

繁葵實業股份有限公司

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Caremed Supply, Inc.

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企業沿革

- 1997年 公司正式設立，資本額NTD 16,800,000。
- 2003年 取得美國MATTRESS MEANS AS SYNERGETICALLY EFFECTED BY DUAL-FLUIDIZING UNITS之發明專利權。
取得美國WIDTH-ADJUSTABLE ALTERNATING AIR INFLATION MATTRESS之發明專利權。
- 2004年 取得TUV Quality Management System (Quality Management System)EN ISO9001 & EN ISO13485認證。
取得中華民國氣墊床之三管及單管接頭組結構改良之新型專利權。
公司增資NTD 28,200,000，實收資本額NTD 45,000,000。
- 2005年 取得中華民國氣墊床洩壓閥結構改良之新型專利權。
公司導入ERP系統，全面將公司重要交易流程電腦化。
公司增資NTD 75,000,000，實收資本額NTD 120,000,000。
取得三項中華民國行政院衛生署醫療氣墊床第一級醫療器材許可證。
取得TUV Quality Management System (Design, Development, Manufacturing, and Sales of medical Air Mattress Systems) EN ISO9001 & EN ISO13485認證。
- 2006年 取得中華民國行政院衛生署交替式壓力氣墊床GMP醫療器材優良製造證明書。
取得TUV Quality Assurance System (Design, Development, Manufacturing, and Sales of medical Air Mattress Systems) EN ISO9001 & EN ISO13485認證。
取得五項Medical Devices Bureau, Canada醫療氣墊床Medical Device Licence。
取得Medical Devices Bureau, Canada (Mark System-Alternating Mattress Overlay System) Medical Device Licence。
公司增資NTD 60,000,000，實收資本額NTD 180,000,000。
取得中華民國具伸展功能及具自動秤重系統之醫療床發明專利權。
取得中華民國行政院衛生署壓力氣墊床及交替式壓力氣墊床第一級醫療器材許可證。
- 2007年 申請中華民國壓力調整控制盒之新型專利權。
取得中華民國可調變寬度之氣墊床結構之發明專利權。

主要產品

醫療氣墊床、幫浦、病床架等相關病房醫療設備

國際競爭力

- 一、產品設計開發理念：從心裏的那一份“Care”做起
- (一) 符合病患及家屬舒適及經濟可負擔性要求。
 - (二) 符合護理人員操作之容易及方便性要求。
 - (三) 符合客戶高品質及低成本之競爭性要求。
 - (四) 符合政府及法規對產品規格與安全性要求。
- 二、國際競爭優勢
- (一) 結合化工、機械及電機三大領域之獨立產品設計開發能力。
 - (二) 擁有多項產品技術專利及國際知名醫療器材大廠認證之優質產品。
 - (三) 具有上下游垂直整合能力以控制產品品質及成本。
 - (四) 具備彈性生產能力以符合各國醫療器材認證相關法規。
 - (五) 產品結構多樣化、銷售區域分散化以降低市場風險。
 - (六) 擁有自有品牌作為開拓亞洲醫療新興市場之最佳利器。

History

- 1997 Company founded at a capital of NTD 16,800,000.
- 2003 Won invention patent of U.S. MATTRESS MEANS AS SYNERGETICALLY EFFECTED BY DUAL-FLUIDIZING UNITS.
Won invention patent of U.S. WIDTH-ADJUSTABLE ALTERNATING AIR INFLATION MATTRESS.
- 2004 Won TUV Quality Management System (Quality Management System)EN ISO9001 & EN ISO13485 certification.
Won novelty patent for improvement of air mattress tri-tube connection structure of the R.O.C.
Won novelty patent for improvement of air mattress single-tube connection structure of the R.O.C.
Increased capital by NTD 28,200,000 with paid-in capital at NTD 45,000,000.
- 2005 Won novelty patent for improvement of air mattress pressure-leaking valve structure of the R.O.C.
Introduced ERP system and computerized important trading flow.
Increased capital by NTD 75,000,000 with paid-in capital at NTD 120,000,000.
Won three first grade medical equipment permits for air mattress of the Department of Health of the Executive Yuan of the R.O.C.
Won TUV Quality Management System (Design, Development, Manufacturing, and Sales of Medical Air Mattress Systems) EN ISO9001 & EN ISO13485 certification.
- 2006 Won GMP Medical Equipment Superior Production Certificate for alternating pressurized air mattress of the Department of Health of the Executive Yuan of the R.O.C.
Won TUV Quality Assurance System (Design, Development, Manufacturing, and Sales of Medical Air Mattress Systems) EN ISO9001 & EN ISO13485 certification.
Acquired five medical device licenses for medical air mattress from Medical Devices Bureau, Canada.
Acquired Medical Device Licence from Medical Devices Bureau, Canada (Mark System-Alternating Mattress Overlay System).
Increased capital by NTD 60,000,000 with paid-in capital at NTD 180,000,000.
Won invention patent for extensible medical bed of the R.O.C.
Won invention patent for automatic weighing system of medical bed of the R.O.C.
Won first grade medical equipment permit for alternating pressurized air mattress of the Department of Health of the Executive Yuan of the R.O.C.
Won first grade medical equipment permit for alternating pressurized air mattress of the Department of Health of the Executive Yuan of the R.O.C.
- 2007 Applied for novelty patent for pressure adjustable control box of the R.O.C.
Won novelty patent for adjustable width air mattress structure of the R.O.C.

