementing the solutions, Wanhua is improving its business performance in supply chain management step by step.

During the EDI integration project, we also helps the client to build a custom/bounded solution on top the SAP system to manage its business records and streamline its business process.





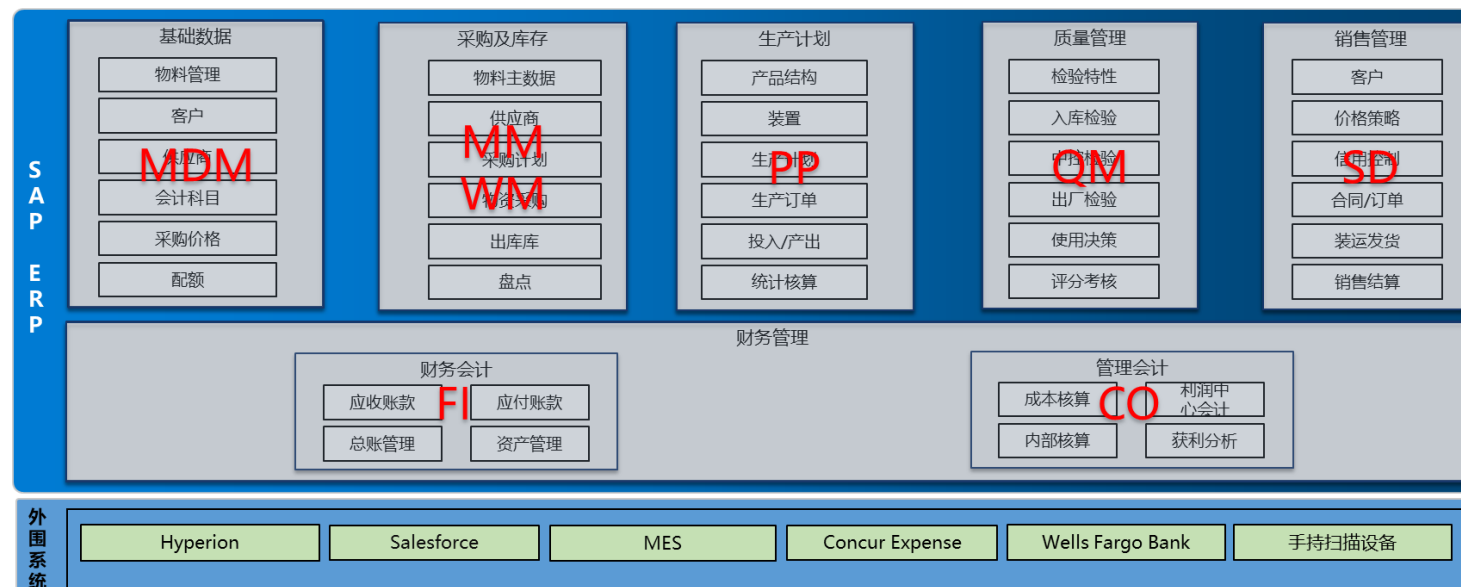
# CSI, for More Sustainable Future

## Solution throughout Value Chain of Solar Power Industry

Canadian Solar Inc is a photovoltaic integrated enterprise specializing in the research, development, production, and sales of silicon ingots, silicon wafers, solar cells, solar modules, and solar application products, as well as the design and installation of solar power station systems.

In 2015, Canadian Solar acquired Recurrent Energy, a subsidiary of Sharp, for 1.656 billion RMB, propelling itself to become the second-largest global developer, constructor, operator of solar photovoltaic power station projects, and an overall solutions provider.

Inossem was involved in the design of solutions for Canadian Solar's photovoltaic and power station businesses and took on the global promotion and operation and maintenance work for CSI and Recurrent Energy.





INOSSEAM

Thanks for your attention.  
Merci pour votre attention.

INOSSEAM

Innovation  
Networking  
Ownership