

Yoshinn Space Services White Paper

1. Overview

Leading a new way of digital life and building a future of boundaryless collaboration, Yoshinn Space is an HD video application SaaS service platform. Its core value lies in enabling businesses and individuals to quickly establish efficient and precise video meetings while providing secure, guaranteed, paid services. This helps clients overcome physical limitations, optimize communication and management, and achieve efficient collaboration and value enhancement.

Yoshinn Space's features include enterprise-grade integrated video conferencing, video customer service, personalized virtual meeting rooms, appointment services, and more. It perfectly adapts to the needs of the Web 3.0 era.

Yoshinn: Making communication more authentic, life more leisurely, and unlocking endless possibilities for the future.

2. Products and Services

Yoshinn Meeting

- **Pay-as-you-go:** No monthly rent or subscription fees. Utilizes a postpaid model with per-minute billing to meet both enterprise and individual needs flexibly.
- **Clientless:** Join meetings via a browser using advanced WebRTC technology. No client downloads are necessary, facilitating international meetings.
- **Secure Encryption:** Media encryption options ensure the privacy of your meetings.
- **Anywhere, Anytime:** Easily start a formal video meeting anywhere with internet access.
- **High Performance:** Supports international SIP protocol standards. Compatible with video terminals like Cisco and Poly, delivering an immersive meeting experience.

Exclusive Yoshinn

- **Virtual Meeting Rooms (VMRs):** Subscription-based private VMRs with SIP numbers suitable for long-term use and customized needs.
- **Yoshinn Yellow Pages:** Configure a video appointment-enabled Yellow Page that can be embedded in social media profiles or printed on business cards, ideal for personal entrepreneurs.
- **Yoshinn Customer Service:** A video appointment feature tailored for various industries and individuals. Flexible reception scheduling and paid appointments for customized services.
- **Video Playback:**
 - **Targeted Ads:** Embed advertisement or promotional videos into VMRs, applicable for virtual meeting rooms and welcome pages.
 - **Use Cases:** Watch meeting-related video introductions before formal meetings or enterprise presentations during video interviews.

Diverse Features

- **Virtual Reception:** Enhance client guidance into departmental or functional VMRs.
- **AA Payment Collection:**
 - **Cost Sharing:** Simplify financial processing for team collaborations and multi-party activities.
 - **Efficient Accounting:** Supports bill generation and settlement with various payment methods, enhancing collaboration efficiency.

Yoshinn for Enterprises

- **Enhanced Security:** Enterprise-exclusive Yoshinn node deployment offers an independent security framework for sensitive data.
- **Customization Support:** Free theme page and brand video customization.
- **Enterprise-grade Meeting Control:** Deploy customizable enterprise-level meeting control systems.

Industry Applications

- **Multi-industry Adaptation:** Covers education, healthcare, legal services, and more, offering dedicated video management systems and hardware (e.g., video terminals/phones).
- **Extended Features:** Combine customized apps and hardware for deeper integration into industry-specific scenarios.
- **Open API:** Provides APIs for various industries, enabling seamless integration of video communication into business systems.

- **Flexible Payment Models:** Supports SaaS-based payments and resource pool billing.
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3. Equipment Support

- **Yoshinn Smart Terminal:**
 - Optimized for HD video communication, with built-in algorithms ensuring stable and secure audio-video quality.
 - Supports remote management and quick deployment for various scenarios.
 - **Yoshinn Meeting Terminal:**
 - Built-in account registration, enabling instant activation by connecting to a network.
 - Designed for enterprise users with professional audio-video components and extension interfaces, compatible with various external audio devices.
 - Supports remote management and deployment.
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4. Application Scenarios

Enterprise Customer Service

- Provides intelligent video customer service, enhancing appointment experiences between businesses and clients.
- Supports appointment-based services and instant video communication, avoiding spam calls and junk emails.
- Offers service records and data analysis tools to optimize customer service processes.
- Enhances potential client trust through user evaluation and recommendation systems.

