



有成精密股份有限公司

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Win Win Precision Technology Co., Ltd.

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The 13th Rising Star Award

主要產品

半導體致力於半導體製程設備與光電製程設備之全方位供應商，主要提供關鍵零組件之開發及製造、模組零件保養與翻修、機台端維護、移機、機台故障排除和 Advanced Chemical。目前與先進廠商提供不同廠牌多種機型的全系列零件包括離子植入機、APCVD 及MOCVD，保養用備用件、模組零件保養、機台端維護、移機和機台故障排除等。太陽能從事設計、生產高品質及具成本競爭力的太陽能面板及系統安裝WINAICO，與客戶建立長期策略伙伴關係，提供成本面分析、計畫與發展太陽能系統整合。



企業沿革

- 2003年 公司(WWPM)成立，從事半導體機台耗材買賣。
- 2004年 成立維修部門，開始從事真空零組件維修。
於中國蘇州成立分公司，開始從事光電產品機台耗材買賣及維修，成立工程部與真空PUMP維修中心，提供半導體 8吋機台PM及維修。
- 2005年 成立新加坡分公司。
- 2006年 開始從事半導體中古機台買賣及移裝機；公司移至新豐新址：新竹縣新豐鄉中崙村6鄰218-1號，擴大營業，人員增至60人。
- 2007年 成立Machine shop，並將耗材製造技術導入台灣工廠，公司人員擴充至100人。成立太陽能事業群並開創 Winergy Solar 品牌。
- 2008年 公司分割為兩個事業群：半導體事業群、太陽能事業群成立德國維爾茨堡（Wurzburg, Germany）子公司。
- 2009年 成立意大利維羅納（Verona, Italy）辦事處。
- 2010年 成立太陽能事業群WINAICO品牌，WWPT成立太陽能事業群新工廠：新竹縣新豐鄉新和路96號3樓。

國際競爭力

- 一、創新與技術：不斷提出研發製程技術之改善方案和附有創新的專業技術，提供世界級產品與客制化的設計，以達成雙贏之目標。
- 二、客戶服務：擁有最佳的客戶服務團隊，站在第一線服務客戶以快速解決問題。
- 三、品質追求：優質品質的品牌形象，來自擁有高階技術及優良的服務團隊，藉由持續改善之執行力來達成產業價值鏈之升級及滿足客戶需求，以提供最佳品質及產品服務，提升高品質產品主軸之使命。
- 四、半導體製程設備之全方位供應商：提供客戶最佳品質與最低成本之產品及服務。
- 五、太陽能光電系統之全方位供應商：提供全球各地模組系統整合，組成系統及模組最堅強的團隊。

Business Items

Our semiconductor division provides total solutions for the semiconductor process equipment industry specializing in replacement components and related refurbishment services. We manufacture consumable parts of various special materials such as Tungsten, Molybdenum, Molybdenum TZM, Tantalum, Boron nitride, Ceramic, Graphite, Rhenium, Aluminium and Stainless steel. We offer a product line representing alternative consumable options for OEM machines such as Varian, Axcels, AMAT, Nissin, Aviza/Watkin Johnson, Veeco, Thomasswan and Aixtron.

Our Solar Division provides vertically integrated PV total solutions. We provide customers with the most optimal solar PV system integration. We design, integrate and supply only the finest quality WINAICO PV modules, inverter system, electrical & structural components to our construction team and partners. We also provide project development consultation such as financial analysis, project planning and development.



History

- 2003 Established Win Win Precise Material Co., Ltd. Core business in marketing of Semiconductor equipment and key components.
- 2004 Established Maintenance Department and Gate Valve Overhaul and Vacuum Pump Overhauling Factory. Established branch office in China, Suzhou. Established Optoelectronic Sales Division and new Engineering Department. Business expansion to include supplying key components to LED Industry.
- 2005 Established branch office in Singapore. Export of IMP spare parts to Singapore.
- 2006 WWPM relocated to bigger office premises in Sinfong Township. Total employees increased to 60. Business expansion includes marketing of used machinery and facility relocation & installation support.
- 2007 Established structured production line and production of consumable parts. Total employees increased to 100. Established PV Solar business division and the product brand, Winergy Solar.
- 2008 Win Win Precision Technology set up two separate business divisions. Semiconductor Business Division and PV Solar Business Division. Established subsidiary office in Wurzburg, Germany (Winergy Solar GmbH).
- 2009 Established office in Verona, Italy.
- 2010 Brand name change from Winergy Solar to WINAICO. WWPT sets up Fab 2, a new larger factory for Solar Division.

