



**Industrial
Scale
Solutions**



| About the Company

ISOURCE JSC

is a vertically integrated company offering a comprehensive range of solutions for industry and construction.

The company offers a comprehensive range of services, including diagnostics to assess an organization's digital maturity, comprehensive implementation of investment projects of varying complexity, and consulting to accelerate business processes, reduce costs, increase efficiency, and achieve new levels of profitability.

Mission

Ensure technological dominance by creating and deploying home-grown solutions for industrial companies.



Values



Efficiency

Deliver solutions that maximize results while minimizing customer costs.



Competence

Develop expertise and competence in subject areas.



Speed

Continually improve methods to increase the speed of operations.



Enterprising

Identify opportunities and solutions, propose new ideas, and adapt.



Responsibility

Follow through on commitments. Take responsibility for suggested solutions.



... Industrial Automation

Re-equipment of APCS

Virtual Controller



... Supplies of Industrial Goods

Fuel & Energy Sector

Oilfield Services

Petrochemicals



... Digital Solutions

Supply Solutions

Marketplace for Industrial Goods

Business ID



... Industrial and Civil Engineering



... Consulting Services

2020

Foundation year

2021

Entry into the digital and procurement solutions market

2022

Business growth opportunities

- Digital Products
- MTP for Fuel and Power Sector (FPS)
- Sale of industrial products

2023

Enter new sourcing markets

- Chemical Products
- Major Projects
- Importing
- Provision of construction contractors
- Establishing a Representative Office in China (Shanghai)

2024

Investment in technology and contract manufacturing

- APCS
- EPC Contractor
- Low-tonnage chemistry
- Contract Manufacturing
- Consulting Services

2025+



Business structuring
and organizational development



Integration with Business ID
and digital financial services



Entering new market segments

The Company's Awards and Ratings




Published in 2024-2025.



1st place
in the rating
of the largest suppliers of the
industry digitalization market




1st place
among the most efficient IT
companies in Russia




2nd place
in BigTech 100 ranking
of technology companies by
revenue growth rate



3th place
in the ranking of Russian
software developers



4th place
in the rating of the largest
suppliers of Russian products and
related services



6th place
in the list of the largest software
development and integration
companies



TOP-10
Major IT companies in Russia
Fast-growing IT companies
in Russia



TOP-30
Effective and Socially Significant
Enterprises of the Register
of MRK Analytical Agency

The Digital Platform's Awards and Ratings



 **processor**
isource


Best Solution in IT-Industry (business-case «Dorogi I mosti»), TAdviser IT Prize-2023
The Most Dynamically Developing SRM-Solution, RAEX-Analytics-2023
TOP 3 National Solutions in Terms of Functionalities, Technologies of Trust-2023

 **inspector**
isource


Best Digital Solution for Quality Control in the Industry, Comnews Awards-2022
Best Digital Industrial Solution, Comnews Awards-2021

 **effect**
isource

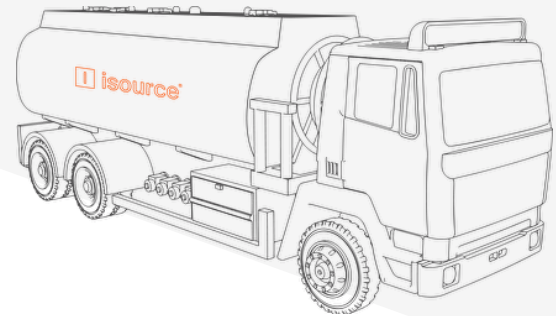
IT Project of the Year in Procurement Management, IT-Prize TAdviser-2025
Project of the Year: Procurement Management, Global CIO-2023

