

# contents

---

3

7

1.	.....	8
2.	.....	9
3.	가	10
4.	.....	11
5. CEO	.....	14
6.	.....	17
7.	.....	20
8. 가	.....	22
9.	.....	23

25

1.	.....	26
2.	.....	31
3.	.....	36
4.	.....	39
5.	.....	47
6. 가	.....	52
7.	.....	54



2002 (2002. 1. 4, )



(2002. 4. 30, )



(2002. 10. 28, )



(2002.12.13, )



I.



I.



2003 가

「 」 ,

CEO ,

3,566 CEO, 26

CEO

9 25 가 19

. 19 7,264 가 / , , ,

, 6

72

/ 가 , 72

, 가 ,

, 5

, R&D , ,

21

e-Biz

ICC CACCI

2

184

, CACCI

FTA

13

가

2000

3

「KorChamBiz」, 64 5

13

DB

11

가

235

DB

, 11 17

KorChamBiz

1,329

SMERP

1,949

SMERP Pro

가

24 34

, 381

DB

1

8

3,620

, 9,165

576

가

CAD

96

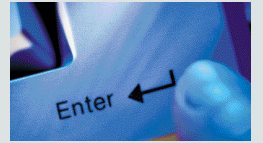
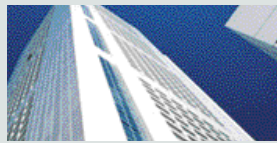
6,545

77





## II.



## II.

### 1.

#### 1-1.

2002 「 」 .  
2002 2 28 3 25  
2003 2006 「 가 가

#### 1-2.

2002 4 30  
(6/12 7/1) 9 17 , 9 26

#### 1-3.



2002  
(2002. 2. 28, )

가

2002 7 5

9

27

2.

2-1. , (ICC)

(ICC)

2002 11 19 ICC  
 184 ICC  
 2 ICC  
 2004  
 , 2  
 ICC 2005  
 ICC



2002 5  
 ICC ICC  
 ICC 130  
 , 1951  
 2002 2 7 (IOC)

184 ICC (2002.11.18~19, )

가

가

2-2.

2002 515 1,804  
 가 9.1%, 4.5% 가 가

2002					
	/		/	/	
	98	107	95	215	515
	654	536	110	504	1,804

II.

3. 가



(2002. 10. 23, )



(2002. 10. 9, )

2002 12 25 19  
 가 , 6  
 가  
 2003 3 , .  
 2003 6 .  
 19 가  
 33 4,695  
 , , ,  
 6  
 2002 12 25  
 7,268 254% 가 .

	01	02		
	10	9 ( 19)	(1/29), (3/5), (4/24), (9/4), (9/26), (10/17), (10/23), (10/28), (12/27)	(+9)
		2	(9/26), (12/10)	
		4	, , ,	

	01	02			
	4,000	3,481	(-)519	12%	1 ( )
	1,000	1,214	(+)214	21% 가	1
	3	16	(+)13	433% 가	1, 15
	16	33	(+)17	106% 가	4, 29

4.

4-1. B2B

One Stop

B2B 2002 4 12

B2B

DB

DB

DB

B2B

가

2002 7

DB

2002	B2B
2002. 4 12	( )
2002. 4 7	( )
2002. 9 12	(LG CNS)
2002.10 12	( )

(http://www.korchambiz.net)

(http://www.korcham.net)



II.

		20	
MRO	MRO Korea	4	/
	e	6	
		460	/
	119	-	( / )
		360	
		-	
		-	

	2001	2002
	6	7 ( 13 )
	-	11
	30	64 5
	7	14
	12	15 3
B2B MP	11	35 2

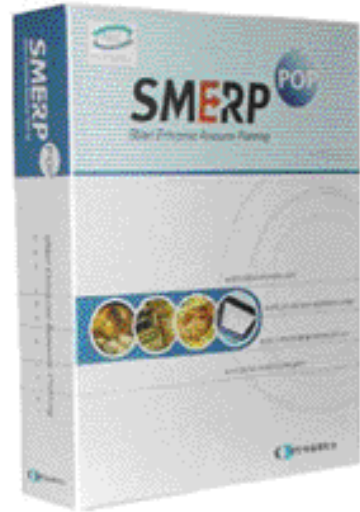
/ / DB B2B, G2B  
 DB  
 ' B2B  
 (UNSPSC)  
 (UNSPSC, HS, ISIC,  
 KSIC )  
 ( / / / )  
 1  
 (2002. 7. 4), (2002. 11. 6),  
 (2002. 12. 13), (2002. 12. 26)  
 DB  
 / , 24  
 58 가  
 1,329 ,

4-2.

가 가 가, 46,000 가 53,000  
 가  
 가 , 2001 185  
 가220 55  
 Hit , 3

4-3. SMERP

3 IT ,  
 SW(SMERP) / , ,  
 ( , , )  
 1,949 SMERP  
 가 272 . SMERP ,  
 ,  
 24,905 .  
 780 , 160 .  
 SMERP  
 . 57  
 . 16 10  
 SMERP , ,



- : 1,949 (2001 1,818 )
- : 272 ( 1 3,700 )
- : 24,905
- : 160
- : 780
- / : 810 , 814 ,
- 2,314
- : 16 , 10 ( )



II.

5. CEO

CEO

「CEO」

5-1. (1/4, COEX)



2002 (2002. 1. 4, )

2002 (2002. 1. 8, )

2002  
가  
19 ,  
539 가 2001 809  
2002 913 가  
가 COEX

2002  
“ 가가  
” “

”  
가

2002

<	>	,	,	,	,
<	>	LG	SK	5	,
<	>	,	,	,	,

2002 1 8

800

(2002. 1. 21, )

(KIBC)

5-2. 29

(3/20, COEX)

29

182

22,000

1,200

4 가

320

가



29  
(2002. 3. 20,

5-3. 27

(7/17~20, )

‘ , CEO ’

27

( ) )

116 30 , 140 262 가 가

“21 가 가

“ 가 가

”  
27  
(2002. 7. 17 ~ 20,  
)

(Dominic Barton)

LG

가

● 27

- “ ’ ”

- “ ’ ”

- “ ’ ”

- “ ’ ” 8



II.

5-4. ( )



2002 ( ) 가 가  
 가 ( 21 , 2 ,  
 3 ), .( / 20 ,  
 4 , 1 , 1 )  
 가  
 3,566 ( 2,900 , 666 ) , 1 가  
 116 , 32 .  
 21  
 666 (32 / 1 ) , 378  
 (18 / 1 ) , 288 (14 / 1 )  
 가가 가 .  
 2002 ( ) 가 1,879  
 , 1,000 가 67.6% .

(2002. 7. 5, )

가  
 26  
 가145 .

( )			
	2000	2001	2002
	6	9	26

5-5. CEO

CEO

CEO

4



- (3/28, 92 )
- CEO (5/21, 103 )
- CEO (6/27, 183 )

6.

2002

2002

72 (2001 11 )



‘ 5 ’ (2002. 7. 9,  
 ‘ ’ LG / /  
 ‘ ’ / )  
 ‘ ’

2002

- / : 54
- / : 77
- : 72
- : 72
- / : 62
- : 36.0%
- ( ) : 1,804(515)

P/L

6-1.

2002

II.

6-2.



(2002. 4. 25.  
)

6-3.

가

4

21

Business

2003 ( )

6-4.

21

, e-Biz

가

2002  
2001

‘ Logistics Evolution 2002 ’  
‘ PLANET 2002 LAS VEGAS ’

5  
7

6-5.

2  
2002  
2002

2002 5

6-6.

2002

Needs



2002  
(2002.3.7, )

2002							
	7	4	8	11	10	4	44
	5	7	4	-	3	-	19
	12	11	12	11	13	4	63

II.

7.

7-1.

2002

가 가  
(KIBC) 6

2002	
-	: 13
- /	: 77
-	: 52

- [3/22, ]
- [6/6-13, , , , ]
- [6/22-27, , ]
- [8/25-30, , ]
- [11/1-2, ]
- [11/11-16, , , , ]
- [12/4, ]



(2002. 4. 4, )

7-2.

