

scomot

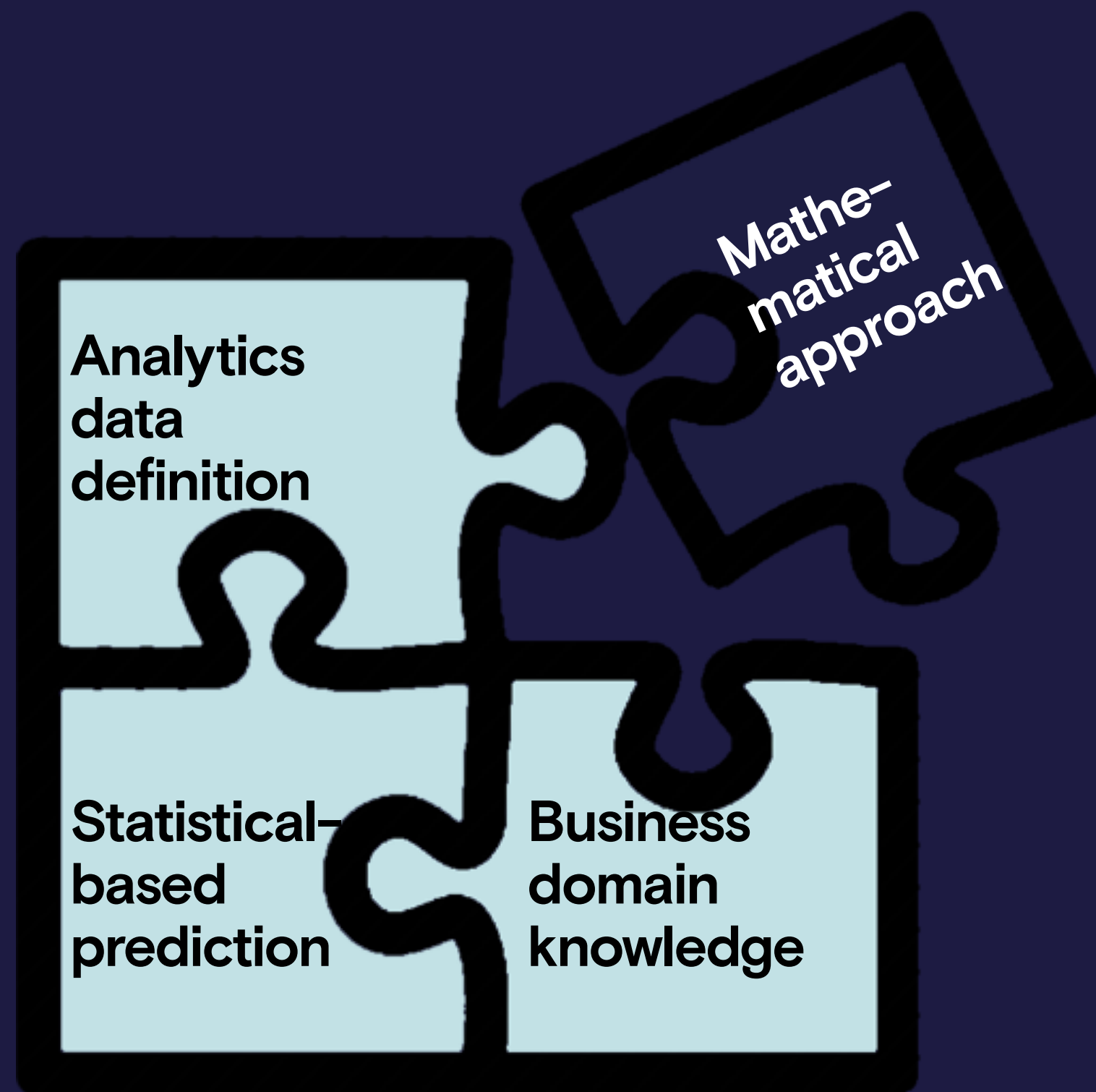
Commerce, Trade, and E-commerce through the Viewpoint of Money

Scomot Research

Who is Scomot?

