SPARK-X

COMPANY INTRODUCTION

"Driving global competitiveness together through Uops"

Trust | Resilience | Innovation | Collaboration | Global

Company Overview

Vision

"Designing a sustainable digital future in global public and industrial markets through trust and innovation"

Mission

Together with UOps,
Shaping Global Competitiveness.

- Global Compliance
- Secure & Resilient Ops
- AI-driven Innovation
- Collaborative Partnership
- Scalable Global Delivery

Core Values

Cost Competitiveness

Partnership Optimization

Proven Expertise

Speed and Precision Excellence

Global Excellence, Local Adaptation

Core Values

With Us,
Gain the Edge

Beyond Projects,
Toward Competitiveness.

Trust

Your Trusted Partner for International Procurement Strategy

- Global Regulatory Compliance : Expertise in FAR, FedRAMP, UNGM, EU eForms, and other international procurement standards
- Streamlined Proposal & Delivery Process : From RFP analysis to automated proposals, quality assurance, and customer validation
- Proactive Risk Management : Early identification and control of regulatory risks to ensure stable contract wins

Resilience

Proven operational model that guarantees both stability and efficiency

- UOps-Based Operational Automation : Convergence of DevOps, DevSecOps, and AIOps
- Multi-Cloud and Hybrid Optimization : Preventing vendor lock-in
- Continuous Performance Management (SRE) : SLA/SLI-based performance metrics

Innovation

Creating next-generation innovation via convergence

- SI + Robotics + Cloud Convergence Services : Creating new markets in Smart City, disaster response, and Smart Factory sectors
- Digital Twin & RaaS (Robot as a Service) Mode : Pre-simulating operational risks for clients and delivering robotic services through subscription-based models
- AI-Driven Decision Support : Robot data + administrative data → Policy analysis and field automation assistance

Partnership

Your strategic partner in building growth together

- Global ODC(Offshore Development Center) Model : Korea-based development centers delivering high-quality, cost-effective, and flexible workforce solutions
- Seamless Joint Operations : US-Korea collaborative framework that ensures a unified client experience while leveraging distributed global expertise
- Long-term Value Creation : Moving beyond project delivery through a Co-Creation strategy that contributes to the growth of clients' business models

Collaboration

Collaborative strength connecting global and local

- Dual Strategy : Localization + Global Standards
- Strategic Alliance Network : A US SI – Korea tech team – local enterprise collaboration model\
- Multi-Stakeholder Engagement : Building collaborative ecosystems with government agencies, private enterprises, and academia

Company Overview

SPARK-X

From strategic design to operations to innovation – we've got you covered.

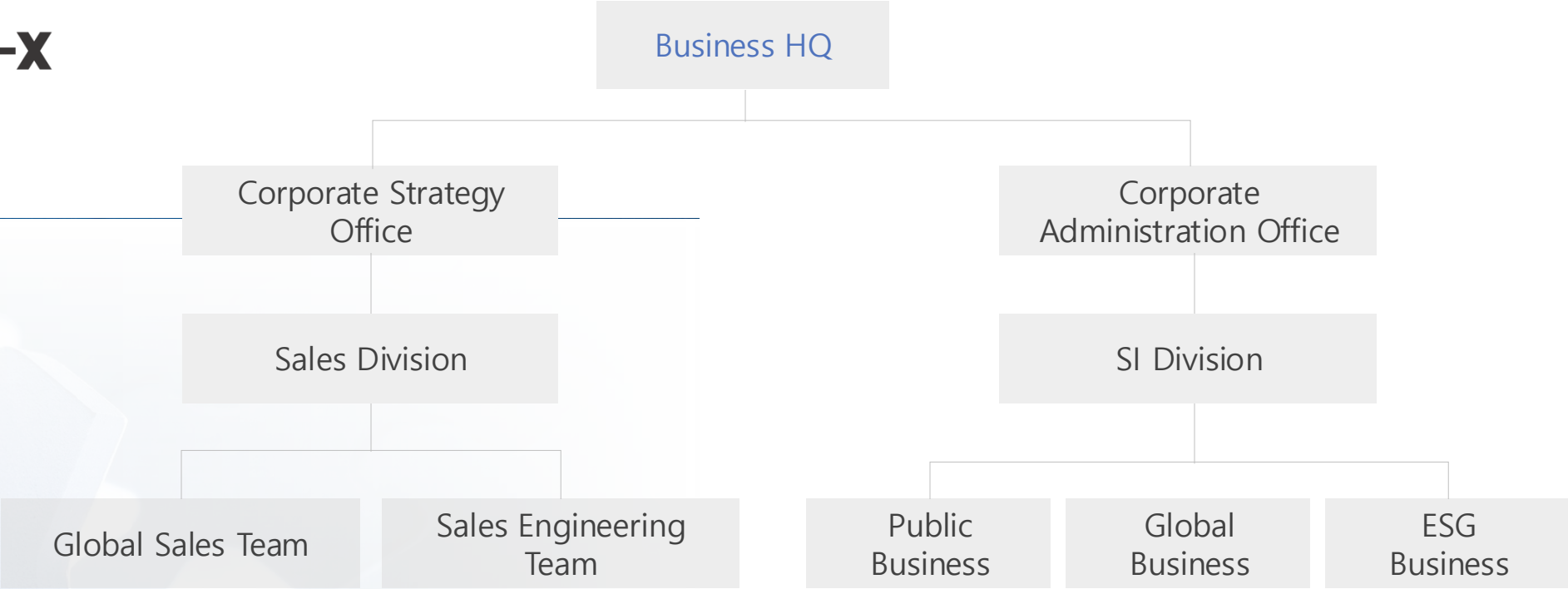|	
Trust	June, 2020
Korea HQ.	30F, Lotte World Tower, 300 Olympicro, Songpa-gu, Seoul, South Korea
USA HQ.	(will be Oct, 2025)
Revenue	(E) KRW 4.5 Billion / USD 3.3Million (2025)
Business Area	Integrated System Design	ITO(IT Outsourcing)	Solution Distribution