 **reserve**
isource

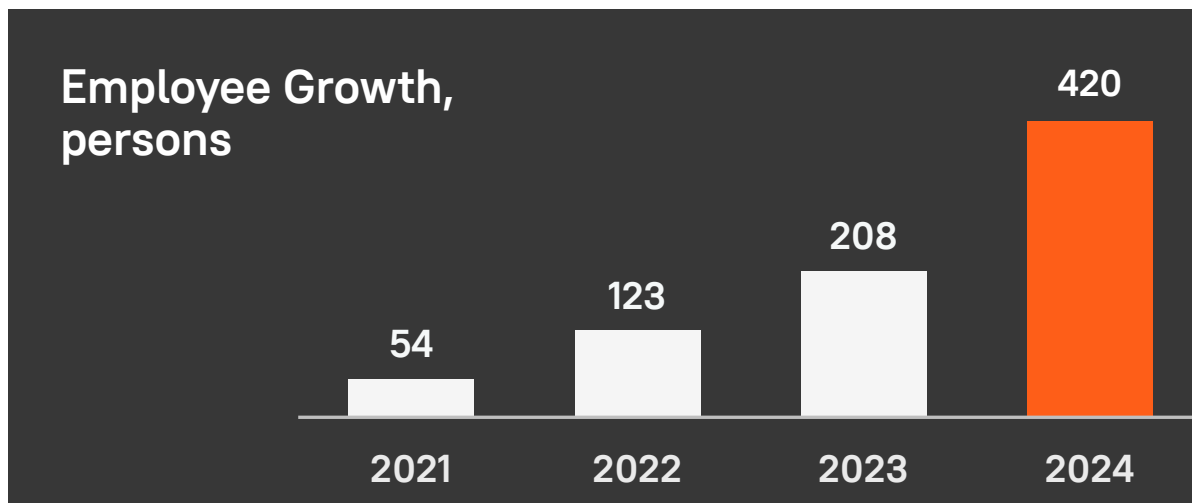
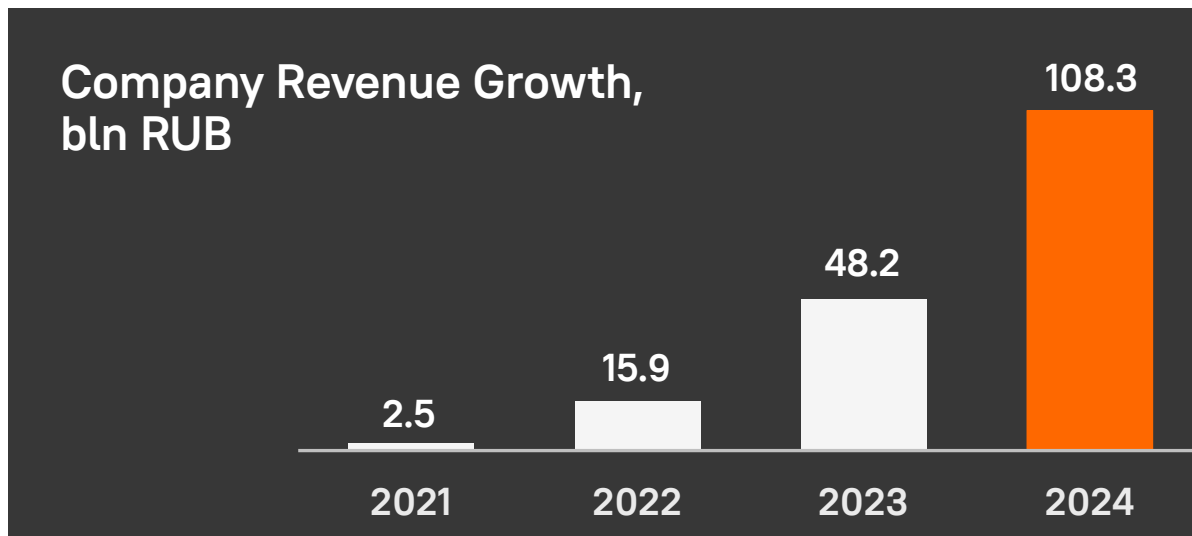
Best Marketplace, CIPR DIGITAL-2022
Industrial Marketplace of the Year, TAdviser-2021
Best Digital Solution for Sale of Stocked Items, Comnews Awards-2020

 **element**
isource

Service of the Year: creating and supporting a normalized directory, Cnews Awards-2024



The Company in Figures ↗



400

customers and partners

55,000

acquired digital services users

2,089

industrial goods deliveries

Modern format of business collaboration and informal communication.