We're here to help make
running your online
business easier.

Decision Intelligence Solution



Make better decisions

- ✓ Rapid and accurate online market search
- ✓ Sophisticated profit margin forecasting / pricing
- ✓ Brand protection and parallel imports monitoring

Decision Intelligence Suite



Market Researcher



Pricing Advisor



Brand Guardian



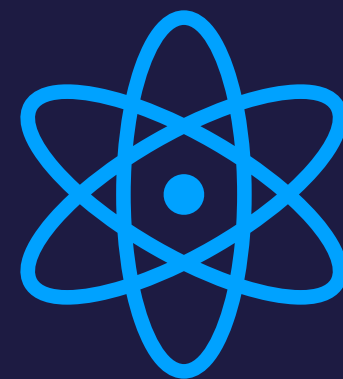
Supply-chain Manager



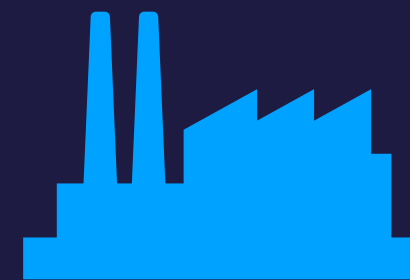
Tax/Account Officer



Outsourcing Promoter



Framework Designer



Trade Supporter



Culture Expert

Global Data Source

Go-to-Market

 Payoneer

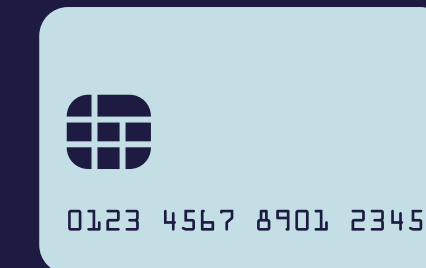
 PREMIA TNC

amazon  spn

stripe

 Microsoft

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\$ € £ ¥ ₩

Featured on Microsoft.com



Launcher

코워킹 스페이스 입주 스타트업

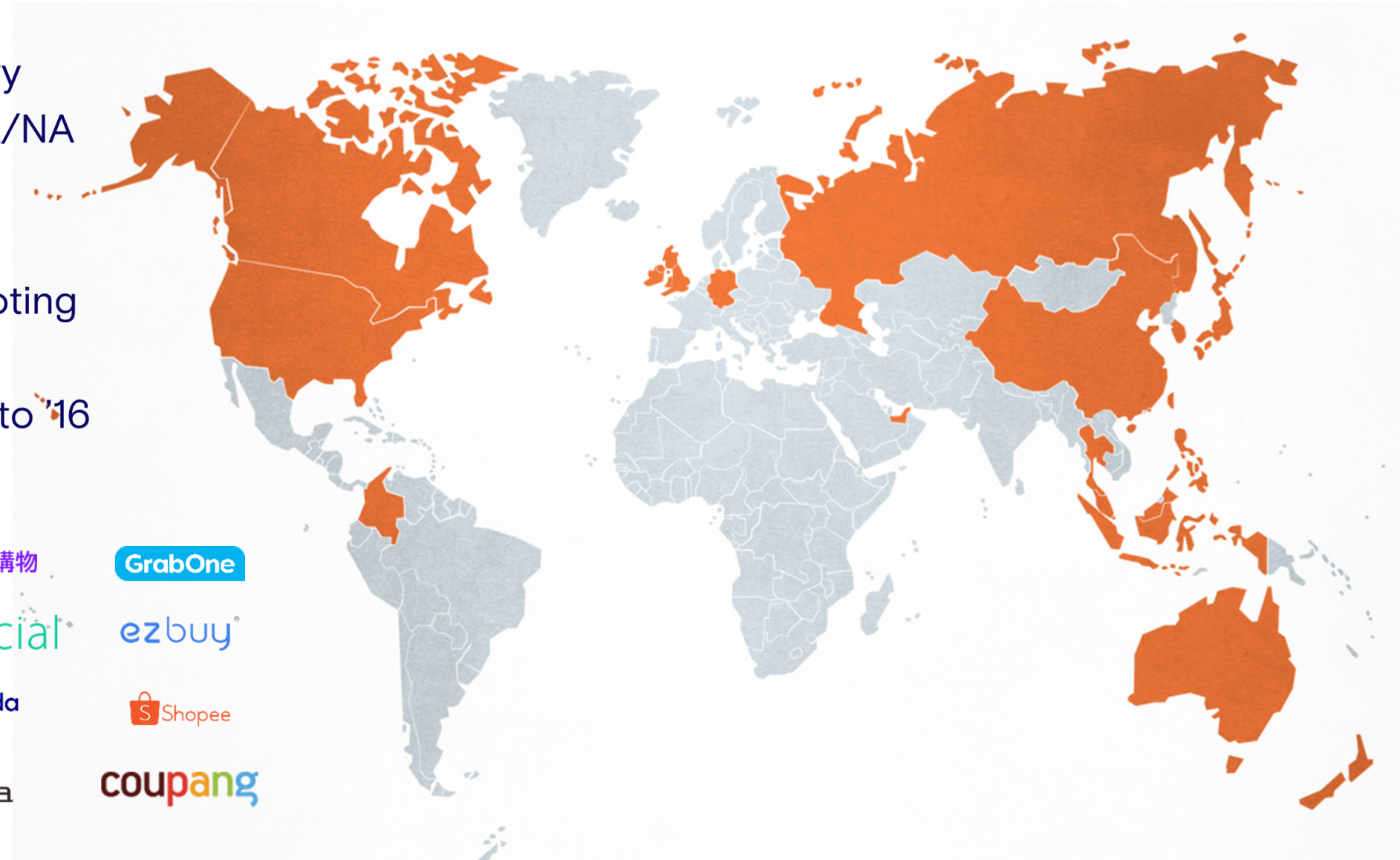


<div style="text-align: center;">  <p>GOODGANG LABS</p> <p>공대입스 연두경 대표</p> </div> <p>“ 프로그램 혜택으로 제공받은 애저 크레딧을 활용해 팀워크 모델을 학습 하고 이바다 요원 기술을 고도화 하고 있으며, 애저 코그나티브 서비스 및 오픈AI와 연동한 인공지능 기술도 구현 중이다. 입주 기간 동안 현재 준비 중인 이바다 커뮤 나레이션 플랫폼을 글로벌 무대에 성공적으로 론칭해 대표적인 메타버스 서비스가 되는 발판을 마련할 것이다.</p>	<div style="text-align: center;">  <p>darewalk</p> <p>메이커로 우지철 대표</p> </div> <p>“ 다양한 프로그램 혜택 중에서도 애저 크레딧과 깃허브 엔터프라이즈를 활용해 데이터의 서비스 구축은 물론 많은 기술적 어려움을 해결해나가고 있다. 