Tangunsoft

Company Overview

JETBRAINS ZEPLIN Sketch ProtoPie UXPin merge

CONTENTS

Chapter Ⅰ
About Tangunsoft

Business Intro..... 3
History. 4
Partnerships 5
Revenue 6
Major Customers..... 7

Chapter Ⅱ
Business Area

JetBrains 8

Chapter Ⅲ
Solution Business

DevOps 34
Other Services.....39

Tangunsoft Overview

Company Information

- Company Tangunsoft Co., Ltd.
- Established 21st January, 2002
- Business Software Business , Solution Business
- CEO Seung Hyun Lee

Locations

- Seoul, South Korea HQ

  2F, 67, Seocho-daero, Seocho-gu, Seoul, S. Korea (06571)

- Singapore Branch

  16 Shaw Rd, Singapore 367954

※ We are pursuing global business with partners in APAC(China, Indonesia, Malaysia, Philippines, Singapore, Taiwan, Thailand, Vietnam etc..)

Tangunsoft Overview

Business History

2002 Tangunsoft Establishment

2015 SoftwareFX Distributor
[2015 - Current]

2017 JetBrains Reseller
[2017 – Current]

2018 JetBrains APAC Distributor
[2017 – Current]

2019 GitHub APAC Distributor
[2019 – Current]

2020 Zeplin APAC Distributor
[2020 – Current]

2021 Sketch APAC Strategic Partner
[2021 – Current]

2021 UXPin APAC Distributor
[2021 – Current]

2023 ProtoPie APAC Distributor
[2023 – Current]

Major Partnerships

ProtoPie

Distributor(Korea & APAC)
- Interactive UX & UI Prototype Design Tool
- Physical & Digital to one single experience

UXPin

Distributor (Korea & APAC)
- Code-based design solutions
- Provide efficient design system through Merge

JETBRAINS

Distributor(Korea & APAC)
- Development IDE & DevOps Service
- Advanced Dev Environment Solution

Sketch

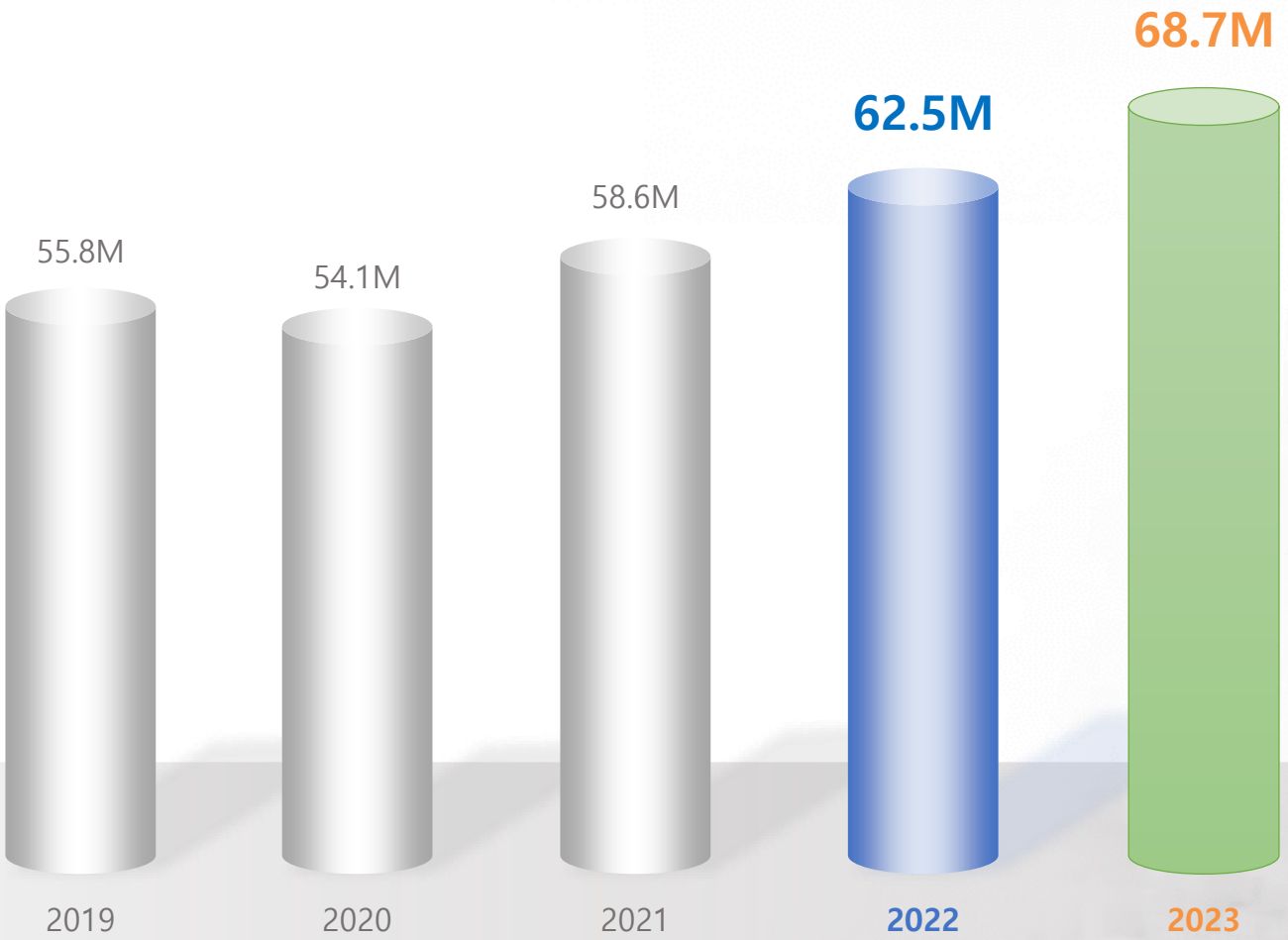
Strategic Partner(Korea & APAC)
- UX & UI Prototype Design Tool
- Collaboration & Hand-off