Business Club

Unites representatives from industrial and manufacturing companies.
 Participating in Isource club thematic track events allows you to increase your circle of commercial and personal contacts, open up new prospects for development, and solve large-scale tasks.

Isource Time

- Sports:** hockey, jogging.
- Cultural:** private screening, meetings with reviewers.
- Gastronomic:** wine, cigar, and strong spirit tasting.
- Intelligent:** thematic quizzes, chess tournaments.



Isource Days

Bring together specialists from many competence centers, including Information Technology, Finance, Commerce, Procurement and Supply, Marketing, HR, and Top Management.



Members' Opportunities

Being a member of the Isource club allows you to develop offers for business services and take advantage of offers from other residents, as well as access to the club's resources and the ability to purchase goods on Reserve, a B2B Marketplace.



... Industrial Automation

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Virtual Controller

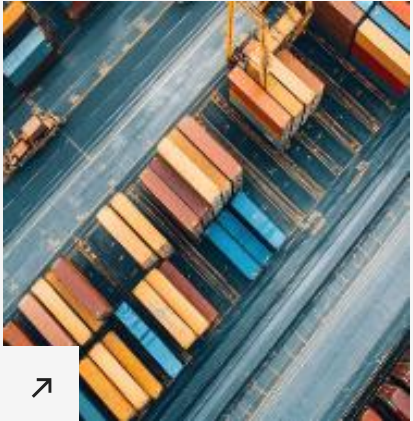


... Supplies of Industrial Goods

Fuel & Energy Sector

Oilfield Services

Petrochemicals



... Digital Solutions

Supply Solutions

Marketplace for Industrial Goods

Business ID



... Industrial and Civil Engineering



... Consulting Services



... Supplies
of Industrial Goods



FPS

Industrial and project
procurement




Oilfield Service

Industrial equipment
delivery and lease



Petrochemicals


Manufacture, sale and
supply of chemical
products and raw
materials



Implementation of major industrial projects.

Engineering, procurement, and construction of FPS.

In-house solutions for every stage of the project – from its concept to commissioning.