가

가 가

country profile

eUCP, IT

ICC

● : 1,357

34  
ICC( )  
(2002. 5. 7, )

7-3.

FTA

19 CACCI  
(10/29-31, )

(CACCI)

10 「 19 CACCI 」

CCPIT  
(ICC)

2002

가 가

가

● 19 CACCI (10/29 - 31, )

● 34 ICC (5/3 - 12, ,  
ICC )

● 2 FTA (1/24 - 25, )

● CCPIT 50 가  
(5/15-20, , , )

● ICC 184 (11/18-19, ,  
ICC )

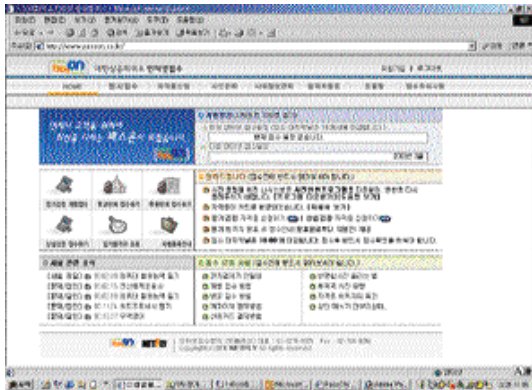


II.

8. 가

8-1.

가



2002 가 24 34  
 381  
 가 377  
 5.3% 가 1,595 , 3 6  
 26.9%, 2.9% 가  
 2002 314,300  
 . 2002 86  
 33%  
 55 50%

가  
 http://www.passon.co.kr 3

54.6%  
 72.1%

가 37.1%, 39.9%,

8-2.

4 ( , , , ; 2001 )  
 7 2001 62,644 2002 164,575  
 263% 가 SMERP  
 (CAIM ; Certified Accounting Information Management )

(7/7 ) 1 (9/15 )  
 DB



(2002. 12. 27, 2 (CAIM) )

9.

9-1.

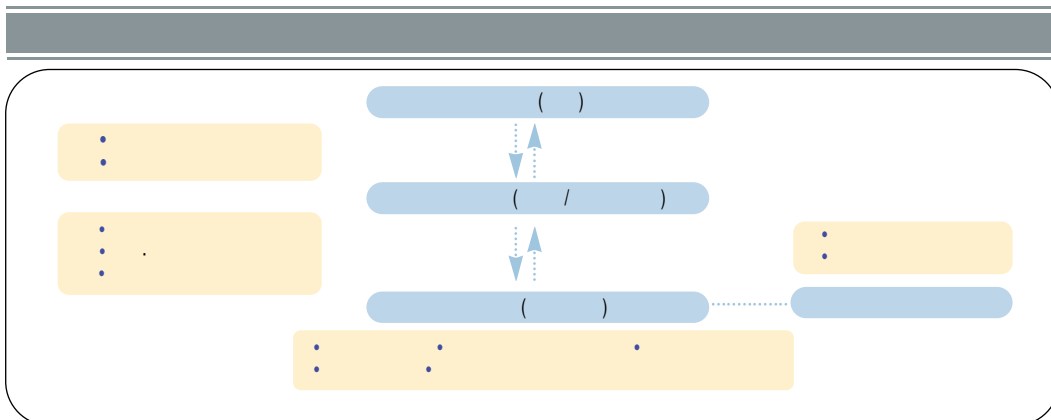
2002  
 9,165 ( 3,620 , 5,545 )  
 2002  
 가 1  
 576 가  
 CAD 96 6,545

9-2.