ZEPLIN

Distributor(Korea & APAC)
- DesignOps & Design System Service & Consulting
- Provide collaborative workflow between designers and developers

Parallels Abstract INFRAGISTICS SoftwareFX DevExpress FusionCharts GrapeCity

Tangunsoft Revenue

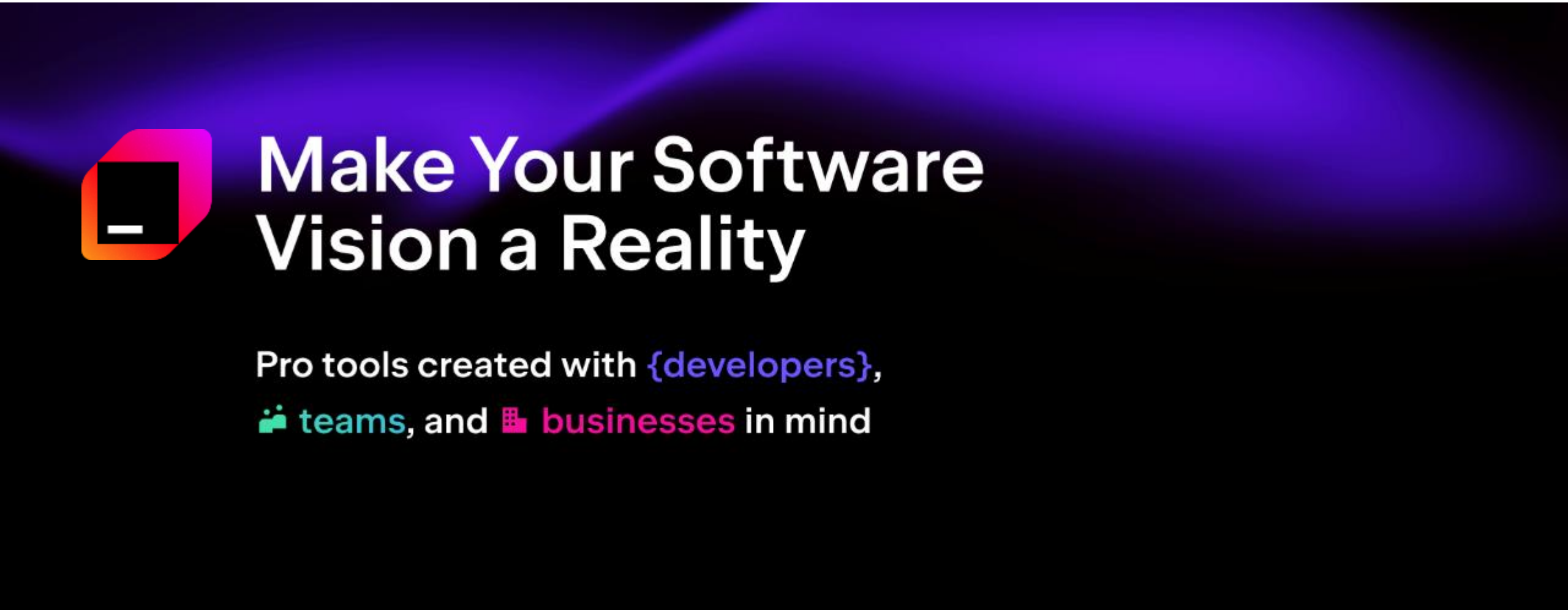


Unit: USD

Major Customers

Of the top 100 companies in Korea, more than 90 companies are customers of Tangunsoft, providing professional and diverse services.

JetBrains


Make Your Software
Vision a Reality
Pro tools created with {developers},
teams, and businesses in mind

JetBrains

Integrated Development Environments

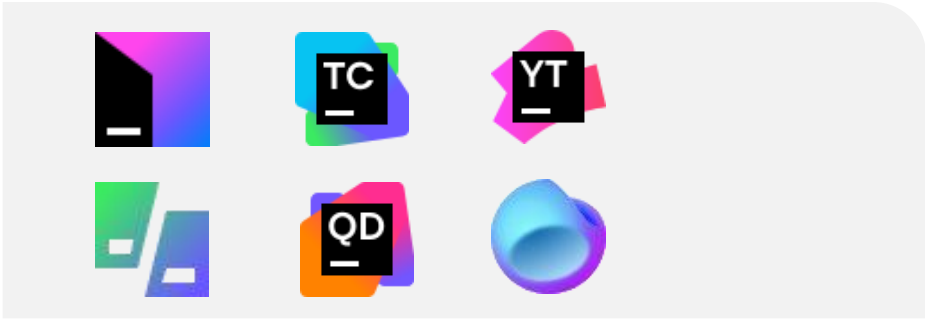
The IDE that makes development a more productive and enjoyable experience

.NET & Visual Studio

IDEs and Plugins Empowering Your .NET and Visual Studio Development

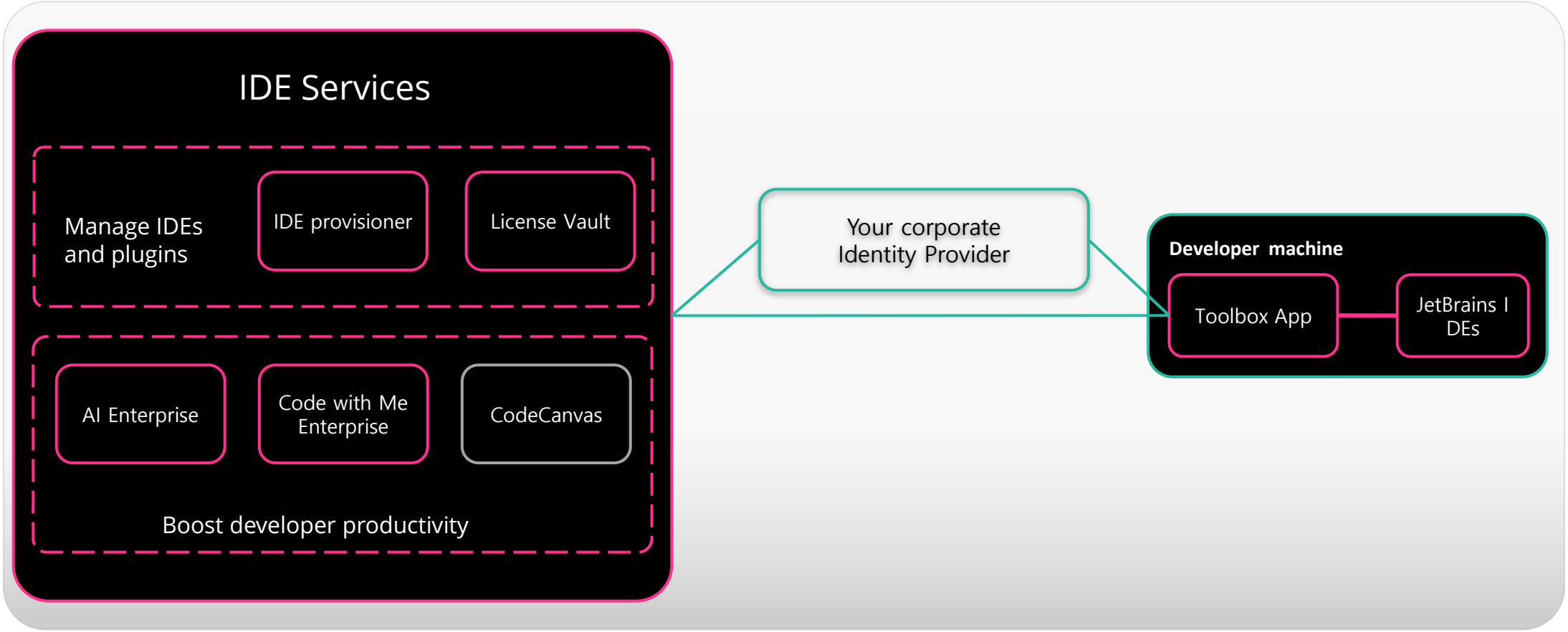
Team Tools

A complete software development platform Integrated with JetBrains IDEs



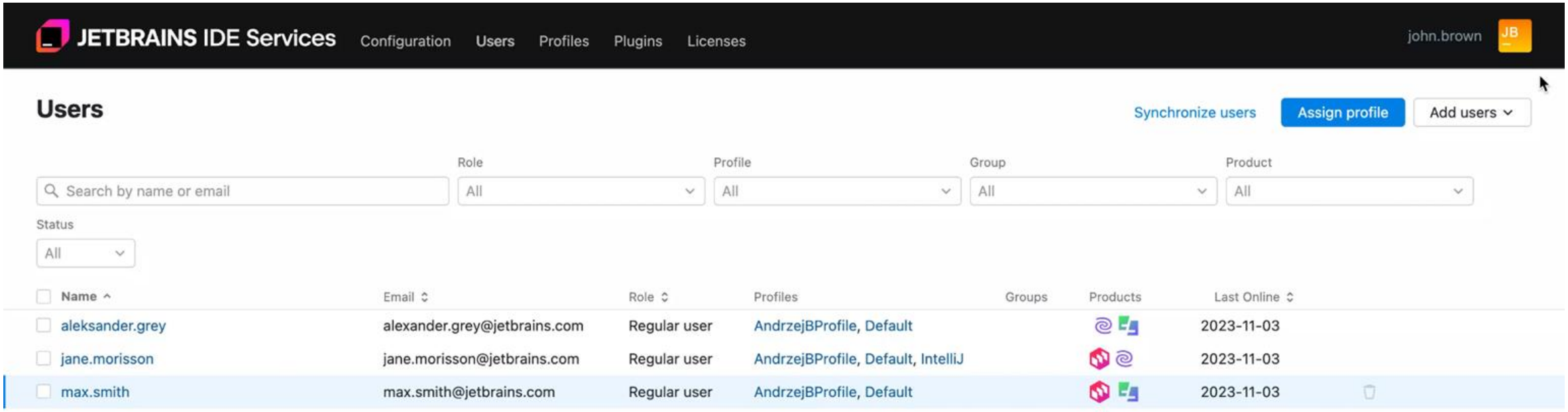
IDE Services - Remote Developer Environment

The ultimate platform for remote development. Brings enterprise-level security to remote software development teams worldwide