Industrial Supply

↗

integrated supply

inventory management

engineering and re-engineering

project management

quality control

financial support

automation and digitalization

organization of logistics

Project Procurement: EPC

↗

engineering

procurement

construction

840,000+

trusted suppliers in the system

850+

contracts under management

10,000+

unique items

30+

manufacturing partners

Nomenclature

shut-off and control valves

pipe products

building materials

mechanical equipment

electrical equipment

process and heat exchange equipment

rolled metal

instrumentation and automation

cable products

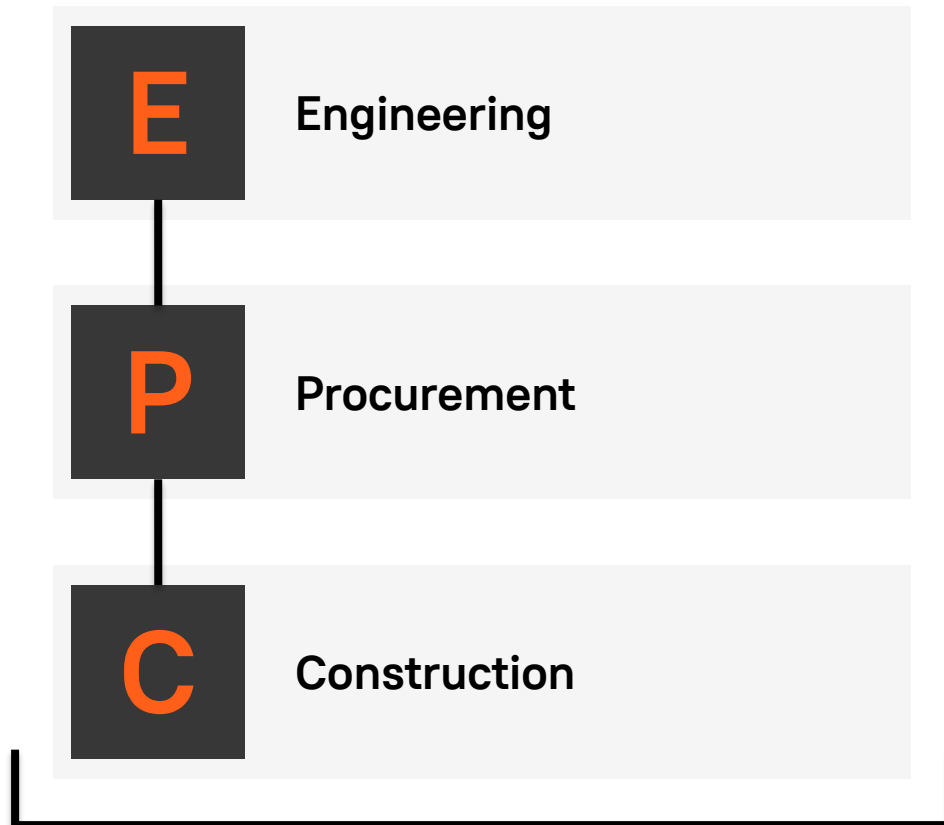
transportation

fuel (winter and arctic)


mastics and PWM

overalls, individual safety equipment, etc.


Procurement for Major Projects




Function **P** is successfully replaced through integration at every stage of the project


 Engineering


 Integrated procurement


 Major project management

 Modernization

 Finance

 Total quality

 Inventory control

 IT solutions



Integrated industrial supplies for the oil and gas, petrochemical, and power sectors.

Leasing of oilfield and drilling equipment.



Integrated Industrial Supplies

Equipment and components for the oil and gas, petrochemical, and power sectors.

A Comprehensive Supplier of Drilling Rigs

from China and Russia for upstream projects.

A Russian Supplier

of rotary steerable systems from China for drilling horizontal completion wells.

Categories of Equipment

oilfield service equipment

pipes

technological equipment

specialized machinery

metal structures and modular buildings

chemicals

Lease

Leasing of oilfield and drilling equipment for Exploration&Production projects.

consultancy

support throughout installation and customization

delivery

provision of materials for connecting to the drilling rig

repair during the lease time

5 days

for the preparation of the technical and commercial offer

3 days

the non-standard contract will be concluded within



Through our own facilities and strategic partnerships with solution and technology providers, we are able to improve supply chain processes and quickly resolve issues related to product sourcing, raw materials and components.



Chemicals for oil production and refining

production

sale

integrated supply of chemical products

The catalog includes chemical goods, additives, and domestic and foreign equipment.

The Catalog is regularly updated to meet the evolving needs of our customers.

Market research and experience in the field allow us to ensure the supply of quality goods and effectively improve the formulation of our own products.

Product Niches

chemicals for oil production

catalysts

chemicals for oil production

chemicals for lubricant manufacturing

equipment and devices for FPS


polymers and plastics

components for polyurethane systems

additives for the construction industry

equipment for the construction industry


equipment and materials for mining and processing plants (MPPs)



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... Industrial Automation

- Re-equipment of APCS
- Virtual Controller



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... Supplies of Industrial Goods


- Fuel & Energy Sector
- Oilfield Services
- Petrochemicals



↗


... Digital Solutions

- Supply Solutions
- Marketplace for Industrial Goods
- Business ID



↗

... Industrial and Civil Engineering



↗

... Consulting Services



... Industrial
Automation



Virtual
Controller



Re-equipment
of APCS



Complex solutions
for industrial control systems.

creation

implementation

modernization of APCS



Virtual Controller

A process automation solution that replaces physical controllers with a single control center.

Creation of turnkey APCS based on indigenous software and hardware.

Modernizing APCS by replacing imported controllers while preserving or replacing remote Input/Output.

Customize the software for the hardware platform.