Company Overview

SPARK-X A global business partner bridging Korea's specialized SI expertise and proven digital solutions to the U.S. market

Date	Event
2024.05	Accredited Advanced Technology Talent Development Institute
2022.08	KISTI Technology Transfer ‣ Smart Video Data Analysis System
2021.11	Establishment of a Dedicated R&D Department
2021.01	Grand Prize Winner, IT Category -16th Digital Innovation Awards
2021.09	Final selection as an Outstanding Startup by the Ministry of SMEs and Startups
2021.08	Two Technology Patents Granted
2020.07	Selected as a Finalist in the 5th Seoul Innovation Challenge
2020.06	Establishment of the Company

Organization Chart

- CEO
  - Operation Support Div.
    - Business Development Div.
      - Sales Div.
        - Overseas Sales Team
        - Technical Sales Team
    - Operation Support Div.
      - General Business Div.
        - Public Sector Biz. Team
        - Overseas Sales Team
        - ESG Biz. Team

Key Projects

Project	Contracting Agency	Project Value (Approx.)	Duration	Role & Responsibilities
AI/Robot Engineer Training Project	Ministry of Employment and Labor	USD 11M	2024.07 - 2027.04	Operations Management
High-Speed Rail Integrated Reservation and Ticketing System Development	SR	USD 25.3M	2024.08 - 2026.12	Planning & Design
Smart Farm Management System - Goheung Center	Jeonnam Technopark	USD 5.8M	2023.10 - 2025. 12	Planning & Design
HRDK Next-Generation Qualification Information System	Human Resources Development Service of Korea	USD 8.7M	2023.09 – 2024.12	Planning & Design
Multimodal AI Dataset Development & Implementation	National Information Society Agency	USD 3.8M	2022.05 – 2022.11	General Managing
AI Training Dataset Development for Social Robot Service Applications	National Information Society Agency	USD 1.3M	2022.05 – 2022.11	General Managing
China Patent Analysis & Evaluation System Development	Korea Invention Promotion Association	USD 0.3M	2020.08 - 2020.12	General Managing
AI-Powered Web Defacement Detection Platform Development	Korea Internet & Security Agency	USD 0.2M	2020.07 - 2020.12	General Managing
AI-Powered Spam Analytics Platform Development	Korea Internet & Security Agency	USD 1M	2020.06 - 2020.11	Planning & Design

Organization

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Business HQ

Corporate Strategy Office

Corporate Administration Office

Sales Division

SI Division

Global Sales Team

Sales Engineering Team

Public Business

Global Business

ESG Business

Company Overview

CEO
Sung Hoon, YI

Welcome!

Our customers are always at the center of everything we pursue.
Today, enterprises and institutions face a triple challenge: complex operational environments, strengthening regulations, and relentless demands for innovation. Our "UOps (Unified Operations)" is our core technological competency designed to address these challenges and our promise to maintain trust with our clients.
UOps goes beyond the simple framework of IT operations, implementing security, operations, automation, and intelligence as one integrated system. Therefore, we move beyond merely managing systems to provide the foundation that enables our clients to confidently expand their business and venture into new markets. Based on this core competency, we make the following five commitments

Built on trust and stability, we promise to practice innovation and collaboration while establishing new global market standards together with our clients. We will continue to serve as your reliable companion—a growth partner that transcends simple technology provision.

Thank you.!

1 We guarantee stability and trust.
We establish international regulatory compliance (FAR, FedRAMP, GDPR, etc.) and security enhancement frameworks as the foundation of our operations. Clients can always rely on predictable and stable service environments.

2 We provide operational models with embedded innovation.
Through UOps, which integrates DevOps, DevSecOps, and AIOps, we create structures where operations themselves embody innovation. Clients gain greater competitiveness through proactive operations rather than reactive responses.

3 We maximize efficiency and agility.
We accelerate operational speed and optimize resources through CI/CD automation, multi-cloud architecture, and AI analytics. Clients simultaneously achieve cost efficiency and rapid market responsiveness.

4 We grow together through collaboration and partnership.
We work closely with clients through dedicated client teams, global ODC, and localization strategies. Clients encounter not just another outsourcing vendor, but a strategic growth partner.

5 We become partners in realizing global vision.
We provide UOps capabilities that can address various global markets including e-government, smart cities, and robotic automation. Clients can build a globally competitive future together with us.

Core Competencies

With us, regulations become opportunities,
operations become competitiveness,
and partnerships become growth.