IDE Services - Remote Developer Environment

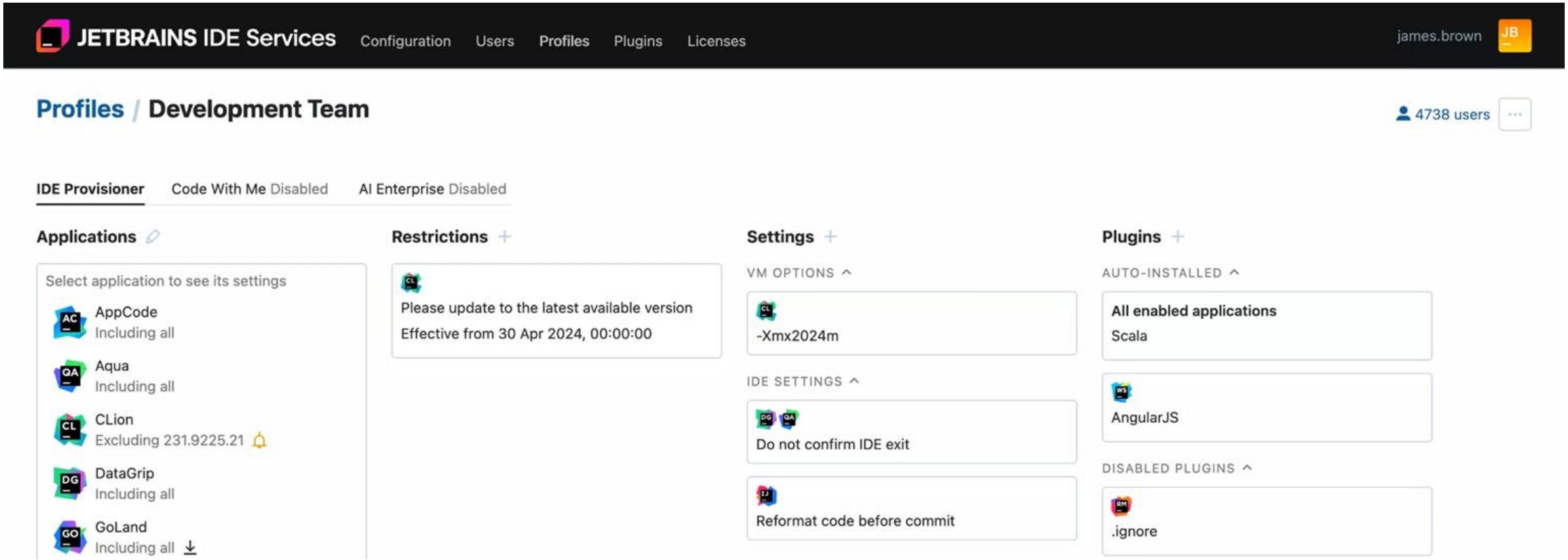
The ultimate platform for remote development. Brings enterprise-level security to remote software development teams worldwide



[User Management]

IDE Services - Remote Developer Environment

The ultimate platform for remote development. Brings enterprise-level