# 拓緯實業股份有限公司

- 負責人：徐志旭
- 網址：www.relay.com.tw
- 地址：235 新北市中和區中山路二段 403 號 7 樓
- 電話：02-8227-6000

## 企業沿革

**1988年** 拓緯實業以貿易起家。

**2000年** 開始生產機械式繼電器，轉型為製造商。

**2003年** 開始生產固態繼電器與磁簧繼電器。

**2008年** 浙江策盟工廠成立，開始量產供應各類繼電器，並開始幫美日國際大廠代工生產。

**2009年** 成立竹北廠，開始量產半導體式光耦合繼電器。

**2015年** 通過 AEC-Q101車規認證，量產車用等級繼電器。

獲頒台北國際電子產業科技展「科技創新獎」。

**2016年** 成為台灣半導體測試產業最重要的繼電器供應商，市場佔有率達到八成。

**2017年** 啟用斥資近六億興建的新竹廠，大幅增加產能與設備等級。

**2019年** 榮獲第六屆鄧白氏中小企業菁英獎、國際大廠Keysight的最佳供應商獎與合作超過15年的中華精測同舟共濟獎。

**2020年** 創辦人 徐志旭董事長榮獲新創總會創業楷模獎，獲總統召見，副總統頒獎。

與美國Menlo Micro合作推出射頻微機電開關，踏入5G 基地台及APIC測試供應鏈。

**2021年** 研發出碳化矽光耦合繼電器，將耐電壓與耐用度大幅提升，領先業界數年。

## 主要產品

射頻微機電開關、光耦合繼電器、碳化矽光耦合繼電器、磁簧繼電器、固態繼電器

## 企業簡介

1988年，創辦人 徐志旭董事長看中繼電器產業的未來潛力，遂與友人合資創立了拓緯實業。拓緯以貿易起家，直到2000年初，全球半導體產業飛速發展，來自客戶的半導體測試需求也大幅增加，然而此時的台灣卻僅有少數公司踏足鑽研半導體測試產業。徐董事長注意到客戶需求中的新商機，於是便下定決心跨入這個全新領域。而為了要能夠符合半導體測試產業在產品規格及品質上的高標準需求，徐董事長與多家半導體測試機製造廠合作，在多方嘗試與研究之下，終於成功研發出高壽命、高品質並符合半導體高標準規格的繼電器。

2003年，拓緯對於品質的堅持，吸引到了日本大廠沖田電子(OKITA)的注意，並取得其全亞洲的代理權。2016年，徐董事長偶然結識了美國奇異電子旗下的Menlo Micro，在瞭解其對於微機電所掌控的技術及經驗後，徐董事長毅然決然投資跨入高頻產業。同時，拓緯在材料創新方面也不斷投入研究，自2018年起，著手研發將碳化矽材料應用在繼電器上。

時至今日，拓緯透過持續投入的研發與對品質的堅持，已然成功從貿易商蛻變為擁有生產與研發能力的專業製造商。

第25屆 小巨人獎
出口績優中小企業
The 25th Rising Star Award

## 國際競爭力

一、拓緯從代理經銷起步，跨足專業、高科技繼電器產品之研發設計、製造與生產，以供應工商業界之所需，如：半導體業與 5G 產業。

二、在電子領域之外，拓緯更憑藉著產品品質的優勢與創新，再加上客製化服務與相關國際認證，順利切入汽車產業與醫療器材等高規格市場。

三、拓緯簽下 Menlo Micro 的全亞洲代理合約，其所生產的繼電器，採用微機電 (MEMS) 技術製成，幾乎可取代目前現有高壓繼電器並滿足高頻市場之所需。

四、拓緯憑藉著在半導體領域多年來的穩健發展與產業經驗，成功開發出碳化矽光耦合繼電器，跨足電動車的電池管理系統市場，此世界首創之舉，讓拓緯的產品技術穩居業界的領先地位。


## 營運管理

一、拓緯對於產品品質的嚴格控管，也深獲國內外各大廠商的信賴與支持。其中，更是榮獲 Keysight「最佳供應商」獎與中華精測「同舟共濟」獎的肯定。

二、拓緯秉持著立足台灣，放眼全球的企業願景，積極地在各國推展行銷活動。除了參加展覽外，拓緯的官網也為了能夠服務到世界各國的客戶，準備了英、日等 16 種語言的版本。

## 社會責任

一、拓緯致力於建立勞資互信的和諧氣氛，公司內部設立了許多溝通管道，除固定的部門會議、員工心聲表外，公司亦透過勞資協調會議之召開，關懷並重視員工的需求與權益。

二、拓緯提供完整的售後服務與溝通管道，並設有供應鏈管理委員會，專門負責處理並維護安全健康且具備永續性的供應鏈。

三、成立新竹縣芎林鄉五華工業區廠商協進會，作為當地居民、廠商與政府間的溝通橋樑，並由徐董事長擔任第一任理事長，以期透過協進會協助解決工業區各項問題，善用地方資源，促進地方繁榮。


## 綜合評語

(1)繼電器專業研發製造商，出口至日本、美國、中國大陸、新加坡及馬來西亞，主要供應工業所需，特別是半導體及新興5G產業，於半導體測試機之市場，擁有超過九成以上市占率。
(2)可依客戶個別需求，提供專屬客製化專案，順利切入軍用市場、汽車產業與醫療器材等高規格市場，致力於設計、製造符合客戶所需之產品。
(3)首創世界之舉，成功開發碳化矽光耦合繼電器，大幅提高產品效能與價值，其技術穩居領先地位，獲國際知名科技大廠與國內第一線晶圓公司之肯定。