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Core Competencies

0 1 Compliance-by-Design

Ensures global regulatory compliance and trustworthiness through proactive integration of regulatory and security requirements into systems and operational processes

- Automated response to international regulations (FAR, FedRAMP, GDPR, etc.)
- IaC (Infrastructure-as-Code) based regulatory compliance automation
- Reduced audit and assessment response time with minimized risks

0 2 AI-driven Operations Intelligence

Enhances operational efficiency and stability by predicting failures in advance and enabling automatic recovery through AIOps-based analysis.

- Machine learning-based anomaly detection and root cause analysis
- Automated problem resolution (AIOps workflows)
- SLA/KPI-based performance optimization and cost reduction

0 3 Multi-Cloud Resilience & Automation

Guarantees global service continuity through automation and scalability capabilities in multi-cloud and hybrid cloud environments

- Minimizing vendor lock-in through cloud-neutral architecture
- Autoscaling and workload migration automation
- Immediate recovery and failover system establishment during outages

0 4 Secure & Scalable DevSecOps

Enables secure yet agile execution through DevSecOps that embeds security throughout the entire development-deployment-operations lifecycle.

- CI/CD pipeline automation with built-in security
- Automated vulnerability verification and testing from the code level
- Achieving fast releases and quality assurance simultaneously

Competitive Advantages

Security & Compliance

01

Security & Compliance

Building global trust through the proactive integration of regulatory standards into both systems and operations

Key Point

- Automated compliance with FAR, FedRAMP, GDPR, ISO
- Regulatory compliance automation powered by Infrastructure-as-Code (IaC)
- Security and compliance built in from day one
- Accelerated compliance with proactive risk control

02

Zero-Trust Security Framework

Strengthens security across all operational processes by applying Zero Trust principles

Key Point

- Granular access control tailored to users and workloads
- Dynamic authorization, secured by microsegmentation
- Code-level security, powered by DevSecOps
- Trusted worldwide, aligned with NIST and SASE

Operational Intelligence & Automation

01

AIOps-driven Monitoring

Delivers predictive failure detection and automated recovery via AI-driven operational data analytics

Key Point

- Smarter anomaly detection, automated root cause analysis.
- Automated tickets. Intelligent workflows.
- SLA/KPI-driven real-time monitoring
- Efficiency maximized, costs minimized

02

End-to-End Automation

Ensures operational efficiency and agility through full automation of deployment and monitoring processes

Key Point

- CI/CD automation for speed and quality.
- IaC-powered deployment and configuration automation.
- Automated operations, reporting, and audits.
- Improved execution speed with minimized human error

Cloud & Global Scalability

01

Multi-Cloud Resilience

Guarantees stability and resilience of operations across multi-cloud and hybrid cloud infrastructures

Key Point

- Cloud-neutral architecture to minimize vendor lock-in
- Autoscaling and workload migration automation
- Immediate recovery and failover support during outages
- Consistent performance assurance even in global environments

02

Hybrid Global Delivery

Delivers global-quality solutions with local responsiveness through a hybrid Onsite + ODC delivery model.

Key Point

- Integrated operations with onsite PM and remote (ODC) development teams
- Simultaneous compliance with global standards and local regulations
- Transparent project management based on collaboration tools
- Cost optimization with scalable delivery model

Main Services

Transforming Operations,
Simplifying Compliance,
Expanding Globally.

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UOps System Operations

"Engineering Intelligent Operations with UOps."

Compliance-as-Code

Goal

- Achieve automated regulatory compliance by embedding regulatory and security requirements at the code level

Technology Competitiveness Strategy

- Automated compliance verification through Infrastructure-as-Code (IaC)
- Built-in global standards (FedRAMP, GDPR, ISO) checklists
- Update system capable of immediate reflection of regulatory changes

Zero-Trust Security Architecture

Goal

- Minimize breach risks by applying "Zero Trust" principles across all operations

Technology Competitiveness Strategy

- Granular access control at user, device, and workload levels
- Continuous authentication and authorization framework with microsegmentation
- Embedded global security frameworks (NIST 800-207, SASE)

AIOps-driven Monitoring

Goal

- Real-time failure prediction, automated response, and operational efficiency through AI-powered monitoring

Technology Competitiveness Strategy

- Machine learning-based anomaly detection and root cause analysis
- Automated problem resolution workflow
- Real-time tracking of operational KPI and SLA compliance

Multi-Cloud Resilience

Goal

- Ensuring stability and scalability of multi-cloud and hybrid cloud operations

Technology Competitiveness Strategy

- Cloud-neutral architecture design to minimize vendor lock-in
- Cross-cloud workload migration and autoscaling
- Automated recovery and resource failover during failures

Automated CI/CD & DevSecOps

Goal

- Embedded security and automation across the entire "development-deployment-operations" pipeline

Technology Competitiveness Strategy

- CI/CD pipeline automation — design and implementation
- Code-level security assurance through integrated DevSecOps practices
- Continuous testing and release automation to ensure faster, higher-quality deployments

Predictive Analytics & Optimization

Goal

- Proactive prediction and optimization of failure and performance risks Through AI/ML-based data analysis

Technology Competitiveness Strategy

- Performance prediction through operational log and usage pattern analysis   Simulation-based risk management models
- Automated resource optimization for cost savings and performance improvement

UOps - SecureOps™

By integrating security and regulatory compliance from the design phase, we deliver proactive security operations instead of reactive measures.

