



第25屆國家磐石獎

The 25th National Award of Outstanding SMEs



康淳科技股份有限公司

CONCORD TECHNOLOGY CO., LTD.

負責人：林守堂

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推薦單位：財團法人中小企業信用保證基金

玉山銀行

兆豐國際商業銀行

國立成功大學環境工程系

國立台灣大學生物環境系統工程系

營業項目：1.純水、超純水系統工程設計施工及維護

2.製程廢水回收工程設計、施工及維護

3.廢水處理工程設計、施工及維護

4.生技製藥純水工程設計、施工及確效輔導

5.模組化套裝水處理設備

產品名稱：1.逆滲透系統

2.離子交換樹脂系統

3.紫外線殺菌機

4.多層過濾系統

5.活性碳過濾機

6.超過濾系統

7.機動式簡易淨水設備

8.全自動地下水除鐵過濾設備

9.海水淡化設備

Owner：Lin Shou Tang

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Recommended by：

Small and Medium Business Credit Guarantee Fund

E. SUN BANK

Mega International Commercial Bank Co., Ltd.

Department of Environmental Engineering, National Cheng Kung University

Department of Bioenvironmental Systems Engineering, National Taiwan University

Business Items：

1.Ultrapure Water (UPW) System Design, