

# KoreConX CEO on creating a unified communications platform for companies

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March 27, 2018 – “KoreConX is an all-in-one platform to help companies manage and navigate the process of their stakeholders and their corporate records. For the very first time, instead of using 20 different tools to manage your corporate business, now you have one.” – says Oscar A Jofre, Co-founder, President & CEO of KoreConX, in an interview with InvestorIntel’s Jeff Wareham.

**Jeff Wareham:** Oscar is the Co-founder, President and CEO of KoreConX. Can you tell me what that is all about?

**Oscar Jofre:** Sure. Thank you. KoreConX is an all-in-one platform to help companies manage and navigate the process of their stakeholders and their corporate records. For the very first time, instead of using 20 different tools to manage your corporate business, now you have one. You can bring your shareholders, your board of directors, legal counsel and be able to manage all the activities that are related to them and have the assurance that you only have to log into one place securely and have a lot of information available to you.

**Jeff Wareham:** Who are your consumers?

**Oscar Jofre:** Our typical audience are privately held companies, publicly listed companies that have a board of directors and external shareholders. Because of that they have a fiduciary duty or they do it for good governance to be able to communicate and keep their stakeholders up to date. The challenge comes in when you use one tool to communicate with your board, which is

unsecure, which is email. You use another tool to communicate with your shareholders, which is, God knows what that may be, but then your board is asking you for a report to bring it all together. You are spending hours and months bringing. In our platform everybody is in one. Everybody receives the information based on who they are. Then you can track it and manage it in one secure environment.

**Jeff Wareham:** How does that differ from say a traditional CRM system?

**Oscar Jofre:** Actually CRM is for sale. That is a great tool. That is the best analogy because we spend so much money to automate our operational side of our business; we spend no money to automate our CEO, CFO, board of directors. The reason for that is because we are all external. 90% of the people who have to make decisions are not inside the company. Therefore, the pressure on management, on the board, is really hard. The risk increases if you are publicly traded because now you are disseminating information confidentially via the waves and that's public information. Our environment is secure. The board can speak securely and they can speak with the shareholders securely without being in a public environment...to access the complete interview, [click here](#)