Scope of Application

construction and facility management

oil and gas production and processing

metallurgy

petrochemicals

Re-equipment of APCS

The objective is to develop domestic software that can replace the upper-tier APCS of other manufacturers.

Creation of turnkey APCS on the basis of domestic software with the possibility of compatibility with APCS of other manufacturers.

Replacement of software with domestic software for APCS of other manufacturers.

Scope of Application

oil and gas refining

oil and gas production

power generation

petrochemicals



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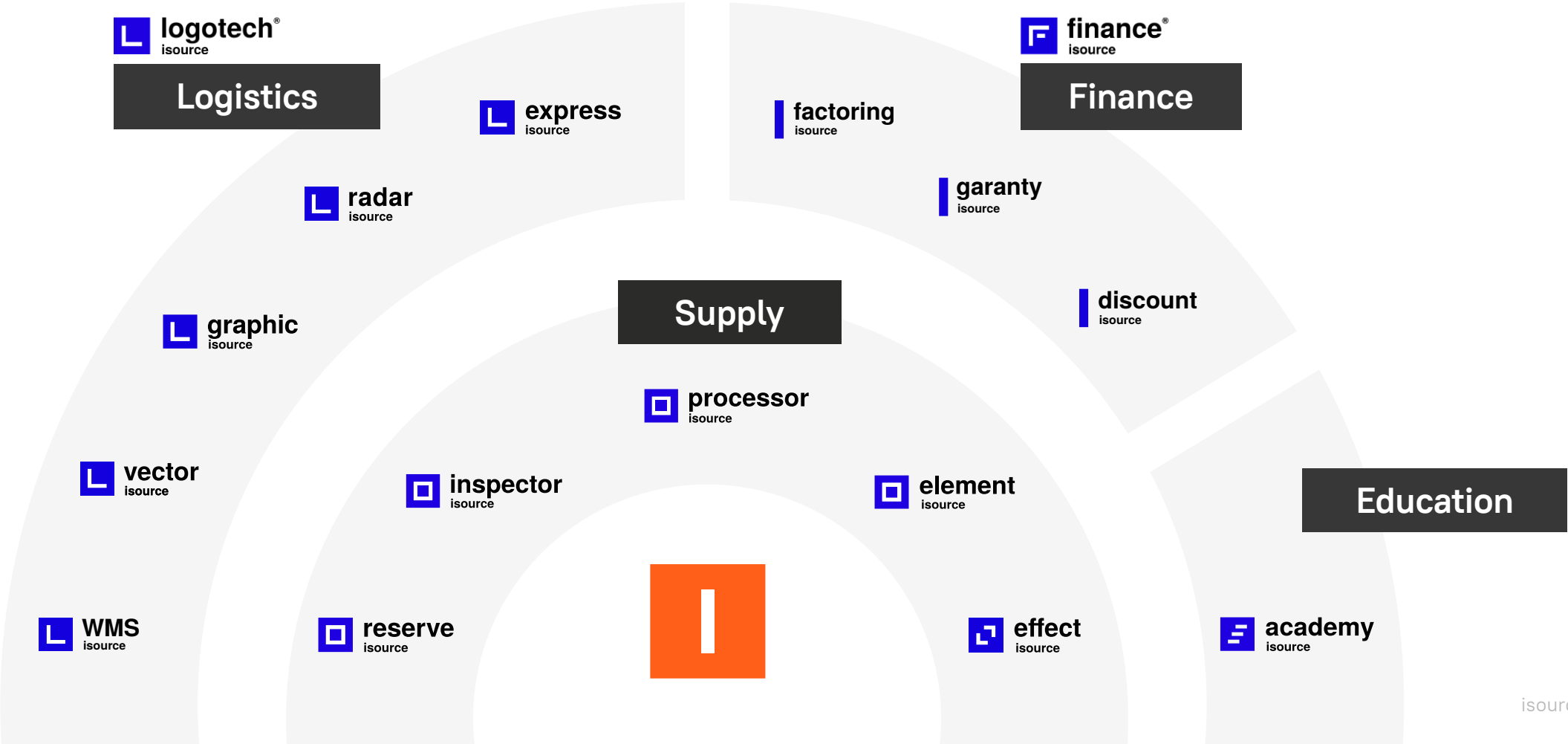


... Industrial and Civil Engineering



... Consulting Services

Provides supply chain, logistics, financial, and education services in a single digital environment.
Solutions assist the customer from the point of formation of the need to inventory management.