security to remote software development teams worldwide



[IDE Provisioning]

JetBrains AI Assistant

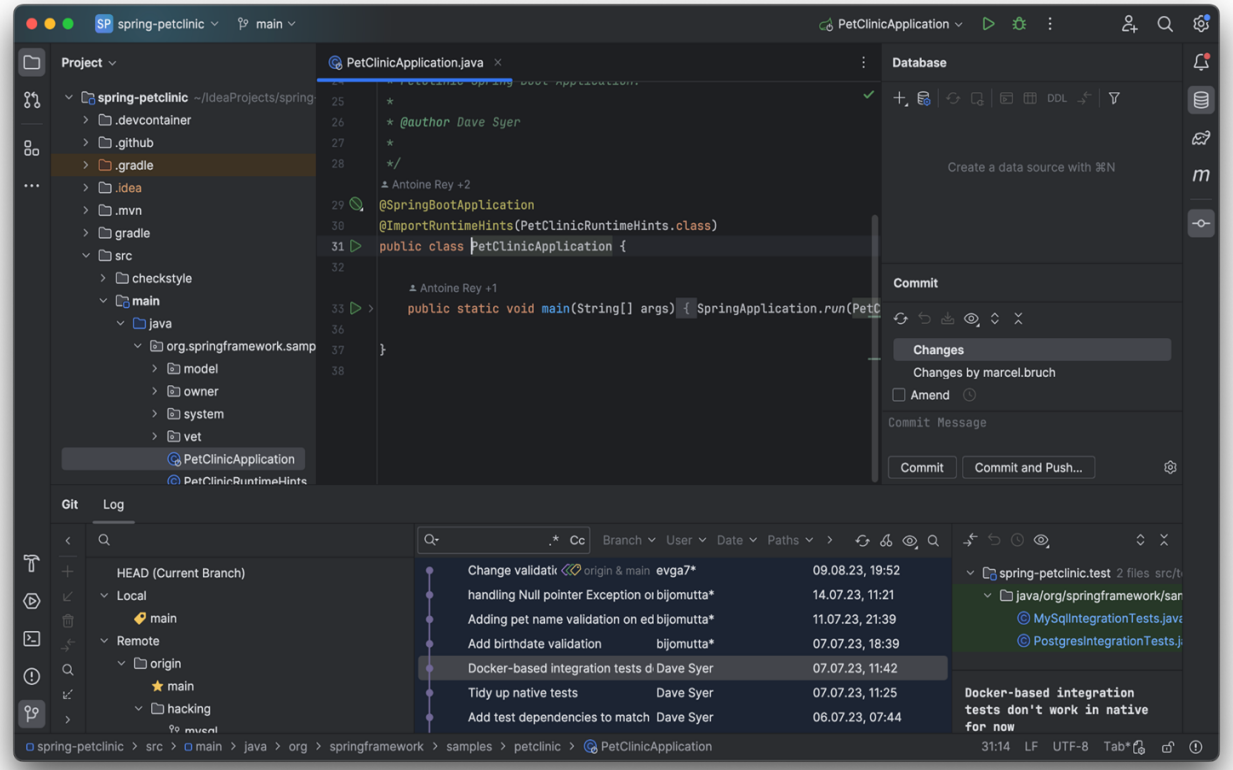
With JetBrains AI, your favorite tools gain new abilities while you are empowered with more information at your fingertips. Free yourself from repetitive tasks and stay in the flow like never before.