최근 추가된 링크드인 혜택도 활용해 인재 채용에도 많은 도움을 받을 수 있을 것 같다. 이 프로그램을 통해 All-in-one 크리에이터 스튜디오의 가치를 보다 잘 전달할 수 있을 것이라 기대한다.</p>	<div style="text-align: center;">  <p>plask</p> <p>플라스크 이준호 대표</p> </div> <p>“ 런처 프로그램을 통한 마이크로소프트와의 긴밀한 소통과 협업, 그리고 기술적 지원이 기대된다. 코워킹 스페이스에 입주하게 됨으로써 실질적인 비용 절감에도 큰 도움이 됐다. 플라스크가 제공하는 서비스는 글로벌 시장지가 많은 만큼, 글로벌 팀 운영, 글로벌 마케팅 및 BD 등에서의 우리 경험을 입주하는 기업들과 공유하는 자리도 마련되면 좋겠다.</p>
<div style="text-align: center;">  <p>TESSER</p> <p>테서 이수원, 한재성 대표</p> </div> <p>“ 코워킹 스페이스 입주 소식에 팀원들 모두 기대하며 새로운 환경에 큰 기대를 갖고 있다. 시를 활용한 웹스캐너 서비스 기업으로서, 마이크로 소프트 365 라이선스부터 애저 크레딧까지 프로그램 혜택을 적극 활용해 성장의 발판으로 삼을 계획이다.</p>	<div style="text-align: center;">  <p>USIMSA</p> <p>유심사 유상혁 대표</p> </div> <p>“ 현재 애저 크레딧을 활용해 다양한 클라우드 서비스를 이용 중이다. 앞으로 더 많은 클라우드 기반 서비스를 제입할 생각에 기대가 크다. 특히 마이크로 소프트 협업 플랫폼 팀즈와 클라우드 애저의 시너지를 극대화하고 여러 붓으로 업무 효율성을 높여 나갈 예정이다. 입주 기간 동안 프로그램을 통해 많은 기술을 경험 하고 배워 서비스에 녹일 수 있도록 노력할 계획이다.</p>	<div style="text-align: center;">  <p>scomot</p> <p>스코모트 정형조 대표</p> </div> <p>“ 런처 프로그램으로 인해 스코모트의 연구개발 및 운영 프로세스를 혁신하는 과정이 빨라지고 있다. 런처의 다양한 세미나를 통해 비즈니스 성장 단계 및 규모에 적합한 모범 사례를 익히고 혁신을 가속하는 인사이트도 얻고 있다. 애저 보드 등 마이크로소프트의 비즈니스 솔루션을 통해 내부 임직원 및 외부 이해 관계자들 모두 동의할 수 있는 환경을 조성할 수 있기를 기대한다.</p>