Security by DesignZero
Trust Framework
Regulation Alignment

Scope

- Security automation through DevSecOps
- Zero Trust architecture design and operational
- Compliance framework for global regulations (FedRAMP, GDPR, ISO, etc.)

UOps - AutoOps™

We maximize efficiency and reduce costs by automating the entire operations and deployment process.

CI/CD Automation
Process Orchestration
Resource Optimization

Scope

- CI/CD pipeline automation
- Automation of deployment, operations, and monitoring processes
- SLA/SLI-based measurement and optimization of operational efficiency

UOps - SmartOps™

By leveraging AI and AIOps, we predict failures, enable automated responses, and optimize operations intelligently.

AI-driven Monitoring
Predictive Maintenance
Automated Remediation

Scope

- Machine learning-based anomaly detection and log analysis
- Automated issue resolution and alerting through AIOps
- Real-time monitoring of performance KPIs and SLA compliance

UOps System Operations (4)

UOps - CloudOps™

We ensure resilience with stable operations, automated scaling, and failure recovery across multi-cloud and hybrid cloud environments.

Multi-Cloud Flexibility
Automated Recovery
Scalable Infrastructure

Scope

- Design of multi-cloud and hybrid cloud architectures
- Cross-cloud workload migration with autoscaling
- Automated recovery and ensured service continuity during failures

Global IT Outsourcing / ODC

" Global Outsourcing, Engineered for Trust and Agility. "

Secure Dev Framework

Goal

- Providing secure development environments that meet global security and regulatory standards (FedRAMP, ISO, GDPR, etc.)

Technology Competitiveness Strategy

- Embedding code security with DevSecOps
- Vulnerability management and SBOM-based security framework
- Compliance with international security standards (ISO 27001, SOC 2, etc.)

UOps-driven Operations

Goal

- Building an operational framework with embedded automation and security through DevOps, DevSecOps, and AIOps integration

Technology Competitiveness Strategy

- IaC-based deployment and operations automation
- Compliance-as-Code for automated regulatory compliance
- Integrated security, operations, and performance monitoring

Automated CI/CD Pipeline

Goal

- Ensuring both delivery speed and quality through continuous integration and deployment automation

Technology Competitiveness Strategy

- CI/CD pipeline automation design and operations
- Automated code quality and security verification
- Multi-project execution support

AIOps-based Monitoring

Goal

- Achieving failure prediction, automated resolution, and performance
- optimization through operational data analysis

Technology Competitiveness Strategy

- Machine learning-based anomaly detection and pattern analysis
- Automated alert and recovery workflow execution
- Real-time performance management based on SLA/KPI

Multi-Cloud Architecture

Goal

- Multi-cloud and hybrid cloud operations optimization and resilience
- enhancement

Technology Competitiveness Strategy

- Vendor lock-in minimization through cloud-agnostic architecture
- Automated inter-cloud workload migration and expansion
- Automatic recovery and failover framework for service disruptions

Global Collaboration Hub

Goal

- Real-time collaboration across global teams with secure project execution.

Technology Competitiveness Strategy

- Deliver multilingual and multicultural collaboration tools
- Operate a global Project Management Office (PMO) framework
- Build secure communication platforms

Global 24/7 DevTeam™

By leveraging time zone advantages and global talent pools, we provide seamless 24/7 development and operations support, accelerating project delivery and enhancing responsiveness.

Follow-the-Sun Support
Continuous Delivery
Global Resource Pooling

Scope

- Formation of a global resource-based 24/7 operations team
- Real-time issue response and operational support
- Establishment of a continuous development environment through project shift rotations

Dedicated Client Team™

By running fully customized dedicated development teams, we deliver long-term and stable system development and operations support.

Client-Centric Alignment
Long-term Engagement
Integrated PM/QA

Scope

- Formation and onboarding of dedicated teams tailored to client needs
- Adoption of PM/QA frameworks aligned with client processes
- Support for long-term system maintenance, operations, and functional enhancement

Agile Project Pods™

By organizing agile-based small dedicated teams (Pods), we deliver flexible execution models optimized for rapid development, proof-of-concept initiatives, and pilot projects.

Agile Sprint Execution
Rapid Prototyping
Scalable Pods

Scope

- Operation of small Agile teams dedicated to specific feature or module development
- Execution of proof-of-concept and pilot projects through short sprints
- Scalable multi-Pod expansion or reduction as needed

Hybrid Delivery Model™

By uniting onsite expertise with remote ODC capabilities, our hybrid model brings together global quality and local agility.

Onsite-Offsite Synergy
Unified Collaboration Tools
Compliance & Security Assurance

Scope

- Seamless collaboration between client onsite teams and global ODC resources
- Unified governance of collaboration tools and enterprise-grade security systems
- Full compliance with project-driven regulatory and security standards

Procurement & Compliance

> " Turning Global Compliance into Technical Excellence. "

Compliance-as-Code

Goal

• Embedding global procurement standards such as FAR, FedRAMP, GDPR, and eForms into every layer of our code and processes.

Technology Competitiveness Strategy

• Compliance automation powered by Infrastructure as Code (IaC)
• Seamless update and deployment mechanisms for evolving regulations
• Ready-to-use templates through a regulatory requirements library

Secure Cloud Architecture

Goal

• Providing a trusted multi-cloud architecture designed to meet global
• security benchmarks, including FedRAMP and GDPR.