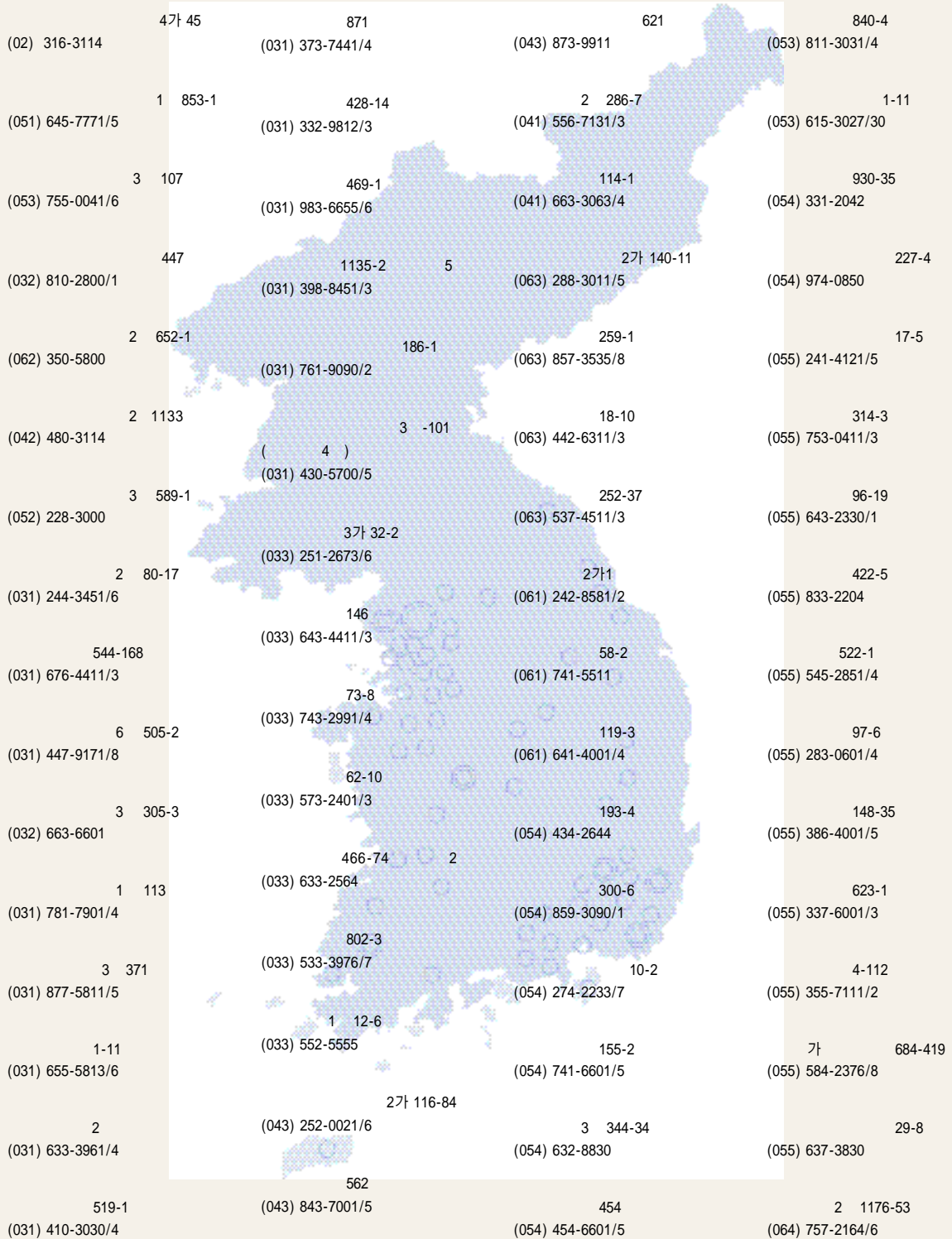
39 , 31 , 7  
 31  
 875 76.8% 가 2002  
 476 ( 436 ,  
 40 ), 25  
 5 81  
 5 5  
 가  
 EDCF 500 가

2002	
-	576 , CAD
: 96 , 6,545	
-	(77 )
-	: 2003

2002 2	
-	: 2,524 , : 2,263
-	( / ) : 89.7%
-	: 2,062 ,
-	( , 가 ) : 298 ,
-	: 1,764 , : 1,764
-	( / ) : 100.0%



(2002. 12. 31 )





# III.