Business Items

Medical Bed — Including support surfaces - powered and non-powered, standard electrical bed frame and specialty bed frame



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營運管理

一、產業經驗豐富之經營團隊

多方延攬國內外產業學經歷豐富之經營管理人才加入經營團隊，厚植公司未來的發展潛力，並提昇公司的國際觀，以邁入國際化之公司。

二、積極穩健的經營策略

根據董事會擬訂之未來營運目標，由經營團隊共同商議出經營策略，規劃出未來3~5年之年度預算，並配合績效衡量指標之管理，以確保企業目標之達成。

三、研發管理

設有專責之研發部門負責研發專案，配合業務新產品推出時程擬定年度研發計畫，並定期追蹤專案開發進度，即時與業務單位溝通產品之設計內容，以掌握新產品推出時效性。

四、生產與作業管理

本公司產品係屬於安全性及品質要求極高的醫療等級產品，故除研發中心仍根留台灣外，在產品打樣認證及高階產品生產上，台灣廠仍具有其技術領先之地位，所以目前台灣廠仍繼續維持正常生產運作，惟因考量製造業在國內生產製造成本較不具競爭力，故屬大批量產之產品，在台灣廠建立完整SOP後，將相關製造技術移轉至大陸廠量產，再配合公司ISO及品保制度之建立，更加確保本公司生產品質均一化，同時亦可達到生產成本之節省。

五、財務管理

為擺脫傳統家族企業財務資訊之不透明而影響正常營運管理，本公司為求永續之經營，近年除延攬專業財務人員加入公司外，更委任國際四大會計師事務所擔任公司簽證會計師，加上嚴謹之內部控制執行，使得各項營運管理更有數字上的依據。

六、人力資源管理

公司組織及管理規章都是沒有生命的，需要有一群優秀的人來運作，才能構成一個完整的組織，所以人對於每個公司都是極重要的無形資產，如何讓員工能力不斷提升，除了要有完善的在職訓練外，也需要配合公平的績效獎懲辦法，透過每半年之績效考評給予員工適度的回饋，協助員工與公司一同成長，達成公司既定目標。

七、企業電子化

本公司為整合各交易流程於近年導入ERP系統，以應付日趨增多之交易，並簡化許多交易資料之處理流程，同時亦提供管理者諸多之管理性報表，供經營管理者作為日常營運管理分析之輔助工具。

企業特色

繁葵將公司定位為醫院病房相關設備產業中，同時兼備有研發、製造及通路等三大領域之醫療器材供應商；在研發方面整合化工、機械及電機等相關產品製造開發能力，從最基本的原理基礎做起，開發出以市場為導向之產品，在生產方面則配合公司品質管理制度，製造出符合各國安全衛生相關法規之高質量產品，在產品通路端方面，則採市場分散策略，藉由多年來行銷歐美之經驗，積極進入亞太等新興市場，逐步達成產品多樣化及市場國際化的企業目標。

綜合評語

- 一、研發設計能力佳，產品具高進入門檻，已有自有品牌及KNOW-HOW，產品設計貼近消費者之市場需求，未來亞洲市場亦擬朝向自有品牌發展。
- 二、團隊專業能力強，經營者深耕本業多年，營收成長穩定，毛利率與淨利率不斷提高，財務結構健全，產業發展前景良好。

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Export Competitiveness

I. Product design and development concept: Starting from Care at heart.

- (I) Economically affordable for patients and comfortable for their families.
- (II) Easy to operate and convenient for nursing staff.
- (III) High quality, low cost and competitive.
- (IV) Conforms to product specifications and safety requirements pursuant to government and laws and regulations.

II. International competitiveness

- (I) Independent product design and development capability integrating chemical engineering, mechanical engineering and electrical engineering.
- (II) Boasts a number of patents on product technology and superior products certified by world-reputed large medical equipment manufacturers.
- (III) Boasts upstream and downstream vertical integration capability for control of product quality and cost.
- (IV) Boasts flexible production capability to meet requirements of relevant laws and regulations of various countries for certification of medical equipment.
- (V) Develop more varieties of product mix and diversify sales regions to lower market risk.
- (VI) Possesses own brand as the best tool for developing the Asian medical market.

Operation Management

I. Recruit more elite with rich industry experience to augment the operation team.

- II. Formulate aggressive and stable operation strategy to achieve operation goals.
- III. Set forth research projects for continuous launching of new products in line with sales targets.
- IV. Keep the roots in Taiwan and firmly in grasp of critical technology.
- V. Maintain independent finance and manage by concrete figures.
- VI. Human resource is the core asset and employees shall grow together with the company.
- VII. Management by timeliness and stress on convenience, timeliness and usefulness of data processing.

Enterprise Characteristics

Caremed positions itself as a medical equipment supplier with R & D, manufacturing and sales channels in the hospital-related equipment industry. On R & D we have integrated chemical engineering, mechanical engineering and electrical engineering for production and development of related products, and we start from basic theories to development of market-oriented products. On production we have manufactured high quality products conforming to the safety and hygiene related laws and regulations of the various countries in accordance with the company's quality management system. On product marketing channels we have adopted the strategy of diversifying market and use our past experience in marketing in Europe and America to aggressively enter the rising Asian-Pacific market, and advance toward the corporate goal of diversifying products and internationalizing the market.