Technology Competitiveness Strategy

• Security by design for multi-cloud and hybrid infrastructures
• Zero Trust and SASE-enabled architectures for enhanced protection
• Simplified compliance with global standards, including ISO 27001 and NIST

Automated Audit & Monitoring

Goal

• Real-time monitoring of compliance, security, and operations with
• automated audit support.

Technology Competitiveness Strategy

• Real-time dashboards for regulatory compliance monitoring
• Automated log management and audit-ready reporting
• Intelligent anomaly detection and proactive alerting systems

Data Governance & Localization

Goal

• Enabling real-time visibility into compliance, security, and operations— backed by automated audit support.

Technology Competitiveness Strategy

• Tailored data residency solutions for diverse national regulations
• Robust frameworks for data standardization and governance
• Platforms built to support multilingual and multicultural environments

Cybersecurity & Zero Trust

Goal

• Security integrated across procurement and operations—reducing risks and ensuring resilient protection against breaches.

Technology Competitiveness Strategy

• Zero Trust–driven access control for stronger security
• Threat intelligence–powered automation of breach responses
• Native integration of SBOM and vulnerability management

Global Collaboration Hub

Goal

• Using AI to predict risks and design proactive responses in procurement and operations.

Technology Competitiveness Strategy

• Predicting and analyzing regulatory changes with machine learning
• Building scenario-driven risk simulation frameworks
• Empowering clients with AI-powered decision support tools

SI Market Entry Consulting

We help clients break down barriers to international procurement by proactively supporting regulatory compliance and certification preparation—empowering them to enter new markets with confidence and stability.

\# Regulation Insight
\# Readiness Assessment
\# Certification Roadmap

Scope

- Analysis of US, UN, and EU procurement rules and evaluation standards
- Diagnosis of bid qualifications and eligibility gaps
- Clear certification roadmaps for FedRAMP, ISO, GDPR, and other international standards

Bidding & Proposal Strategy

We maximize our clients' bid success by combining strict compliance with requirements and compelling points of differentiation.

RFP Decomposition
Evaluation Mapping
Competitive Differentiation

Scope

- In-depth analysis of bid notices and RFP requirements
- Strategy design aligned with evaluation standards
- Ready-to-use proposal templates and practical guidance
- Competitor insights and clear differentiation strategies

Compliance & Security Support

We integrate global regulations and security standards from day one of system design—ensuring minimized risks and reliable outcomes across every stage of the project lifecycle.

Compliance-by-Design
Security Assurance
Audit Preparedness

Scope

- Compliance with FAR, FedRAMP, GDPR, Section 508, and other global standards
- Secure, privacy-first architecture by design
- Full support for certification and audit processes
- Continuous monitoring to stay aligned with evolving regulations

Execution & Operations Support

We guarantee compliance, security, and stability across every stage of project delivery—empowering our clients to build sustainable and competitive operations.

Lifecycle Management
UOps Integration
Risk Monitoring

Scope

- Phase-by-phase compliance monitoring—from contract to implementation.
- Smarter workflows with automated documentation, audit, and reporting
- Secure and efficient operations powered by UOps-based management
- Proactive protection with real-time risk prediction and simulations

Competitive Advantages

Engineering Trust,
Driving Innovation,
Empowering Global Growth

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First. Compliance & Regulation Mastery

" Turning complex regulations into opportunities
to accelerate global market entry. "

Global Standard Alignment	Compliance-by-Design	Automated Audit & Monitoring	Risk Mitigation & Trust Building
Goal	**Goal**	**Goal**	**Goal**
• By proactively incorporating international regulations and standards—including FAR, FedRAMP, UN, and EU frameworks—we ensure stable and reliable procurement compliance and execution.	• From day one of system design, we build in security and compliance—driving proactive operations instead of reactive responses.	• Provides real-time tracking and management of regulatory compliance status, automating audit and reporting processes	• Detects and responds to regulatory risks early, building trust with customers and partners..
Execution Strategy	**Execution Strategy**	**Execution Strategy**	**Execution Strategy**
• Detailed analysis of regulatory and certification frameworks for each market • Providing design guidelines that reflect international standards from project initiation • Operating continuous update systems aligned with global standard changes	• Incorporating security and regulatory requirements in architecture design • Embedding DevSecOps-based security validation at the code level • Standardizing compliance templates and checklists	• Automated regulatory compliance verification based on IaC (Infrastructure as Code) • Automated operational log collection and analysis with anomaly detection system • implementation • Automated compliance report generation and dashboard provision	• Regulatory impact analysis based on risk scenarios • AI/ML-based risk prediction and response plan development • Establishing collaborative regulatory compliance frameworks with partners and customers
Key Effects	**Key Effects**	**Key Effects**	**Key Effects**
• Minimizing regulatory conflicts → Improved market entry speed • Ensuring reliable global business operations for customers • Reduced non-compliance risk	• Reduced post-compliance response costs and time • Achieving enhanced security and regulatory compliance simultaneously • Customer project stability and reliability	• Securing real-time regulatory response capabilities • Enhanced operational transparency and reduced audit risks • Minimizing customer audit preparation burden	• Guaranteeing business continuity with minimal operational interruptions • Enhancing customers' global trustworthiness and reputation • Transforming regulatory compliance challenges into strategic competitive edge

" With UOps, we unify security, automation, and AI operations
to deliver both stability and efficiency. "

Compliance-by-Design Ops

Goal

- By embedding security and compliance requirements from the initial design phase of operational models, we enable proactive operations instead of reactive responses

Execution Strategy

- Embedding security at every code development stage through DevSecOps methodology
- Automatic integration of international regulatory requirements (FAR, FedRAMP, GDPR, etc.)
- Implementing Compliance-by-Design principles in operational architecture development

Key Effects

- Reduced post-compliance response costs and time
- Minimized security threats and reduced regulatory risks
- Enhanced operational reliability and market competitiveness for customers

End-to-End Automation

Goal

- We automate the entire process—from deployment to monitoring and reporting—to maximize efficiency and optimize resources.