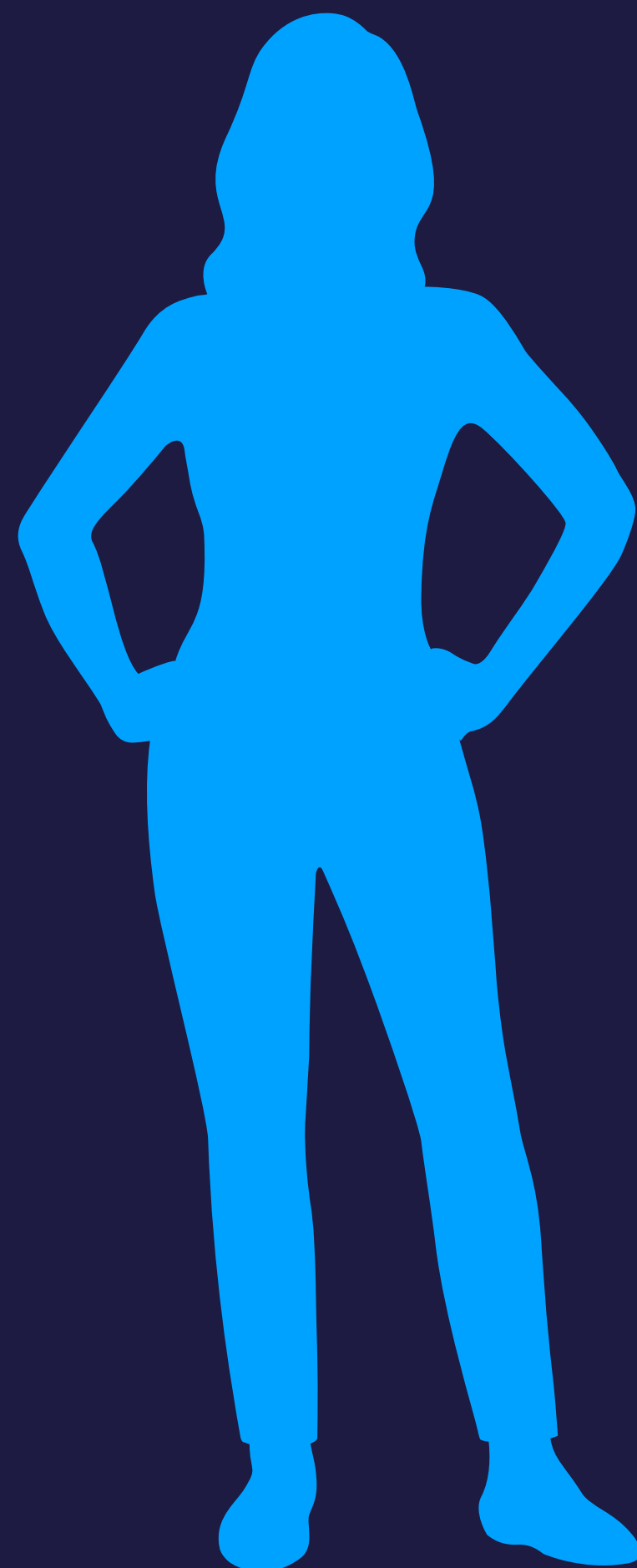
Founder Footprint

**Making tens of sales pipelines
in digital environment around the world**

- 12+ years experience in e-commerce industry
- 48+ sales channels securing in APAC/EMEA/NA
- 7+ sales channels securing in South Korea
- 10K+ B2C air drop shipping managing
- 500+ B2B air express planning/trouble shooting
- 10+ air/sea forwarding organizing
- US\$ 750K annual avg. supplying volume '13 to '16



Why listen to us?



Chloe Lee

Founder · Dog Carriers Brand · 5 Employees