End-to-end management processes.


Data management	Procurements	Control	Logistics	Analytics
<p>Development of a methodology and normalization of directories.</p>	<p>Procurement planning and implementation. Contract management.</p> <p>Market analysis. Finding suppliers and estimating purchasing prices.</p> <p>Purchase and sale of industrial goods.</p>	<p>Supplier evaluation, quality control, and production deadlines.</p> <p>Technical audit and inspection check-up.</p>	<p>Logistics structure. Searching for carriers and placing orders for specialized machinery.</p> <p>Transportation monitoring and predictions for carrier vehicle arrivals. Performer analysis.</p> <p>Fleet Management. Carrier Vehicle monitoring. Driver Supervision.</p> <p>Yard and resource management. Supervision of the industrial warehouse and all flows.</p>	<p>Implementing reports and analytics.</p>
<div>1</div> <div>Digital products</div>	<div>2</div>	<div>3</div>	<div>4</div>	<div>5</div>
<div> <div></div> <div>element</div> <div>isource</div> </div>	<div> <div></div> <div>processor</div> <div>isource</div> </div> <div> <div></div> <div>effect</div> <div>isource</div> </div> <div> <div></div> <div>reserve</div> <div>isource</div> </div>	<div> <div></div> <div>inspector</div> <div>isource</div> </div>	<div> <div></div> <div>express</div> <div>isource</div> </div> <div> <div></div> <div>graphic</div> <div>isource</div> </div> <div> <div></div> <div>WMS</div> <div>isource</div> </div> <div> <div></div> <div>radar</div> <div>isource</div> </div> <div> <div></div> <div>vector</div> <div>isource</div> </div>	<p>Available in all products.</p>


Processor ↗

Digital Solution for Procurement Automation

**Main
Functionality** →

 Procurement planning

 Procurement arrangement

 Contract management

→ Effect of Application

Acceleration of procurement

up to 25%

procurement processes
are accelerated

Savings on procurement

up to 30%

procurement costs
are reduced

Enhanced transparency and competition

800,000+

suppliers

500,000+

product items



A comprehensive SRM-solution for managing procurement.



Processor helps to plan and carry out procurement procedures, manage the budget, communicate with suppliers, coordinate contract documents, and sign them using electronic signatures.

Convenient

A single digital loop for managing procurement from any device.

Support by phone, e-mail, in messengers.

Training and consulting support.

Profitable and Efficient

High level of competition on the platform.

The system selects the most lucrative offers.



Reliable and Safe

Data exchange via https: an encrypted internet connection is used.

Independence from foreign products and technologies.

Software and databases are in the own data center.

Supplier Evaluation, Quality and Production Timeline Control System



Main Functionality →



Technical audit



Inspection control



Self-inspection

97%

reduction
in the probability
of a shipment defect

3,300+

factories under
inspection control

by 60%

production delays
reduced

11+ mln

inspections conducted



Effect of Application

Shortened

production delays

Optimizing

the time frame for deciding to
collaborate with a supplier

Reduced

probability of defects

Reduction

of labor costs for production
control



Inspector assists in the evaluation of a supplier's technical capability to fulfill an order, and in the monitoring of quality and production schedules.



A single digital environment for procurement participants, including inspectors, quality control personnel, and auditors, facilitates and accelerates interaction.

Convenient

Flexible creation of inspection plans, production schedules, checklists.

Remote acceptance: online broadcasts from anywhere in the world.

Connection method: SaaS and On-Premise.

Scalable

Control of both Russian and international productions.

Local inspectors to conduct production inspections.