Execution Strategy

- Automated CI/CD pipeline implementation
- Automated deployment and environment setup based on Infrastructure-as-Code (IaC)
- Automated monitoring, reporting, and auditing processes

Key Effects

- Reduced repetitive tasks for operational staff → Enabling focus on high-value activities
- Accelerated operational speed & minimized error rates
- Operational cost reduction and productivity improvement

AIOps-based Monitoring & Optimization

Goal

- We leverage AI- and AIOps-based data analysis to predict failures and optimize performance, enhancing both operational quality and stability.

Execution Strategy

- Machine learning-based anomaly detection and root cause analysis
- Automated ticket generation and problem resolution workflow execution
- Real-time KPI/SLA analysis and optimization

Key Effects

- Minimizing system failures and downtime
- Enhanced operational efficiency and quality improvement
- Maximizing customer satisfaction and SLA compliance rates

Resilient Multi-Cloud Operations

Goal

- We ensure stability and resilience with real-time threat detection, automated response, and continuous monitoring.

Execution Strategy

- Cloud-neutral architecture design to reduce vendor lock-in
- Inter-cloud workload migration and autoscaling implementation
- Automated failover system establishment for disaster recovery

Key Effects

- Ensuring consistent service quality in global environments
- Securing business continuity even during system failures
- Achieving both global scalability and cost efficiency for customers

Third. Global Delivery & ODC Expertise

" Through 24/7 global dedicated teams and ODC, we scale and accelerate projects anytime, anywhere. "

Global 24/7 DevTeams	Dedicated Client Teams	Agile & Scalable Pods	Hybrid Delivery Model
Goal	**Goal**	**Goal**	**Goal**
• Provides 24/7 continuous development and operations by leveraging global talent pools and Follow-the-Sun methodology	• Creates customized dedicated development teams, providing quality and management systems at the same level as the customer's organization	• Delivers rapid proof-of-concept, pilot projects, and flexible scaling through agile-based pod team operations.	• Achieves global quality and local responsiveness concurrently through a combined Onsite + Offshore delivery approach
Execution Strategy	**Execution Strategy**	**Execution Strategy**	**Execution Strategy**
• Building shift-based operational framework across global development centers • Enabling real-time collaborative environments through cloud-based collaboration platforms • Implementing continuous operations and emergency response systems utilizing time zone advantages	• Formation of dedicated teams based on customer requirements and application of customized onboarding systems • Operation of PM/QA/development processes equivalent to customer organizations • Building stable execution models focused on long-term projects and critical system operations	• Application of Sprint-based Agile development processes • Formation and operation of module-based development teams (Pods) • Ensuring flexibility for Pod-level scaling up & down as needed	• Deploying PM/QA personnel onsite at customer premises • Establishing integrated collaborative systems between onsite and Offshore Development Centers (ODC) • Ensuring compliance with both global standards and local regulations
Key Effects	**Key Effects**	**Key Effects**	**Key Effects**
• Minimizing project downtime & maximizing development speed • Immediate response to global customer demands • Securing always-on operational capabilities	• Building One-Team framework with customers → Maximizing collaborative efficiency • Ensuring quality stability in long-term projects • Improving customer satisfaction and trust	• Accelerated PoC/pilot project delivery speed • Rapid team scaling based on customer requirements • Flexible response capabilities from short-term tasks to large-scale projects	• Securing both global-level quality and localized customized response • Operational cost optimization and maximized operational efficiency • Strengthening reliable collaborative relationships with customers

Fourth. Technology Convergence (AI · Cloud · Robotics)

> " By converging AI, Cloud, and Robotics,
> we drive digital innovation and future competitiveness. "

AI-driven Intelligence	Cloud-native Scalability	Robotics-enabled Automation	Integrated Convergence Platforms
Goal	**Goal**	**Goal**	**Goal**
• Supports operational automation and smart decision-making through AI and machine learning-based analysis and predictions	• Ensures global scalability and agility through multi-cloud and hybrid cloud architecture..	• Enables automation across various industrial environments through the convergence of robotics, IoT, and digital twin technologies.	• Accelerates customer digital transformation with a converged platform that integrates AI, Cloud, and Robotics.
Execution Strategy	**Execution Strategy**	**Execution Strategy**	**Execution Strategy**
• Machine learning-based data analysis and anomaly detection model implementation • Predictive maintenance and risk analysis capabilities • AI-driven decision support system (DSS) deployment	• Cloud-neutral architecture design (minimizing vendor lock-in) • Auto-scaling and workload migration automation • Global service consistency assurance and security-by-design	• Smart automation implementation based on robotics + IoT sensors • Simulation and operational optimization through digital twins • Expanding applications to logistics, manufacturing, smart cities, and disaster response	• Development of interconnected APIs and platform architecture between AI, Cloud, and Robotics • Provision of industry-specific integrated service models • Application to key markets including smart • cities, e-Government, and smart factories
Key Effects	**Key Effects**	**Key Effects**	**Key Effects**
• Enhanced operational stability through proactive failure and risk prediction • Support for rapid and accurate decision-making based on data • Operational efficiency improvement and cost reduction	• Securing global service scalability for customers • Agile response to changing market demands • Cost optimization and enhanced operational efficiency	• Enhanced industrial productivity and quality Improvement • Strengthened safety in hazardous environments • Operational cost reduction and innovation acceleration through automation	• Accelerated digital transformation across industries • New business creation through technology convergence • Enhanced future competitiveness and differentiated value realization for customers