Personal Yellow Pages

- Assists individual users in creating personalized online profiles, including professional introductions, service content, and pricing information.
 - Integrates with various social media platforms to enhance personal brand satisfaction.
 - Introduces a new way of social interaction, eliminating spam calls and emails.
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5. Background, Mission, and Vision

Background

The underlying video technology of the Yoshinn platform uses the unified video system of Norway's Pexip company. Developed by an experienced team in IT software development with over a decade of video operation expertise, Yoshinn's services span education, healthcare, beauty, legal industries, and more. It aims to drive digital transformation through technological innovation and service enhancements.

Mission

To drive digital progress and provide clients with superior communication experiences and management capabilities through innovative tools and solutions.

Vision

To become a global leader in video service platforms by empowering businesses and individuals with innovative technologies and premium services, enabling efficient collaboration and value growth.

6. Competitive Advantages of Yoshinn Space

1. Unique Services:

- Exclusive enterprise-grade video customer appointment platform.
- Postpaid HD video conferencing with flexible payment options.

2. Closed-loop Service System:

- Optimized full-service processes, from client acquisition to service completion, building a growth-oriented business loop.

3. Multi-device Compatibility:

- Fully supports video terminals, PCs, and mobile devices, ensuring consistent user experiences.

4. Customizable Solutions:

- Tailored modules and features meet industry-specific and individual needs for best practices.
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7. Implementation Recommendations: Technical Pathway and Market Promotion Plan

Phased Implementation Steps

1. **Phase 1: Registration and Configuration**
 - Register for a Yoshinn account and select a membership package.
 - Purchase a virtual meeting room and configure core features like Yoshinn Yellow Pages and customer service.
 2. **Phase 2: Promotion and Customer Acquisition**
 - Use multi-channel online media to embed Yoshinn Yellow Page/customer service links into social media and industry portals, driving clients to effective video communication.
 - Organize industry seminars, live events, or offline exhibitions to attract potential clients and redirect them to the platform.
 3. **Phase 3: Feedback and Optimization**
 - Collect user feedback and iteratively optimize key features and interfaces.
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8. Business and Operational Outcomes

- **Enhance Brand Visibility:** High-frequency traffic and multi-channel promotion increase effective communication with target markets.
 - **Boost User Conversion Rate:** Precise marketing and personalized services attract potential users to complete contact-to-payment conversions.
 - **Optimize Management and Efficiency:** Platform-based management reduces time and resource waste in traditional services, significantly enhancing operational efficiency.
 - **Increase Client Loyalty and Repurchase Rates:** Seamless premium service experiences, regular interactions, and value feedback enhance customer stickiness and promote repeat purchases.
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9. Conclusion and Future Prospects

Through HD video technology and tailored solutions, Yoshinn Space provides an immediate and efficient communication platform widely applicable to remote collaboration, customer service, and online services. It helps businesses reduce costs, improve customer satisfaction, and increase business conversions in the digital era.

Future Prospects

- **Technological Advancements:**
 - Introduce AI-powered customer service and real-time translation features to enhance global compatibility.

- Explore blockchain technology for privacy protection and payment security to strengthen technical competitiveness.
- **Industry Expansion:**
 - Extend coverage to more industries, such as intelligent manufacturing, remote healthcare, and virtual education, offering personalized services.
 - Collaborate with industry leaders to establish ecosystems for cross-industry applications of video services.
- **User Experience Improvement:**
 - Strengthen user feedback mechanisms to drive product optimization.
 - Enhance seamless experiences across mobile and desktop platforms.
- **Global Expansion:**
 - Expand into international markets by establishing regional operational teams and providing localized services.
 - Actively participate in international exhibitions and technical forums to build a global brand image.

Yoshinn Space remains committed to driving digital transformation, creating more efficient, precise, and futuristic service experiences for its clients.

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