Reliable


Supplier rating based on the results of the Inspector technical audit.


Qualified industry experts. Control of key stages of production.

Objective and accurate supplier verification: the system automatically determines the criticality of violations based on the auditor's text.

Intelligent Services for Market Analysis

**Main
Functionality** →


Streamlined supplier search and assessment


Automated procurement price calculation



→ **Effect of Application**

Reduced
reliable supplier search time
risks of overpriced procurement
prices analysis and processing time

Increased
number of suppliers

Increased
level of competition during procurement process



Effect is a Russian software solution for automating the market analysis process.



It allows you to quickly find potential suppliers, verify their reliability, receive offers, and calculate procurement prices within a single user interface.

Fast

Generation of a list of suppliers with relevant experience in a few minutes.
Analysis of proposals and price calculation in a few clicks.

Convenient

A single interface for working with suppliers and price quotes.
Ability to install within the company's perimeter (On-Premise) or work through the cloud (SaaS).
Automated collection of supplier data, generation and download of reports.



Efficient

Use of external data sources on procurement and the ability to integrate with internal databases.

Service to Normalize Directories

Main Functionality



Creating a normalized
directory



Support for existing
directories



Creating a center of
competences within
the customer's
company

100%

of items receive
extended
description

60%

reduction
in the cost of NRD
maintenance

20%

of items are
blocked due to
insufficient input
data for description
in project
implementation

10,000+

of errors are identified
in the normalization
process

10%

of duplicates is
detected when
normalizing



Effect of Application

Reduced

procurement time

Greater simplicity

procurement planning

Greater simplicity

in controlling the stock
balances

Support for

centralized procurement



Helps to develop a structured directory, synchronize, and optimize the company's business activities.



Reduces record-keeping expenses, shortens procurement times, and improves planning and controlling stock balance efficiency.



Supports directories, establishes a center of competences, and implements a tool for creating and maintaining a directory.

Convenient

The uniform rules for maintaining and using the directory.

Items are structured by class based on the company's activity.

Search by characteristics or a listing of characteristics.

Effective and Beneficial

Reduced number of operational errors and avoided duplicates.

Cost reduction achieved by professional analysis and an integrated approach.

The classifier considers the demands of procurement units and enables decisions about contract consolidation, volume discounts, and collecting and tracking of pricing dynamics by acquired products category.

Transparent stock balance control enables you to engage items in stock while reducing purchases.

7 steps to implement a normalized directory



Auditing

Identification of positions to be normalized.

Identification of common errors.



Strategy

Developing rules for maintaining the directory.

Making directory management regulations.



Classifier

Establishing a position allocation structure.



Parametric templates

Selecting ready-made templates.

Developing new templates to fit the customer's nomenclature.



Classification and normalization

Bringing the records into a standard format.

Enriching the missing characteristics.

Classification according to RCPEA 2, RNCE 2, CN FEA, the Catalog of goods, works and services, DAC, etc.



A tool for directory maintenance

Providing domestic software for maintaining B2B directories.



Directory maintenance


Assistance in setting up your own center of competences.

Directory support.