Design & Business Development · 28 y.o.



shopify

Busy schedule

Wants to save time in her busy schedule by automating her monotonous, repetitive tasks.

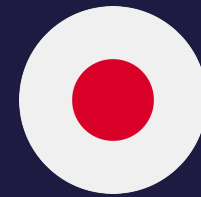
1. Operating with a smaller budget and mass competition
2. Spending too much time on menial tasks
3. Investing in Scomot will free up useful time



David Park

Founding Member · Hair Treatment Brand · 50 Employees

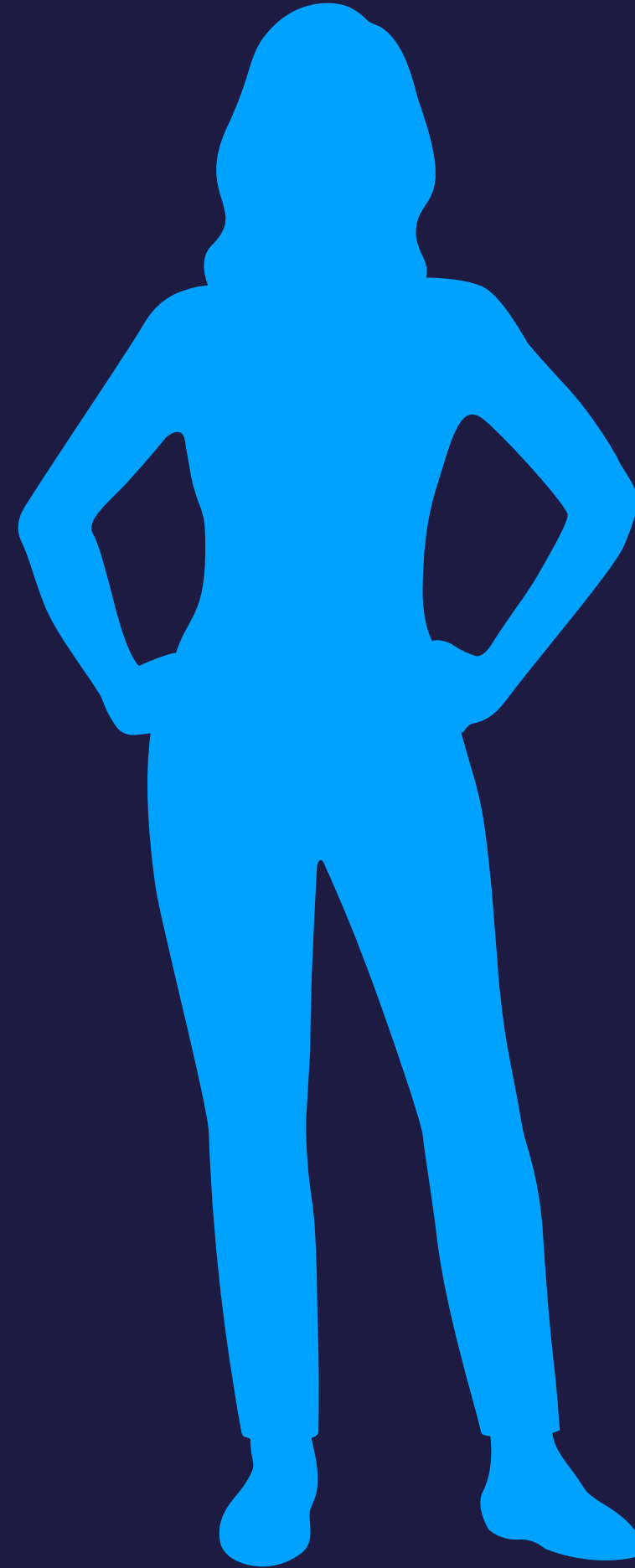
International Business Development · 36 y.o.



