



# Y SOFT CORPORATION

BUILD  
SMART  
BUSINESS

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**BUILD**

**SMART**

**BUSINESS**

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# **Y SOFT CORPORATION**

## **BUILD SMART BUSINESS**

**Y SOFT** enables businesses to run smarter with intelligent enterprise office solutions.

Today, our integrated software and hardware solutions provide organizations the opportunity to become highly competitive through the use of efficient 2D and 3D print solutions, document capture capabilities and streamlined automated workflows.

Through **YSOFT LABS** and **Y SOFT VENTURES**, our focus can remain at the forefront of advancing the world's most exciting technologies and cutting edge business solutions.

# FAST FACTS

Founded in **2000** | privately founded

Global | 17 offices in 10 countries on 6 continents

**Over 23%** of the Fortune Global 500 use Y Soft

Acquired **be3D** in 2014

Established **Y Soft Ventures** in 2014

Launched **YSoft Labs** in 2016

# WHO IS Y SOFT?

Y Soft was founded in the city of Brno, Czech Republic at a time when entrepreneurial incubators were nonexistent. Undeterred, a couple of like-minded students had a vision to develop a global Czech company.

By 2003, YSoft SafeQ had emerged as a benchmark print management software solution with the potential to fulfill the high volume demands of many multinational corporations.

In an industry first, Y Soft introduced the Global Operational Excellence™ Framework, (GOE), in 2016. The GOE Framework is a comprehensive project management service that brings certified Y Soft project managers and trained partners to understand customers' critical success factors. Together, we design and deploy a solution that helps customers meet ROI goals throughout the life of the project. We offer continuous monitoring and system health checks to make sure our customers' print and workflow infrastructure is performing as expected.

Always looking to improve, Y Soft realized that being successful in today's global tech market required more than just creative insight and resources; it also demanded a sense of fair-play. With that in mind, Y Soft made a commitment to become an industry leader following fair and ethical business practices, making ethical business as one of its key corporate values.

Today, Y Soft employs more than 300 dedicated employees; 42 percent of whom specialize in research and development.



**14,000+ CUSTOMERS**



**EXPORTS ACCOUNT FOR 98% OF SALES**



**SOLUTIONS USED IN 121 COUNTRIES**



**SPANNING 6 CONTINENTS**



# WHAT DOES Y SOFT DO?

**Our products and services are at the core of everything we do.** We believe our customers are more efficient and effective when using office solutions that are intelligent and cutting edge, leaving their employees to focus on being creative and not overwhelmed with antiquated processes and administrative tasks.

**Y Soft products and services are utilized by Fortune 500 and small to medium-sized businesses alike.**

From financial, industrial manufacturers, insurance and service organizations, to hospitals, universities and government institutions, our solutions meet the needs of customers today, while we keep a constant eye on future innovations to meet their needs in the years ahead.

Y Soft **has strategic, development and channel partnerships** with the global manufacturers of multifunction devices (MFD), dealers, value-added resellers and other technology partners who are certified to sell, deploy and support Y Soft solutions.



# PRODUCT AND SERVICES PORTFOLIO



## YSOFT SAFEQ PLATFORM

YSoft SafeQ is a workflow solutions platform designed to meet the growing needs of organizations looking to consolidate and manage their print service budgets, create efficient workflows and increase document/3D model intellectual property security across 2D and 3D printer fleets.

The YSoft SafeQ platform is offered through a choice of easy-to-use, easy-to-deploy software suites, often embedded into the MFD. Each suite is modular in design thus allowing any organization to select an entire YSoft SafeQ suite or simply work with the modules that are right for their company.

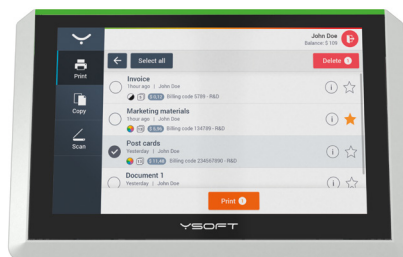
WORKFLOW SOLUTIONS PLATFORM	YSOFT SAFEQ PLATFORM		
	PRINT MANAGEMENT	DOCUMENT CAPTURE	3D PRINT MANAGEMENT
PRODUCTS	YSOFT SAFEQ ENTERPRISE SUITE		
	YSOFT SAFEQ PRINT MANAGEMENT SUITE	YSOFT SAFEQ WORKFLOW SUITE	YSOFT BE3D EDEE PRINT MANAGEMENT
MODULES	AUTHENTICATION PRINT ROAMING REPORTING CORE WORKFLOWS CREDIT AND BILLING RULE-BASED PRINTING MOBILE PRINT	AUTHENTICATION PRINT ROAMING REPORTING CORE WORKFLOWS ADVANCED WORKFLOWS	AUTHENTICATION PRINT ROAMING REPORTING CREDIT AND BILLING