Chat:
Converse, ask, refine

Generate:
Code, tests, commit messages, documentation, code translation

Explain:
Code, commit**s**, runtime errors, SQL, RegEx

Suggest: Names, refactorings, issues



JetBrains Growth

Growth History of JetBrains APAC Distributor, Tangunsoft

From 2017 to 2024, we are growing steadily achieving multiple consecutive Asia's Best Sales Partner Awards.

More than 50 APAC Resellers actively work with Tangunsoft

working with 250+ resellers

- China
- Indonesia
- Malaysia
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam
- etc

'Highest Rev Growth Partner'

JetBrains Distributors Awards
Most New License Sold

2017
JetBrains Distributorship

2018

2019

2020 - 2021
Highest Sales Growth Partner
Best Marketing Activities

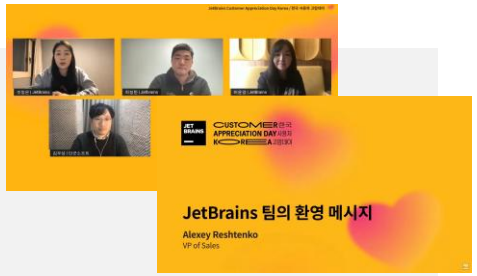
2024

JetBrains
'Asia's Best Sales Partner Award'

JetBrains Activities

- As current sole distributor of JetBrains in SEA, provides various software information and experiences through online/offline activities.

Online Events



1. **JetBrains Customer Appreciation Day (2021)**
   - Registration: 1,300
2. **Code With Me Webinar Series (2021)**
   - Registration: 500
3. **JetBrains Productivity Day (2021)**
   - Registration: 1,000
4. **Rider Webinar Series (2023)**
   - Registration: 300

Offline Events

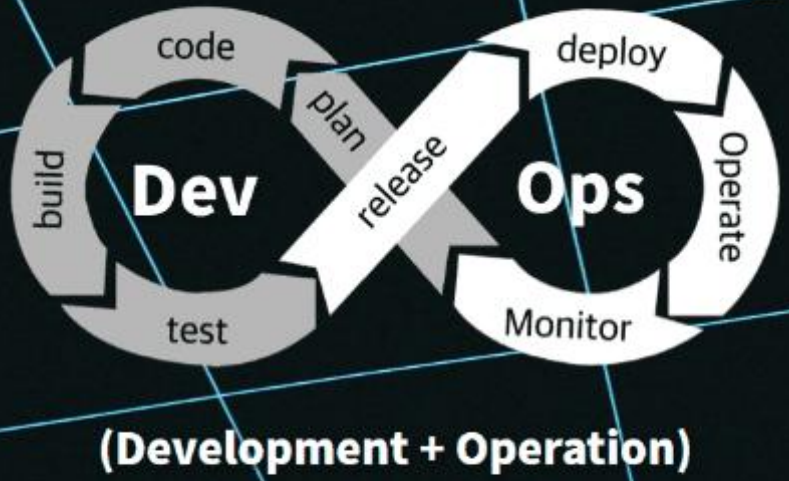
1. **JetBrains Day Seoul (2018)**
   - Attendee: 1,000
2. **Kotlin Night Seoul (2019)**
   - Attendee : 500
3. **GitHub in DevOps Meetup (2021)**
   - Attendee : 130

* In addition, we participate various developer events as sponsors

Solution Business

- DevOps
- DesignOps

DevOps



DevOps is a development methodology that builds
a collaborative environment between Development and Operation
and enables faster delivery of quality services
to customers through an automated combination of tools..