Collaboration Strategy

Goal
- Delivering competitive SI projects in US private and public markets by combining global technical capabilities with local execution expertise
- Establishing a Korea-US technology and market convergence model for long-term global expansion foundation

Approaches
- Compliance First : Embedding regulatory and security compliance tailored for public sector markets
- Operations Optimization (UOps-based) : Implementing differentiated operational frameworks integrating operations, security, and automation
- Localization + Global Technology Convergence : Building hybrid models that combine Korean R&D capabilities with US local execution expertise
- Partnership Enhancement : Collaborative [Prime]–[Sub]–[Tech Hub] relationships to secure long-term trust with government and private sector customers

Role & Responsibilities

SPARK-X (Korea) (Korea HQ, Tech Hub)	SPARK-X (US) (US Subsidiary, Sub Contractor)	SPARK-X (Korea) (Korea HQ, Tech Hub)
R&R	**R&R**	**R&R**
• AI, Cloud, and Robotics-driven R&D capabilities, architectural design services, and comprehensive technical documentation support • DevSecOps and UOps operational framework delivery • Technical consulting and backend infrastructure support for proposal (RFP) development	• Managing tailored dedicated development teams for private sector clients • Serving as subcontractor in public procurement projects while ensuring regulatory compliance and security adherence • Adapting Korean HQ technologies for local markets and overseeing project management and delivery execution	• Direct contract execution with US government agencies and private corporations • Overall project responsibility (contracts, quality, regulatory compliance, government reporting) • Managing Sub (US headquarters) and Tech Hub (Korean headquarters) coordination and collaboration structure
Key-Point	**Key-Point**	**Key-Point**
• Limited development participation, serving as technical innovation and strategic backup	• Implementation executor + local regulatory adaptation specialist	• Overall contract and compliance management + customer confidence hub

Collaboration Strategy

" Market-Tailored Collaboration Approaches "

Commercial Market Collaboration Strategy
(Private Market)

Public Procurement Market Collaboration Strategy
(Public Procurement)

#Joint technology development, #Cost efficiency, #Customer growth support

#Regulatory compliance, #Prime-Sub execution, #Bid competitiveness

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Joint Solution Development

- Korea HQ : Core technology development in AI, Cloud & Robotics with ODC support
- US HQ(Sub) : Customer-tailored customization and quality assurance
- US SI (Prime) : Sales, branding, and customer relationship management

Effect: Strengthening customer competitiveness with cutting-edge technology-based localized solutions

Regulatory & Compliance Alignment

- Korea HQ : Regulatory analysis and technical documentation support
- US HQ (Sub) : Localization and security/regulatory compliance (FedRAMP, 508, etc.)
- US SI (Prime) : Government contracting and overall regulatory accountability

Effects: Minimized regulatory risk and eliminated procurement market entry barriers

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Agile & Cost-efficient Delivery

- Korea HQ : Cost-efficient solutions through offshore development resources
- US HQ (Sub) : Execution stability through local DevOps and project management
- US SI (Prime) : Overall quality control and client engagement

Effects: Fast delivery, cost optimization, maximized private sector ROI

Prime–Sub Delivery Model

- Korea HQ : Technical consulting & R&D support, architecture guidance
- US HQ (Sub) : Actual development and operations execution
- US SI (Prime) : Overall project management and government reporting accountability

Effects: US compliance requirements fulfillment + Global technical competitiveness

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Scalable Growth Support

- Korea HQ : Expansion support with global technical capabilities
- US HQ (Sub) : Team scale-up/down operations within the US
- US SI (Prime) : Securing enterprise client footholds and market expansion

Effects: Provides growth path from small to large-scale projects

Proposal & Bidding Synergy

- Korea HQ : Technical proposals & architecture documentation
- US HQ(Sub) : Evaluation criteria mapping and local requirements integration
- US SI (Prime) : Government bid leadership and final proposal submission

Effects: Improved bid success rate and differentiated technology-based competitiveness

Model 01

Korea-US Project Team Hybrid Operations Model

US Client
(Enterprise Client)

Role
- Define requirements and initiate projects Work closely with dedicated US team for performance management and continuous feedback

Effects
- Securing local credibility through teams operating directly within the US
- Simultaneously leveraging Korea headquarters' global technical   capabilities
- Dual benefits of cost reduction + innovative technology

US HQ
(US Subsidiary, Sub ontractor)