Excessive opportunity cost

Needs to be able to deep dive, and analyse in order to gain accurate insight and reduce trial and error.

1. Struggling to streamline the collection of important data
2. Desperate to do what's best for the team
3. Wants to provide his team with accurate insight



Karen Choi

Senior Manager · Set-top Box Manufacturer · 500 Employees

Business Analyst · 42 y.o.



京东

Flipkart



Reckless decision-making

Develops and promotes overseas business on objective grounds based on logic for reckless decision makers.

1. To support reckless decision-makers with objective logic
2. Needs accurate data that aligns with the teams needs
3. Alleviate frustration within decision making

Required Information to Make Decisions in Online Business

VAT ^[1] / GST ^[2]
TVA ^[3]

Customs Tariff / Duty
Droit de douane

Intellectual Property
Propriété intellectuelle

Marketplace
Policy

IRAS ^[4]
국세청 (國稅廳) ^[5]
DGFIP ^[6]

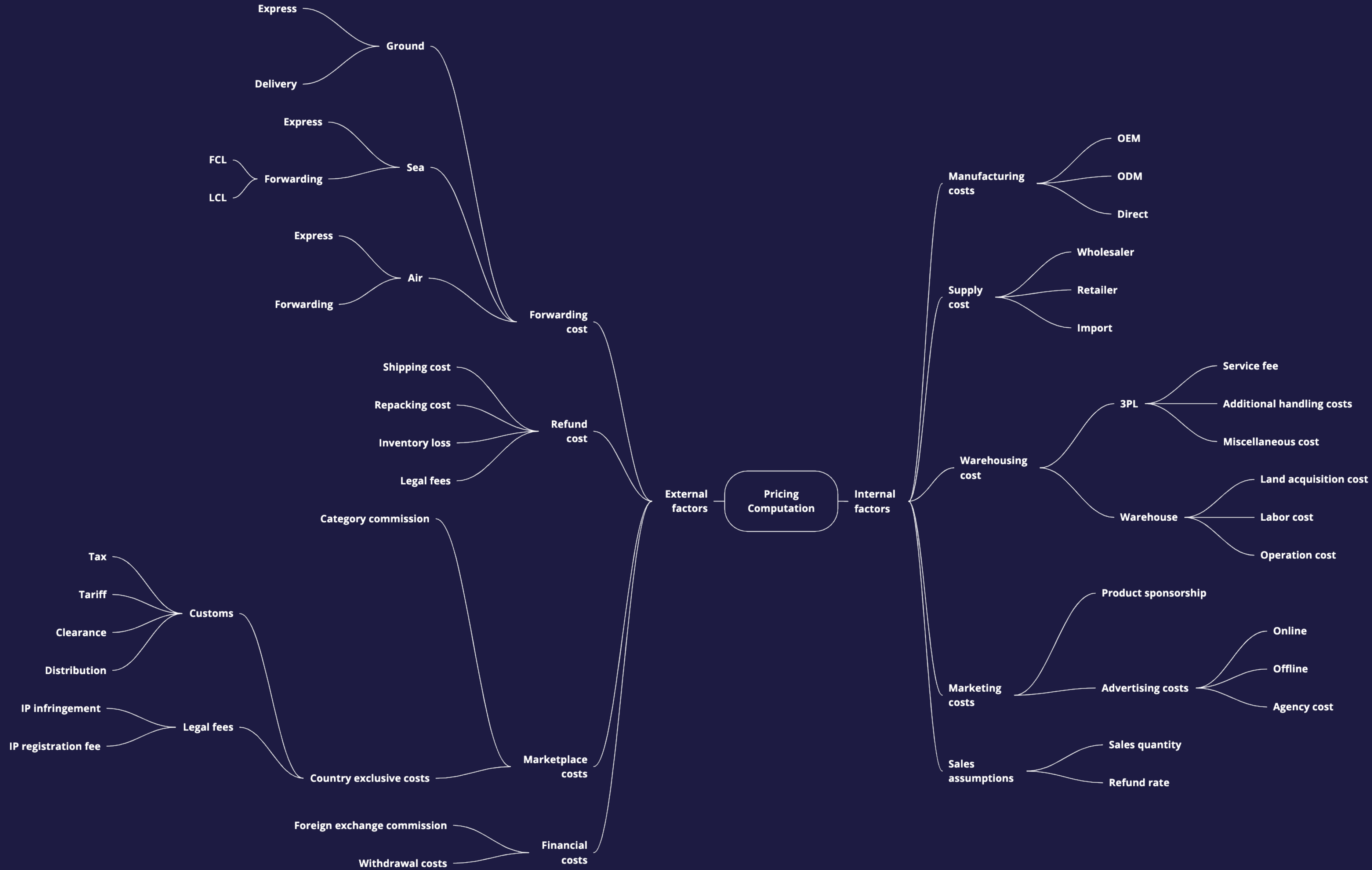
Singapore Customs
관세청 (關稅廳) ^[7]
DGDDI ^[8]

