

Introduction



Dec. 2019



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I. Overview



1. Introduction

Company	WEPEED Company Inc.	Cheol-Woo Yang					
Biz Type	IT Service	Established	2001-04-28				
Employee	yee 20 Service center Nation-wi						
Biz Relationship	 SK broadband PC product Lenovo Monitor product f BenQ Monitor & Projector BenQ Monitor & Projector 	ct family repair center oper t family repair center operat family repair center operati r product Call-Center opera r product repair center oper e Phone product family repa	tion ion tion ration				



2. History

1998~

- Designated by Ministry of communication as Internet PC project service provider.
- · Philips monitor service agency

2001~2005

- Incorporate-separate service part(April, 28th,2001)
- Excellent After service company certification by Ministry of commerce
- LG LOGIX computer service agency
- HP consumer PC service support (2001~Until now)
- HP consumer Printer service support (2002~Until now)
- Fujitsu service agency contract
- Compaq installation agency contract

2006~2010

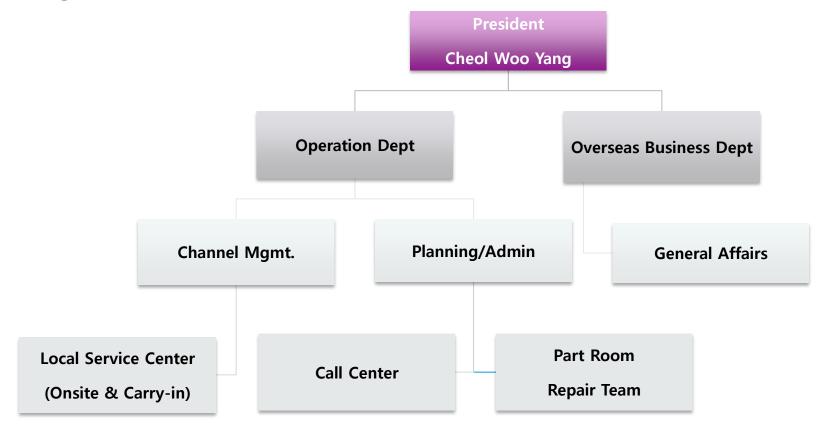
- Digital call contact center set up(adopt a new CTI equipment)
- · Venture company registration by small business administration
- Awarded Best service quality company, ISO9001 certification
- Technical innovation small business company award (INNO-BIZ)
- Hanaro PC doctor service agency contract
- Shindo construction firm maintenance agency contract
- · ASUS service agency contract
- Government pc maintenance contract: Army 2037camp, Korea rural community firm

2011~

- GS Shop Rental service partner company
- Company name change: WEPEED
- HP PPS Service Support (2013)
- BenQ Monitor & Projector Service Support (2019)



3. Organization





4. Partnership

















































5. Certification – Governmental Authorization & Award



Certificate of Excellent After Service



ISO 9001



Certificate of Information and Communication



Certificate of Innovation Business



Registration of Venture Company



Certificate of Research center



Certificate of Software operator



Certificate of Program



Service Quality Award



Certificate of Excellent Service Quality



6. WEPEED Value

















Multipoint Service Center – Total 159 Points

Mgmt. System – Customer satisfaction, TAT, Pending, NFF

Technical Support - DB, Training, Evaluation, Technical back up

A variety of Mgmt. experience – Call center, On-site service, Carry-in service, Part room



II. WEPEED Repair center



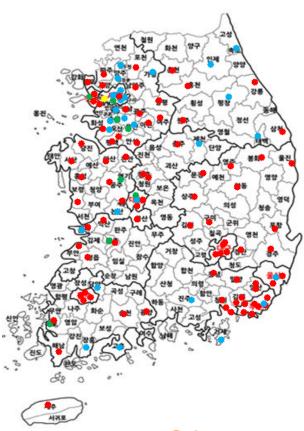
1. WEPEED Support Coverage

- 1 Carry-in Service & On-site Service
- Easy access to customers with at least one carry in center per city.
- Service center network with on-site support within 1 hour by car.
- Courier service center for Carry-in Service difficult customers.