## COMPLEMENTARY SOLUTIONS

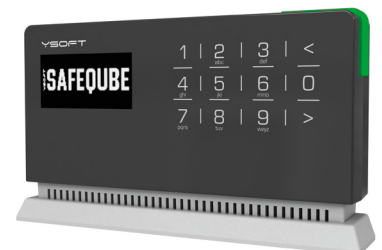
The YSoft SafeQ Suites can be utilized with optional and complementary hardware solutions. Y Soft designs, manufactures and quality tests each hardware solution with YSoft SafeQ software. This pairing provides our customers with a complete turnkey solution that eliminates the need to assemble a print solution from disparate systems and vendors.



YSoft USB Reader 3



YSoft SafeQ Terminal Pro 4

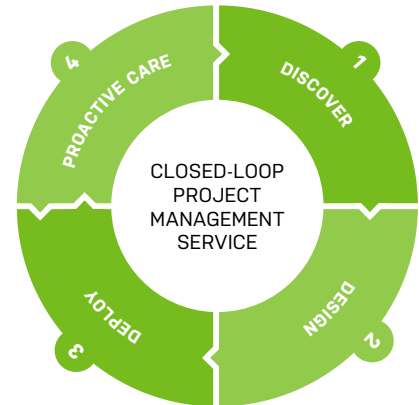


YSoft SafeQube 2

# YSOFT GOE FRAMEWORK™

## GLOBAL OPERATIONAL EXCELLENCE FRAMEWORK (GOE)

A unique, comprehensive project management service for large corporations successfully implementing the YSoft SafeQ Workflow Solutions Platform. Through **Discover**, **Design**, **Deploy** and ongoing **Proactive Care**, customers are assured of expert project management, a smooth deployment and achieving project goals and ROI.



The GOE Framework closed-loop process

# YSOFT BE3D EDEE™

## YSOFT BE3D EDEE FOR EDUCATIONAL INSTITUTIONS

Regarded as a unique learning tool, 3D printers are becoming widely accepted by educational communities around the globe. As 3D printers come online in campus-wide networks, the need to manage access and costs is solved by YSoft be3D eDee, the first fully featured and integrated 3D printing solution with built-in YSoft SafeQ print management and accounting system.

YSOFT be3D eDee offers a workflow solution for managing 3D printer access and usage for students and educators. Leading research and analyst firm, Gartner notes:

"Within the past five years, 3D print service bureaus and universities began employing multiple 3D printers, occasionally across multiple sites, uncovering a need for workflow software to monitor and manage their 3D printing activities. These activities necessitate greater corporate governance and monitoring of 3D printing workflow activities.<sup>1</sup>"

The integration brings the benefits of print management to 3D printers and enables educational institutions to use YSoft SafeQ across their entire fleet of 2D paper printers and YSoft be3D eDee 3D printing solution.



YSOFT be3D eDee a 3D print management solution for education

<sup>1</sup> Innovation Insight for 3D Print Workflow Software, August 12, 2016 | Gartner, Inc. | Document #G00309087

# Y SOFT VENTURES™

Y Soft Ventures is the venture capital arm of Y Soft Corporation. Based on a "Genuinely Smart Money" strategy, the group looks to invest in innovative startups whose promising products or services combine software and hardware to deliver solutions with far-reaching potential. In addition to funding, Y Soft Ventures is able to use its resources in manufacturing, global distribution, marketing and logistics to increase the speed of success.

As an in-house venture organization, Y Soft Ventures is unique in two ways:

First, in addition to funding, Y Soft Ventures provides mentoring and business expertise from Y Soft Corporation personnel who have experienced global growth. From establishing Y Soft as a small startup in Brno, Czech Republic to a global technology company, the company has amassed a tremendous amount of market experience.

Secondly, unlike other in-house venture arms, Y Soft Ventures partners with external investors.

Y Soft Venture's vision is to create a community of related businesses and investors within the Czech Republic.

# Y SOFT LABS™

YSoft Labs is a technical innovation center where new ideas are developed to shape our future. With the freedom to explore novel areas for business growth, YSoft Labs attracts the brightest minds to develop new products and services and to anticipate the needs of our customers and partners.

Whether it is exploring opportunities in the cloud, robotics, the Internet of Things or business processes, YSoft Labs is an internal playground where our R & D and other development teams can experiment and flex their creativity.

## WORLD-WIDE, WORLD-CLASS CUSTOMER CARE

Y Soft delivers the highest level of customer care. The Y Soft Customer Care organization is a global team that consistently meets the highest demands from customers around the world.

Y Soft Customer Care begins the moment we connect with you. From pre-sales consulting, technical demonstrations and architectural design assistance, Y Soft consultants are on the job ensuring the solution is right for a customer's existing infrastructure today and for the future.