IPOS ^[9]
특허청 (特許廳) ^[10]
INPI ^[11] (+ EUIPO ^[12])

Amazon
Coupang
Zalando

1. VAT: Value-added Tax
2. GST: Goods and Services Tax
3. TVA: Taxe sur la Valeur Ajoutée
4. IRAS: Inland Revenue Authority of Singapore
5. 국세청 (國稅廳): National Tax Service of Republic of Korea
6. DGFIP: Direction générale des Finances publiques

7. 관세청 (關稅廳): Korea Customs Service
8. DGDDI: Direction générale des Douanes et Droits indirects
9. IPOS: Intellectual Property Office of Singapore
10. 특허청 (特許廳): Korean Intellectual Property Office
11. INPI: Institut National de la Propriété Industrielle
12. EUIPO: European Union Intellectual Property Office



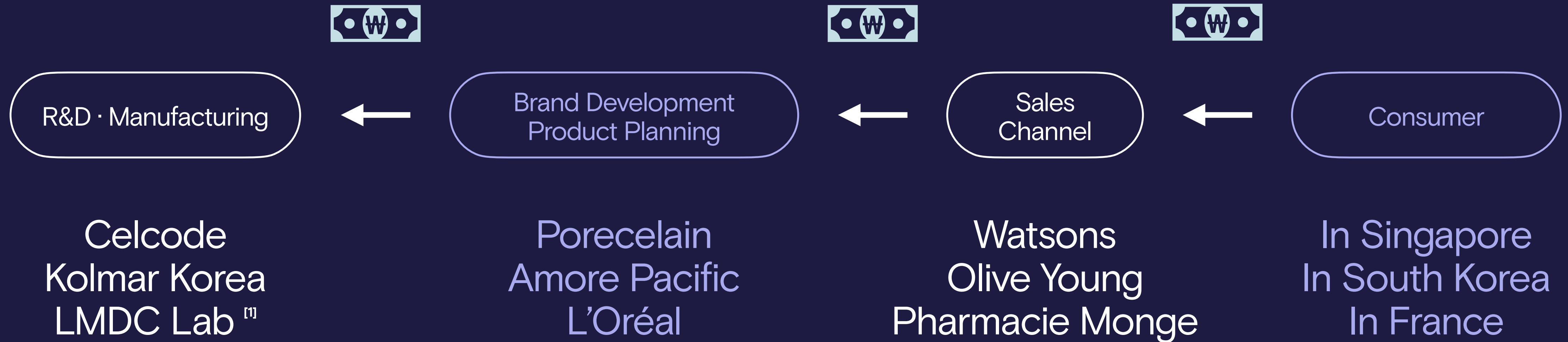
Pricing Formula

Factor	Your Calculation	Details
Listing Price (exc. Sales Tax) (on Amazon.com)	\$200.00	Get \$200 - product was sold, transaction has done - Sales Tax: 0 to 10.5% (depends on state) * CA: 7.25% / TX: 6.25% / NY: 4% / FL: 6% / IL: 6.25% / PA: 6% / OH: 5.75% / GA: 4% MI: 6% / NC: 4.75% / VA: 5.3% / WA: 6.5% / 0%: AK, DE, MT, NH, OR)
Shipping Rate (Charge to Customer)	\$0.00	Free Shipping - shipping rate you charged to customer (professional seller only, but FBA seller not applicable)
Category Referral Fee (of Amazon.com)	15.00%	Minus \$30 - Amazon.com selling fee
Procurement Cost (per unit)	\$60.00	Minus \$60 - manufacturing or buying cost
Forwarding Cost (per unit) (from your factory to Amazon Fulfillment Center)	\$2.50	Minus \$2.5 - forwarding cost per product to your warehouse to Amazon Fulfillment Center in the United States
Tariff (per unit) (depends on HS.CODE)	\$4.80	Minus \$4.8 - tariff per product depends on HS.CODE
FBA Shipping Fee (to customer from Amazon Fulfillment Center)	\$5.50	Minus \$5.5 - shipping cost to customer
Refund Rate	10.00%	Forecast refund rate
Refund Administration Fee (\$5 / 20%, smaller of the two)	\$5.00	Minus \$0.5 - refund administration fee considering monthly refund rate