Current FY19 Nov
(PC & Notebook , Monitor, Projector)

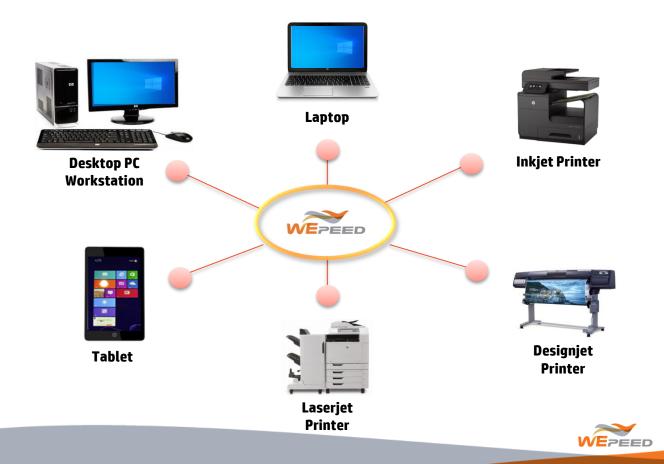
Delivery Type	# of service
Carry-in only	10
Onsite only	27
🜞 Carry-in & Onsite	121
Parcel Only	1

Total 159 Service Center





2. WEPEED Support IT Product Family



3. Key feature of WEPEED Service center

1 Long experience of Repair

Engineers' Career	Over 7 years	4 to 7 years	2 to 3 years	Less than 2 years			
Fi	75	47	29	17			
Engineer number	45%	28%	17%	10%			

- 2 Low cost and high efficiency service system
- Flexible service operation instant response without additional investment due to volume up or down
- Risk avoidance possible-with multiple channels, few gaps due to some center departures







III. WEPEED Service Mgmt.



1. Delivery Model & Process

Service center

service for all products)

system(Service history)

• Input the Data in each Mgmt.

Total Customer Support Model

A system that transparently shares the real-time status through WIPEED's own service computer, operates independently among each sector (Partner Company, WEPEED, Service center), and improves synergy with high reliability (Partnership – WinWin)

Partner Company



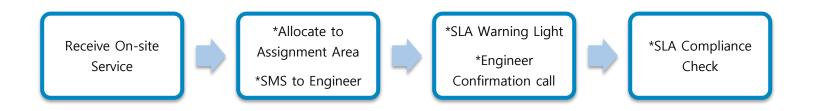
WEPEED

- Channel Mgmt., reorganization, reinforcement
- Training(technical, soft skill, others..)
- Admin
- Report & Escalation to Partner Company
- Daily, weekly, monthly performance Mgmt.



2. Service Level Administer Mgmt.(SLA)

Manage through "Warning" and "Monitoring", to maintain speedy service, from the first time case occurs till the first visit in order to be done in regulated time



SLA Warning Light

강남청담센터	2.96	191118	WP91118164	BenQ	서규호	010-8703-23
가산디지털단지 센터	2.97	191118	WP91118160	BenQ	김경박	010-4089-42
강서발산센터	2.98	191118	WP91118159	BenQ	RE 현종용	010531340
송파센터	2.98	191118	WP91118157	BenQ	염통진	010-6392-5
용산이촌센터	2.99	191118	WP91118155	BenQ	♣ 0 상욱	010492522
부천센터	2.98	191118	WP91118151	O2WIDE	강미현	010-9946-9
부산부곡센터	3.00	191118	WP91118149	Philips	윤영숙	010-4577-6

SLA compliance check





3. Daily Service Mgmt.

- Service pending & CFS, TAT Mgmt.
- Mgmt. for Part Issue: Comparing the issue and solution, and adjusting through the escalation of each section
 (Component Repair, compensation sale etc.)