Y Soft solutions are always purchased through an authorized Y Soft partner as either a subscription service or as purchased license. Y Soft offers a variety of support service level options through our partners or directly to the customer.

# WORKING AT Y SOFT

## RESEARCH AND DEVELOPMENT

**We are the engineers that build and maintain Y Soft's high value software and hardware products. We work in small, domain-oriented, quality-driven teams supported by managers and team leads that collectively takes pride in direct interactions with our customers.**

While delivering great, high-quality competitive products and services quickly is important, it is also important that we continue to learn, improve and enjoy our work. Our R & D is based in the Czech Republic. Here, we contribute to the product engineering craft and set an example of solid, dependable and sustainable product development. We take pride in the solutions we deliver that help people work more productively. We also build robots and 3D printers.

Our R & D teams often travel to see customers and attend conferences and workshops. We also organize tech events such as the Y Soft Technology hours or GeeCon, Prague. We define our own working environment and interact openly with suggestions and improvements – amongst ourselves and even directly to our CTO.

We use the best tools available such as IntelliJ Idea, Microsoft Visual Studio with ReSharper or Safari Books. When we design products, we are not afraid to rewrite our code from scratch, write-off technology debt or begin projects in new programming languages such as GoLang or F#. Our teams do real software architecture, quality and product management; we are also building the best interaction design competence.

## MANUFACTURING

**Designed and manufactured by Y Soft in the Czech Republic**

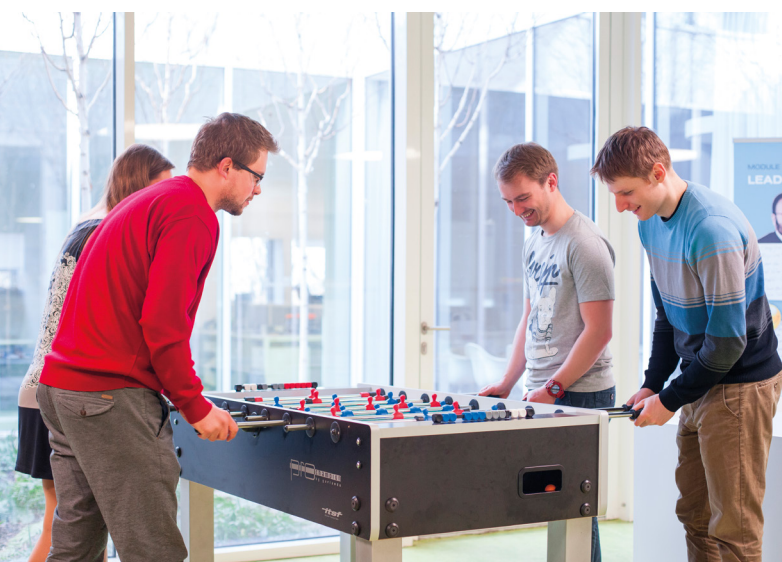
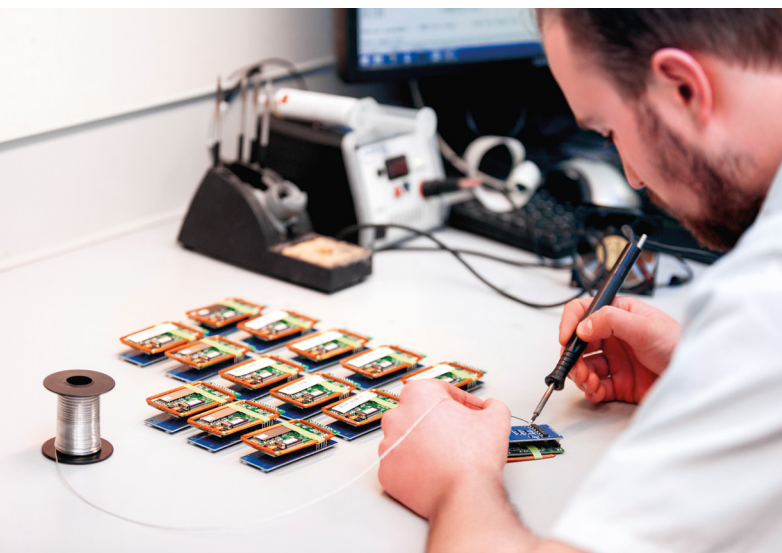
**Hardware is an important part of Y Soft products and solutions. In fact, it is one of our competitive advantages. Y Soft designs, manufactures and quality tests each hardware solution with Y Soft software. With a fully turnkey solution, organizations can be assured both hardware and software operate well for the best user experience.**

All Y Soft hardware products are tested extensively to simulate conditions anywhere in the world to ensure they are ready for industrial use. One example is our climate lab, where our hardware is exposed to, among other things, extreme temperature and humidity environments. In this way, we can simulate aging and verify the quality of the materials and components used.