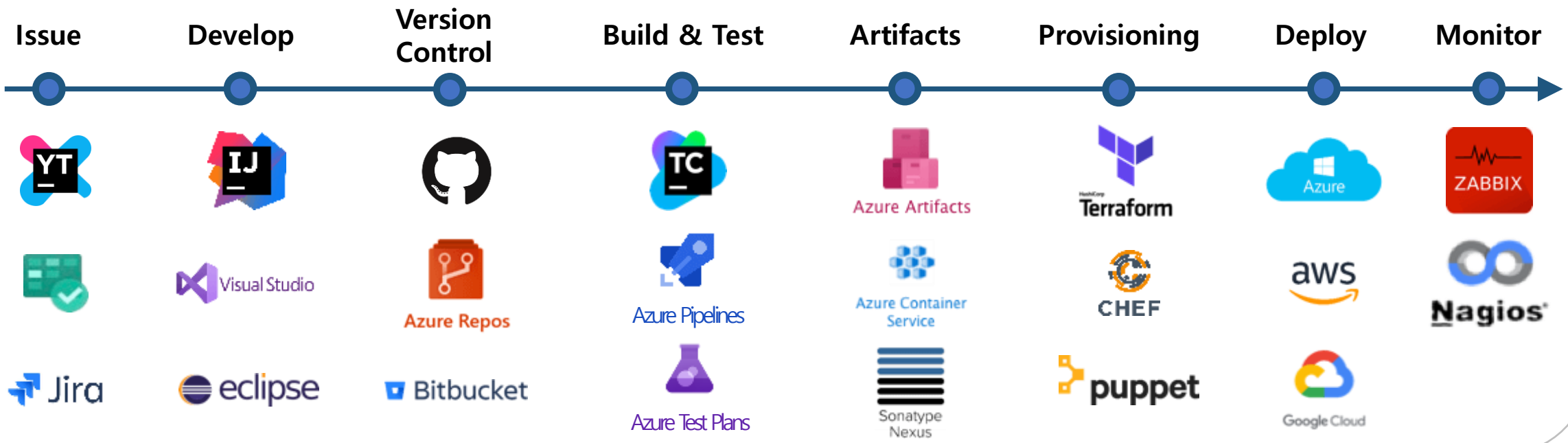
Agile Development	Improve Efficiency with Integration	Reduce Bugs

From standardized DevOps Enterprise Toolchain to customized services to customer requirements, DevOps professional consultants provide consulting and deployment services.

DevOps

- DevOps is a development methodology that constructs a collaborative environment between Development and Operations.
  Accelerate software deployment, testing, and release, and improve reliability and security to improve production efficiency.

Tangunsoft DevOps Enterprise ToolChain



DevOps

DevOps is a development methodology that constructs a collaborative environment between Development and Operations.

Accelerate software deployment, testing, and release, and improve reliability and security to improve production efficiency.

Tangunsoft Service

Consulting on Current Status
- Contect with developers and IT administrators to identify the situation
- Product Comparison by Open Source
- Sharing tips with manager training

Build
- Build a DevOps-level solution environment that is either overall or partial to your requirements.