Korea HQ

※ Competitive Advantages

- **Technical Expertise & Local Execution**
  Combining Korea HQ's advanced technology with US HQ's local execution capabilities
- **Cost Efficiency & Quality Assurance**
  Korea back-office support + US dedicated team operations
- **Regulatory Compliance & Risk Minimization**
  US HQ handles local regulations, Korea HQ provides global standards support
- **24/7 Continuous Collaboration**
  Rapid response and stable operations leveraging time zone advantages
- **Customized Execution & Long-term Partnership**
  Building trust and continuity through dedicated client teams

Roles

- Dedicated Local Project Team Operations (Developers, PM, QA, etc.)
- Localization of Korea HQ technology to meet local regulations and client requirements
- Direct collaboration with US clients for requirement gathering and immediate implementation
- Regulatory compliance (FedRAMP, ISO, etc.) and security management

Features

- Direct client interaction as the actual delivery entity
- Project execution stability and trust assurance
- Delivering differentiated solutions through bilateral collaboration with Korea headquarters

Roles

- Core technology R&D and architecture design support for AI, Cloud, Robotics
- DevSecOps/UOps-based operational frameworks and automation tool provision
- Technical consulting, best practice documentation, and QA backup support
- Offshore support team operations: Testing, prototype development, and technical back-office functions

Features

- No client-facing responsibilities
- Cost-efficient technical support hub
- Providing technical differentiation to US headquarters dedicated teams

Model 02

US Headquarters Dedicated Project Team Operations Model

US Client
(Enterprise Client)

US HQ
(US Subsidiary, Sub ontractor)

Role
- Issue projects and provide requirements
- Manage dedicated team performance and validate quality
- Maintain strategic partnerships through ongoing collaboration

Effects
- Direct contractual relationship with US headquarters
- Project execution stability and continuous improvement requirements

Korea HQ

※ Competitive Advantages

- **Local Credibility**
  Direct US team operations for close client partnerships
- **Compliance Guarantee**
  Full US regulatory & security compliance (FedRAMP, ISO)
- **Quality Consistency**
  Aligned PM/QA systems for stable delivery
- **Real-time Response**
  Local teams eliminate time zone delays
- **Strategic Partnership**
  Dedicated teams build lasting client relationships

Roles	Roles
• Localizing Korea headquarters technology/architecture → Optimizing for client requirements • Dedicated Project Team (DPT) formation and operations • Local developer/QA/PM talent recruitment and management • Security and regulatory compliance (FedRAMP, ISO, etc.) framework implementation and execution responsibility	• Global cutting-edge technology research (R&D) and technical consulting • Architecture design reference and technical documentation support • DevSecOps/UOps operational model and automation framework design • Backend technical support for project proposal (RFP) responses

Features	Features
• Primary entity for development and operational execution • Direct client communication with immediate requirement implementation • Leveraging Korea headquarters technology for differentiated local execution	• No direct development execution (due to regulatory and contractual limitations) • Technical back-office + knowledge hub functions • Continuous support to ensure stable US headquarters execution

Model 03

US Federal Procurement Team Operating Model

US Client
(Government Agency)

Role
- RFP issuance and project contracting authority
- Proposal evaluation and contract execution
  - Performance management and regulatory compliance verification

Effects
- Exclusive direct contracts with Prime contractors (SI firms)
- FedRAMP, FAR, NIST standards compliance - top priority in evaluation

※ Competitive Advantages

- **Public Procurement Expertise**
  US headquarters operates dedicated teams optimized
  for FAR, FedRAMP and other regulations
- **Prime-Sub Collaboration Structure**
  Stable delivery through role distribution between US SI (Prime)
  and Korea/US headquarters (Sub)
- **Technology-Regulation Separation**
  Korea HQ provides technical support, US HQ handles local development and regulatory compliance

- **Enhanced Credibility**
  Securing government agency trust through US-based development execution
- **Accelerated Market Entry**
  Reducing regulatory risks and integrating global technology capabilities for competitive bidding advantage

US SI Company
(Prime Contractor)

US HQ
(US Subsidiary, Sub Contractor)

Korea HQ

Roles

- Direct contracting with US government agencies(clients) as Prime Contractor
- Contract, execution, and regulatory compliance responsibility for entire projects
- Sub (US headquarters) management and partner coordination
- Overall government audit, review, and risk management

Roles

- Localizing technology and architecture transferred from Korea HQ(US standards compliance)
- Subcontract agreement (Sub) execution with US SI companies (Prime)
- Actual development/operations performed through US-based development teams
- Project management, security compliance (FedRAMP, etc.), and client support

Roles

- Technology R&D and global cutting-edge solution (AI, Cloud, Robotics) research support
- International regulatory (FAR, FedRAMP, 508, etc.) analysis and technical documentation support
- Technology transfer to US headquarters (Sub) & architecture reference provision
- Technical backend support (Indirect) for proposal/RFP responses

Features

- Primary procurement project authority with established US market credibility
- Enhanced competitive positioning by integrating Korean talent and US headquarters capabilities

Features

- Technology transfer pipeline: Korean innovation → US localization → Prime contractor delivery
- Critical requirement for US-based development talent acquisition and operational oversight

Features

- No direct development execution (procurement regulation limitations) → Back-office technology hub role
- Cost-efficient technical consulting + advanced technology provision

SPARK-X

By strategically integrating design, operations,
and technology supply, we maximize project performance
while minimizing operational risks.