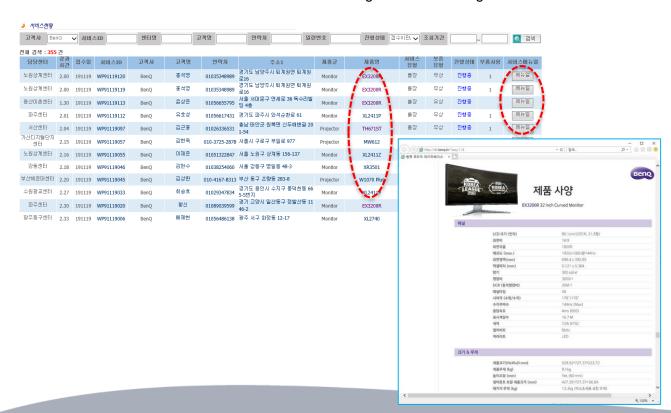
					PPS service	daily rep	ort								
										orter : 주 정	b				
			nsumer Support Te		715			Commercial Support Team							
부서	항목	상태	구분	수량	Issue / schedule	부서	항목	상태	구분 접수	수량 55	Issue / schedule				
		Created	접수 당월 누적	45 846	issue / scriedule			Created	일 무적 당물 무적	799	issue / scriedule				
	Onsite Vol.	Pending (3일초과 미처리)	펜딩수랭 당일 저리 당일 취소 Activity Ratio	51 4 0 8%			Bench SVC	Pending (3일조과 미처리)	팬딩수량 당일 저리 당일 취소 Activity Ratio	212 13 3 7.5%					
		Closed	완료 당열 누적	25 432			(Only KV)	Closed	원료 당혈 누적	40 663					
Cons PC(6J)		IW NPU rate (%)	당월 누적 당일 당월 누적 단인	42.9% 64.3 %				OOW KV Cancel rate	당일 당월 누적	29% 20%					
	Onsite TAT	TAT rate (within 3days)	당일 당월 누적	80.0% 72.0%				TAT rate (within 3days)	당일 당혈 누적	80% 67.6%					
	CommPC	Created	접수	3	DOA Pending			Created	접수 당월 부적	18					
	H/W exchange	Closed	숲인(PC) 숲인(Mon) 당렬 누적	0 0 21	Issue / schedule		Onsite SVC (Only KV)	Pending (3일초과 미처리)	펜딩수량 당일 처리	247 32 3					
		Created	접수 당열 누적	2,263					당일 취소 Activity Ratio	12.5%					
		Pending (3일초과	펜딩수량 당일 처리	66 6				Closed	완료 당혈 누적	10 222					
	Onsite Vol.	(3월조파 미처리)	당일 취소 Activity Ratio	16 31,4%				OOW KV Cancel rate	당일 당열 누적	75% 34%					
			Activity Ratio 완료 당쩔 누적 Bundled on-site	74 1,294				TAT rate (within 3days)	당일 당열 누적	40% 50.9%					
		Closed	Bundled on-site fee-based on-site	37 36				Created	접수 당황 누적	96 1,387	Issue / schedule				
	Onsite TAT	TAT rate (within 3days)	ETC (OJ포함) 당일 당별 누적	82% 86.0%	SRFR Pending	Business PC Solutions		Pending (3일초과	편당수량 당일 처리 당일 취소	352 21 6					
Cons Prt	Cons Printer SRFR	Shipped (전일 기준)	출고 당열 누적	21 230		30100015	Bench SVC (Comm PC	미처리)	A all in Date	7.7% 67					
	Simple Repair	Shipped	중고 당월 누적	23			Total)	Closed OOW Comm PC	e료 당열 누적 당일	1,135 32%					

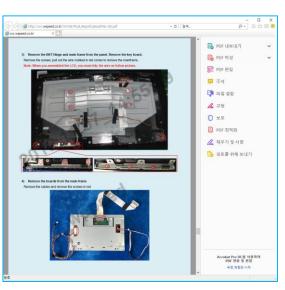
	커머셜 파트 일일결품현황																									
8	자	1/1	1/2	1/3	1/4	1/5	1/6	1/7	1/8	1/9	1/10	1/11	1/12	1/13	1/14	1/15	1/16	1/17	1/18	1/19	1/20	1/21	1/22	1/23	1/24	1/25
누적길	불품수량		66	56	60	72	78			93	101	116	115	109			69	80	86	102				68	45	56
SSC	결품	0	66	56	60	72	78	0	0	93	101	116	115	109	0	0	69	80	86	102	0	0	0	68	44	56
PSG	Other		34	24	27	31	36			49	55	65	65	64			44	50	51	61				40	23	29
F3G	KV		22	22	25	30	31			31	31	33	33	33			15	19	22	21				17	11	13
IPG	Other		9	9	7	10	10			12	14	16	16	12			10	11	13	20				11	10	14
100	MPS		1	1	1	1	1			1	1	2	1	0			0	0	0	0				0	0	0