# BRIGHT TOWARD INDUSTRIAL CO., LTD.

- Owner：Philip Shyu
- Website：www.relay.com.tw
- Address：7F., No. 403, Sec. 2, Zhongshan Rd., Zhonghe Dist., New Taipei City 235, Taiwan (R.O.C.)
- Tel：+886-2-8227-6000

## Business Items

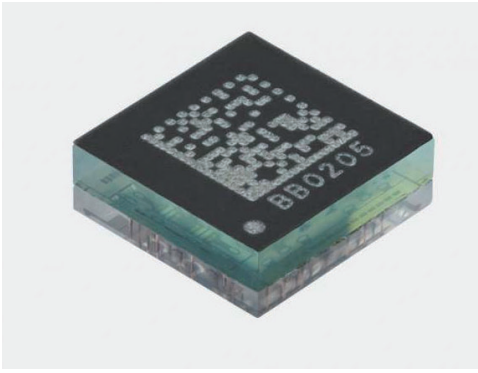
Opto- SiC MOSFET Relays, Opto-MOSFET Relays, Reed Relays, RF MEMS Switches, and Solid State Relays

## History

- **1988** Established as a trading company.
- **2000** Initiating mechanical relays production, solid-state relays, and reed relays.
- **2003** Initiating mass production of solid-state relays and reed relays.
- **2008** TOWARD entered an era of fast growth, cooperated with a factory in Zhejiang, and initiated OEM and ODM for relay brands in North America and Japan.
- **2009** Established the factory in Hsinchu, Taiwan.
- Initiated massproduction of Semiconductor Solid State Relays.
- **2015** Became the largest manufacturer of Semiconductor SSR in terms of quantity, awarded IATF-16949 and AEC-Q101 automotive certifications for Semiconductor SSR.
- **2016** Bright Toward has become a significant part of the supply chain in Taiwan’ s Semiconductor testing industry, dominating over 80% of its relay demands.
- **2017** Established the second factory in Hsinchu, Taiwan, with around USD20 million of investment in the facility and new equipment.
- **2019** Won the 6th Dun & Bradstreet SME Elite Award, the Best Supplier Award from Keysight, and the Cooperating Award from CHPT.
- **2020** Philip, the founder, was awarded the MODEL of Entrepreneurship by the Vice President and summoned by the President.
- Cooperated with Menlo Micro based in Irvine and introduced revolutionary RF MEMS Switches to enter the supply chain of APIC testing and the 5G station industry.
- **2021** First in the industry to apply Silicon Carbide as material for MOSFETs in Semiconductor SSR and boosted load voltage capabilities up to 3300V.

## Introduction

In 1988, the founder, Chairman Philip Shyu, was interested in the future potential of the relay, so he established Bright Toward as a joint venture with his friends. Bright Toward started as a distributor. Until the early 2000s, the global semiconductor industry developed rapidly, and customers' demand for semiconductor testing also increased significantly. However, at that time, only a few companies in Taiwan are in the semiconductor testing industry. Philip noticed the new business opportunities in customers' needs, so he decided to enter this new field. To meet the high standard requirements of the semiconductor testing industry in terms of product specifications and quality, Philip cooperated with several semiconductor testing manufacturers to manufacture relays that meet the high standard specifications of semiconductors.




In 2003, Bright Toward's insistence on quality attracted the attention of OKITA Electronics, a major Japanese manufacturer, and obtained its agency rights throughout Asia. In 2016, Philip got acquainted with Menlo Micro, a subsidiary of GE Electronics in the US. After learning about its technology and experience in MEMS, Philip decided to invest in the high-frequency industry. Meanwhile, Bright Toward has also continued to invest in innovation. Since 2018, it has started to develop and apply silicon carbide materials to relays.

Bright Toward has successfully transformed from a trader into a professional manufacturer with production and R&D capabilities through continuous investment in R&D and insistence on quality.

## Export Competitiveness

I. Bright Toward started from agency distribution and stepped into the R&D, design, manufacture, and production of professional and high-tech relay products to supply the needs of industrial and commercial industries, such as the semiconductor and the 5G industries.

II. Besides the electronic field, Bright Toward has successfully entered the high-standard market, such as the automobile industry and medical equipment, through the advantages and innovation of product quality, customized services, and relevant international certifications.

III. Bright Toward invested in Menlo Micro to revolutionize MEMS technology; MEMS technology can reduce relay site by 99%, heading up to mm-Wave frequency.

IV. With years of steady development and industrial experience in the semiconductor field, Bright Toward has successfully developed a silicon carbide photocoupler relay, which is the world's first move and puts Bright Toward's product technology firmly in the leading position in the industry. Plus, it allows Bright Toward to get into the BMS market.

## Operation Management

I. Bright Toward's strict control of product quality has also won the trust and support of major manufacturers at home and abroad. It was also recognized by Keysight's "Best Supplier" and CHPT's Cooperating awards.

II. Bright Toward adheres to the corporate vision of being based in Taiwan, looking to the world, and actively promoting marketing activities in various countries. In addition to participating in the exhibition, Bright Toward's official website has also prepared versions in 16 languages, including English and Japanese, to serve customers worldwide.

## Social Responsibility

I. Bright Toward, which has launched many communication channels, is committed to establishing a harmonious mutual trust between labor and management. In addition to fixed departmental meetings and employee voices, the company also cares about and values the rights and interests of employees through the convening of labor-management coordination meetings.

II. Bright Toward provides complete after-sales service and communication channels and has a supply chain management committee responsible for handling and maintaining a safe, healthy, and sustainable supply chain.

III. Established the Association of Manufacturers in Wuhua Industrial Zone, Hsinchu, with Chairman Xu as the first chairman. It is hoped that the Association will help solve various problems in the industrial zone, make good use of local resources, and promote regional Prosperity.