B2B Marketplace for Procurement of Industrial Goods

Main
Functionality

→



Procurement of industrial goods from stock and on order



Sales of industrial goods and equipment

1 day

to access the platform

to 90%

boosts inventory turnover by up

→

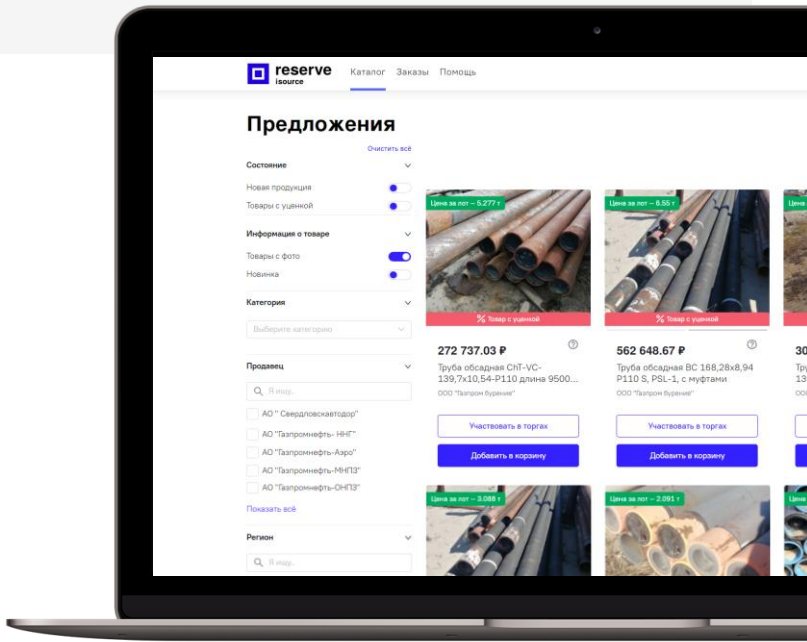
Effect of Application

Simplification of B2B procurement

Optimization of procurement budget

Simplification of turnkey sales of manufactured goods

Reduction of unclaimed goods and stocked items





Reserve is a B2B marketplace for procurement of industrial goods from stocked items and on request.



The platform offers products in various categories, including reverse engineering and discounted goods from large holdings and companies.

Fast

Minimum set of documents for accreditation.

1 minute to register on the platform.

1 business day for access to the platform.

Convenient

Full purchase cycle on one platform.

Ability to buy goods directly from manufacturers.

Ability to buy discounted goods (remaining stock).



Profitable and Reliable

Direct deliveries from manufacturers.

No sales commission for buyers.

All participants undergo accreditation on the platform.



... Industrial Automation

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Virtual Controller

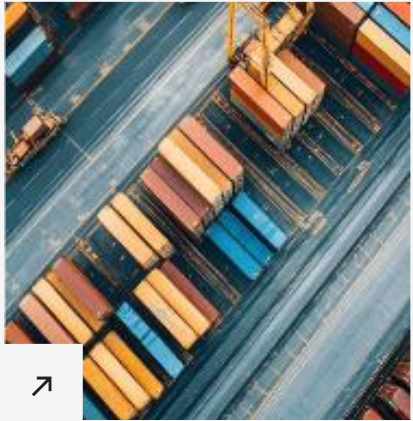


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... Consulting Services



**... Industrial
and Civil
Engineering**



**Engineering
Support**



**Integrated
Supplies**



**Financial
Support**



Project management for industrial and civil engineering projects.

Turnkey project support.



Engineering Support

Full range of engineering services, from pre-design preparation to technical support after commissioning.

Integrated Supplies

Expert assistance in selecting material and equipment analogs.
Supplies of any complexity worldwide are organized on a one-stop-shop basis.

Financial Support

Supporting construction projects at all stages in reaching their objectives.



Effect

Optimizing

time and costs

Improving

the manageability
of processes

Projects reach

a new level
of profitability



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**... Consulting
Services**



**Supply Chain
Design and
Optimization**



**Warehouse
Design and
Optimization**



**Development and
Deployment of
Digital Products
and Tools**



The consultancy provides industrial enterprises with the tools and expertise to efficiently design logistics infrastructure and optimize processes, and implement digital products for supply chain management and warehouse operations.



Supply Chain Design and Optimization

The goal is to determine the optimal number and location of logistics infrastructure facilities.

Select the types and quantities of shipments you will use.

Determine optimal delivery schedules.

Determine the financial implications of establishing and sustaining a logistics network.

Warehouse Design and Optimization

Determine the optimal technical characteristics.

Implement an effective zoning and topology plan.

Select the best storage systems and the best equipment for the warehouse.

Increase the throughput capacity of the warehouse.

Development and Deployment of Digital Products and Tools

Predictive analytics and AI assistants.

Development and implementation of WMS, TMS and SRM systems.

Custom development.

Company's website

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Telegram



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Yandex Dzen



Rutube