Coi	mmerci	al SVC	per	ndin	g d	aily	rep	ort			Н	ome
	전원추계	전월평균	1/2	1/3	1/6	1/9	1/11	1/17	1/20	SHM	AVG	Rate
Onsite (Comm										JOO.		rate
	Pending \											
3days over	4,855	231	184	198	220	203	250	244	192	1,491	213	47%
7days over	4,675	223	227	233	233	231	244	248	250	1,666	238	53%
TTL	9,530	454	411	431	453	434	494	492	442	3,157	451	
Pend	ing Reaso	n	ı									
고객견적대기	593	28	25	37	53	55	61	64	56	351	50	11%
고객결제지연	620	30	20	23	24	23	30	48	43	211	30	7%
고객일정지연	3,683	175	238	236	237	209	224	173	183	1,500	214	48%
모니터링지연	1,227	58	47	60	53	62	103	133	82	540	77	17%
센터처리지연	328	16	4	4	4	3	2	1	1	19	3	196
지점기술력지연	182	9	7	6	5	5	5	4	4	36	5	196
추가파트신청지연	651	31	18	15	21	21	11	8	7	101	14	3%
파트결품지연	1,572	75	42	40	45	44	47	51	58	327	47	10%
검수진행지연	360	17	6	6	7	8	8	7	5	47	7	196
CFS진행지연	62	3	1	1	1	1	0	0	0	4	1	0%
기술지원(HP ESC)	246	12	3	3	3	3	3	3	3	21	3	1%
TTL	9,524	454	411	431	453	434	494	492	442	3,157	451	
the o	day closed											
처리	1,343	64	42	84	64	48	178	45		461	77	17%
취소	293	14	11	30	10	9	29	10		99	17	496
미처리	7,888	376	358	317	379	377	287	437		2,155	359	79%
TTL	9524	454	411	431	453	434	494	492		2715	453	
Activity Ratio	17%	17%	13%	26%	16%	13%	42%	11%		21%	21%	
Onsite	(Only	KV)										
Onsite Pend	ling Vol (C	only KV)										
3days over	412	20	15	16	15	18	19	17	18	118	17	50%
7days over	395	19	22	19	15	16	17	15	15	119	17	50%
TTL	807	38	37	35	30	34	36	32	33	237	34	
the day o	losed (On	y KV)	ı									
처리	126	6	5	12	2	3	17	3		42	7	21%
취소	19	1	1	2	0	2	0	1		6	1	3%
미처리	671	32	31	21	28	29	19	28		156	26	76%
TTL	816	39	37	35	30	34	36	32		204	34	
Activity Ratio	18%	18%	16%	40%	7%	15%	47%	13%		24%	24%	

4. Technical Support

- The basic information of the product and the repair manual were completed by service IT Tool.
- This is the basis for all WEPEED engineers' technological advancements.

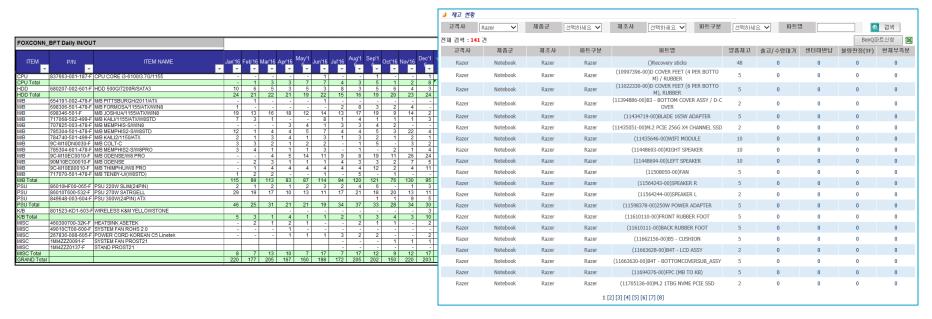






5. Part Mgmt.

- Mgmt. Part Stock: Mgmt. for the current stock of the proper amount per Usage
- Mgmt. for Part Issue: Comparing the issue and solution, and adjusting through the Escalation of each section (Component Repair, compensation sale etc)
- · Automated parts Mgmt. system.



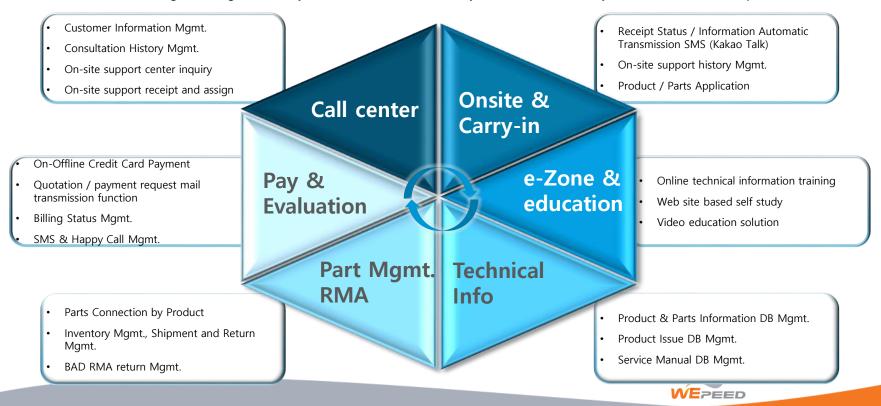


IV. IT Infra



1. WEPEED Service Web

- Consulting, support, inventory, RMA, payment, and Happy Call Mgmt. can be managed in one computer tool to satisfy the best customer satisfaction.
- It is a real-time integrated Mgmt. web system that can be used anywhere in the country without restriction of place and time.