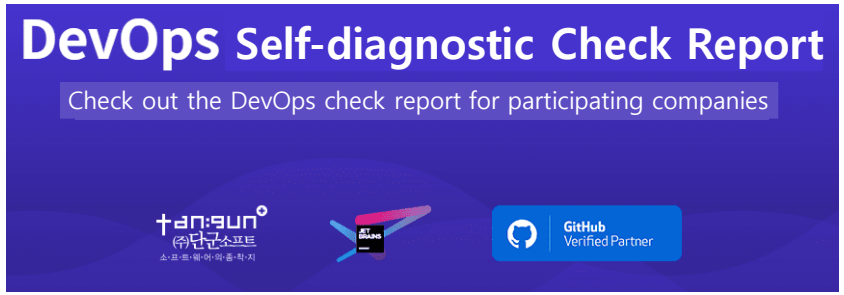
Open Source Integration
- Step by step DevOps Solution / Technical Support for Open Source Interworking

DevOps Plan
- Step by Step DevOps Open Source and compare/design various DevOps solution

Security
- Continuous protection from open source weakness and other risks
- Early prevention of risk

Optimization
- Ensuring the quality of Open Source
- Deliver DevOps Optimization with Integration and Automation

Maintenance
- Provides reports on security, license, and quality
- Resolve issues that can arise through continuous monitoring



- **Free** DevOps self-diagnosis check service
- Analyze completed survey data and **provide reports** to Developer
- **Provide customized consulting services** to improve DevOps environment based on analysis results

DevOps

DevOps professional consultants provide a range of services based on the experience of real-world development infrastructure building projects.

VCS Consulting

VCS and Organizational management
CI/CD Pipeline Automation
SVN to Git Migration

Open Source Consulting

Open Source weakness notification service
Open Source Project for Enterprise
Open Source license consulting

Code Security Infrastructure Consulting

Configuring installation, High availability, back-up
Shift Left Development Methodology
Consulting for Code Static Analysis and Dynamic Analysis

Infrastructure Operator/User Training

Training and consulting on organizational and team management
Training for operators and developers

Training / Seminar / Online Channel

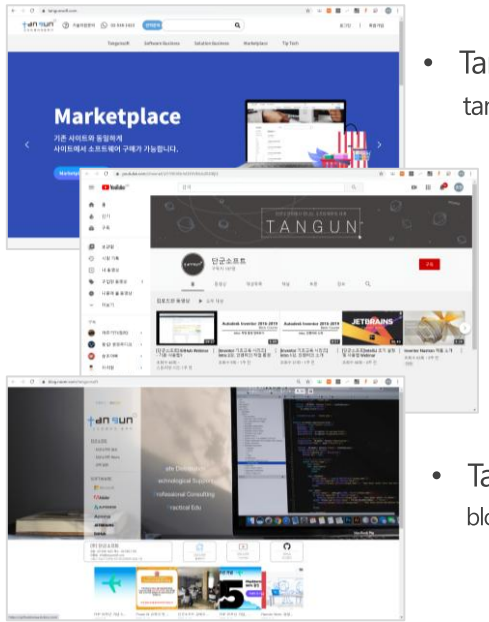
Training Center

- Autodesk Authorized Training Center(ATC)
- Microsoft, Adobe, Autodesk, Acronis, JetBrains Training process
- resolve customer curiosity about using the product and managing customer training services.

Operate Seminar (Offline & Online)

- JetBrains, GitHub Webinar (Twice a month) / Developer Seminar
- Microsoft 365 Teams, Power BI' Tip & Tech
- Introduction of AutoDesk Products and using case

Tangunsoft Online Channel



- Tangunsoft Official Website
  tangunsoft.com
- YouTube Channel
  youtube.com/channel/UCY9ChNrInDXIV83dvZKD8jQ
- Tangunsoft Blog
  blog.naver.com/tangunsoft

GitHub ZEPLIN JETBRAINS

Benefits of Becoming Tangunsoft Partner

Sales Lead & Active Follow-up

- Inquiry Support in local language
- Renewal Remind / New Product Suggestion
- New Sales Focused Activities
- Bi-weekly Sales Meetings
- Product Manual in local language

Dedicated Trainings

- New Product Training for reseller

Access to Knowledge Base

- Provide frequently asked Inquiry

MDF Support

- Co-Marketing: Customer Roadshows & Developer Community

Tech Support

- Dedicated Tech Rep (Regional Manager)

Co-Marketing Examples: Customer Roadshows & Developer Community

- DevOps Talks Conference in Singapore 2023
- RubyConf TH 2023 in Bangkok 2023
- JCConf 2024 in Taipei
- Pycon Asia 2024 in Indonesia
- Edutech 2024 in Singapore
- Code Mania 2024 in Thailand
- Pycon Asia 2025 in Philippines

- And so many other webinars

Tangunsoft

Thank You

JET BRAINS

GitHub

ZEPLIN

Sketch

ProtoPie

UXPin merge