Export Competitiveness

- I. Innovation and Technology – We are always in the forefront of technological innovations and continuously seek to research and develop patents and new products to meet market demands. We have the abilities to confidently compete in the global technology market.
- II. Customer Service – We have the best international customer services team in place to serve the global market.
- III. Quality – To achieve top quality products, we need to have the most advanced technologies and best customer service team in place. We continuously develop new goals and strengthen our abilities in the industrial value chain to achieve direct services to our clients.
- IV. Semiconductor Total Solutions – Through innovation and quality product development, we deliver only the best performance and most cost competitive products and modified upgrades to our clients.
- V. PV Solar Total Solutions – We are committed to being a vertically integrated total solutions provider, focusing in providing integrated support and services for both our partners and end-customers.



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營運管理

- 一、營運制度透明化：本公司有客戶開發、服務、售後服務之「企業e化運作流程」。所有決策均採最有利整體決策，以達企業與客戶雙贏之導向管理。
- 二、落實人力資源運用，做為企業人之成長為本：期許公司長期成長，對外招募業界菁英，內、外部專職訓練以強化公司競爭力，及高績效管理運作。
- 三、行銷策略擬定：定期市場環境掃描，公司的優勢、機會，策劃行銷地圖，策略國際事業版圖。
- 四、電子化系統導入：藉由整合資訊系統的開發，整合公司行銷、產品及客戶服務等相關部門運作，提升整體e化管理之效能。



Operation Management

- I. Integrated Management – We seek to integrate quality management in our corporate management, finance, marketing, R&D, production and customer relations to achieve this goal.
- II. Total Quality Management – We seek to achieve quality in all aspects of our company's operations. From employee to the CEO, the common quality goal of our company include customer-driven quality, fast efficient customer service and continuous improvement.
- III. Technology Management – Product quality is our priority. Utilizing the most advanced, automated production line coupled with our innovative technology, we manufacture only top quality products. Our products we qualified under the most stringent quality checks.



企業特色

- 一、市場利基：本公司為台灣唯一的跨國太陽光電系統整合商，直接掌握歐洲市場訂單。
- 二、策略獨特性：本公司取得市場地域系統通路與在地化策略，系統整合經營團隊發展系統通路。
- 三、產品與服務特色：優良品質品牌形象，擁有高階技術及優質客戶的服務團隊，持續提升執行力使產業價值鏈升級與滿足客戶需求。
- 四、社會責任：綠能產業以高轉換效率及高減碳量，使整體環境更為綠化，成為負責任之地球人。
- 五、國際競爭優勢：本國際事業管理及在地化管理，以創造在地化之競爭優勢，落實在地銷售及服務之公司。堅持“根”留台灣服務世界。



Enterprise Characteristics

- I. Win-Win Spirit – We target a double win with our partners and clients.
- II. Teamwork – We work and play as one united team.
- III. Continuous Improvement – We continuously develop new goals and strengthen our abilities.
- IV. 100% Customer Satisfaction – We have the best customer service teams around the globe to efficiently serve the global market.

綜合評語

- 一、在德國設立子公司，並已有100家以上合作廠商；其主要強項為太陽能光電系統整合在地化專業服務，重視在地便利性，提供快速且友善的服務，市場行銷策略獨特，實地在地耕耘。深耕太陽能光電系統整合在地化專業服務，重視在地 便利性，提供快速且友善的服務，獨特市場行銷策略，落實在地耕耘。
- 二、公司轉向太陽能領域發展，僅約2年時間，惟值全球金融風暴衝擊，2009年業績仍增長9倍，如此成果令人驚豔。
- 三、重視國際系統通路的建置，可直接掌握歐洲市場第一手訂單，並透過人才管理當地化，有明確之經營管理與策略。
- 四、積極研發創新並取得各項專業認證，開發新型產品，同時也設立30MWp系統，作為節能減碳之示範。