2. Basic configuration

- Through the WEPEED unique website makes a real time service checking, update and part request.
- Searching & processing for overall service (e.g. CFS Mgmt., DOA approval, Part delivery & RMA)



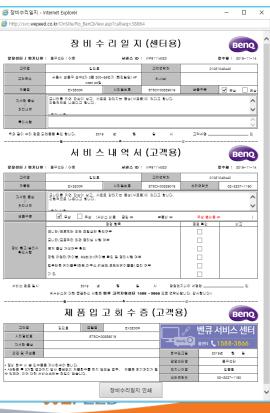




3. Service Status Mgmt.

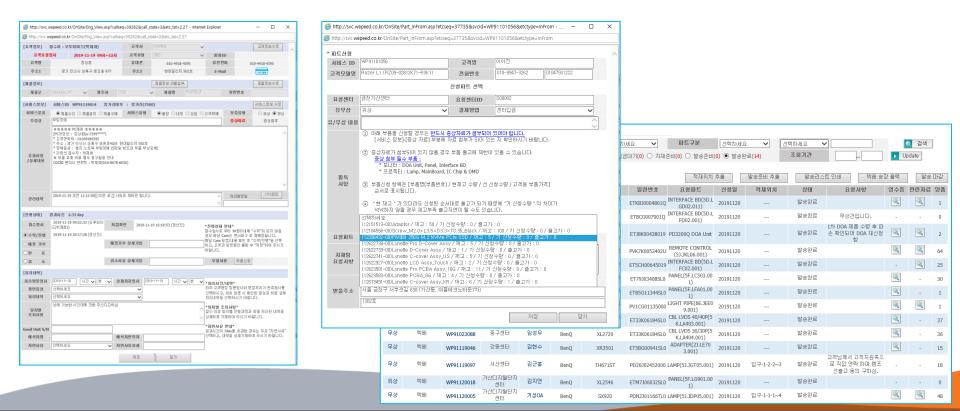
- We can see the status of service case: NBD On-site case, Pending case, TAT, Re-repair etc.
- Managing all services over the web.





4. Request and Return Parts

- One click part order Just select part name without part number.
- Prevent part miss order Convenient tool for service center.



5. Mobile Web System

- Developed the Mobile web program for Onsite engineer to enhanced the work efficiency & mobility
- Real time service checking, update, part request and getting technical information.



6. Paid Card Payment System

- Mobile billing system makes it convenient for on-site billing.
- Web payment via the Internet is possible even if the customer is remote.



-92 KT LTE

오후 3:39 @ 1 등 55% 표



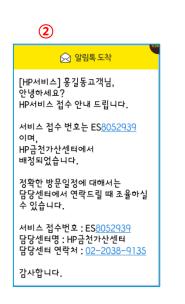
- ① Offline IC Credit Card Payment
- 2 Online Web credit card payment (remote payment)
- 3 Real-time credit card payment status can be viewed

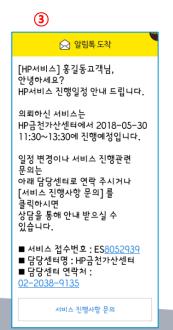


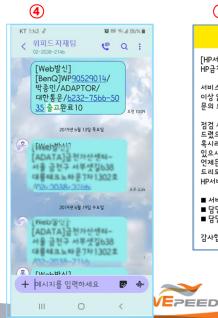
7. Status Auto Guidance System

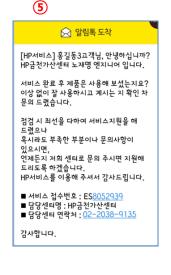
- Through KAKAO talk, we deliver a message to the customer and the engineer for each progress.
- This is efficient because it is automatically sent on the Web service.
 - Service Receipt Notice: Information to the Center.
 - Service Receipt Notice : Information to the customer.
 - 3 On-site visit schedule Notice : Inform customer of upcoming schedule
 - 4) Parts Shipment Notice: Sends parts dispatch information to the center.
 - 5) Processing Completion Notice Inform customer of service completion.











8. Customer Satisfaction Survey System

- After completing the service, you can conduct customer satisfaction survey automatically.
- Agent costs can be reduced by using SMS messages.



- Set up customer satisfaction survey target list
- 2 Evaluation of human survey items can be combined
- Mobile evaluation by customers directly via SMS (or KakaoTalk)



We will do our best to be your best service partner.

Thank you!