## WORKPLACE ERGONOMICS

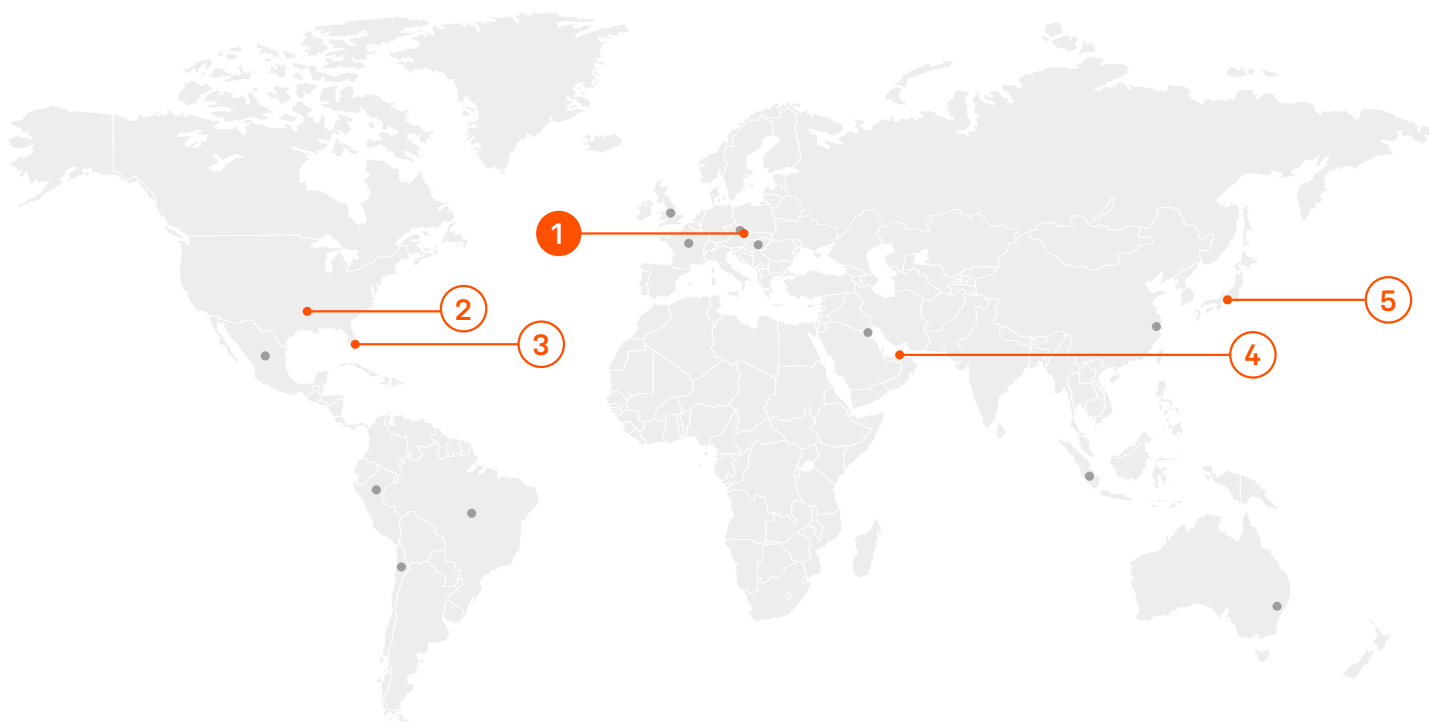
At Y Soft we believe that if we want to supply first-class products and professional services on a global level, we need to offer professional working conditions to our staff. Therefore, we pay great attention to our work environment. For example, to ensure that a sufficient amount of daylight permeates through our headquarters in Brno, and to serve as a constant reminder of how our corporate values closely identify with the environmental aspects of our products, we cut our building in half and planted ten trees in between.







# LOCATIONS



Company Headquarters	Regional Headquarters	
<b>1</b> Y Soft Corporation, a.s. Technology Park, Technická 2948/13 616 00 Brno Czech Republic	<b>2</b> <b>North America</b> Y Soft North America, Inc. 1452 Hughes Rd, Suite 110 Grapevine, TX 76051	<b>4</b> <b>Middle East</b> Y Soft Middle East Office 410, 4th Floor, Alfa Building Dubai Internet City, Dubai
	<b>3</b> <b>Latin America</b> Y Soft Latin America 2000 Ponce de Leon Blvd, Suite 652 Coral Gables, FL 33134	<b>5</b> <b>Asia Pacific</b> Y Soft Japan, Ltd. KFM Building, 10th Floor 658-0032 Koyochō Higashinada Kobe, Hyogo Japan

For a complete list of more than seventeen countries and locations, please visit our website.



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