Refund FBA Shipping Fee (same as FBA shipping fee)	\$5.50	Minus \$0.55 - refund FBA fee considering monthly refund rate
Sales Quantities (monthly) (forecast, pcs or ea)	500	Forecast monthly sales quantity of product
Subscription Fee (monthly)	\$39.99	Minus \$0.07988 - Amazon.com Professional Selling plan fee considering your forecast (qty of product sell per month)
Advertising Cost (monthly) (forecast)	\$10,000.00	Minus \$20 - Advertising cost per product considering your forecast (qty of product sell per month)
Transaction Fee (to Domestic Bank Account of you)	1.20%	Minus \$0.85704 - sales amount loading fee from your virtual bank account to your real bank account
FX Commission (selling) (of Bank)	1.75%	Minus \$1.23 - FX spread
Withdrawal Fee (of Bank) · cable charges · transfer charges(remittance charges) · intermediary bank fees(correspondent bank charges) · others	\$10.00	Minus \$0.02 - withdrawal fee considering monthly sales quantities
Profit	\$73.82	

Source: Scomot

The Research

Commerce



1. LMDC Lab: LA MAISON DES COSMETIQUES

**Value-added Taxes (VAT)
Goods and Services Tax (GST)
Sales Tax
&
Digital Services Tax (DST)**

Trade



Import and Export Regulations

Foreign Exchange Transactions Act

Zero Tax Rate

Cross-border E-commerce



E-commerce Consumer Act
Online Payment Regulations
Card Network
Value-added Network
Payment Gateway

Product Demo

To test the product demo click the link below:

Demo Video URL: [Click to View on Youtube](#)

*<https://www.youtube.com/watch?v=pOzsyRPfJMU>

Demo Dashboard URL: [Click to Test for SMR & SPA](#)

*<http://220.95.208.142>

We look forward to partnering with you

Thank you for your time

Contact us

We look forward to hearing from you.

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Website: www.scomot.com

E-mail: partners@scomot.com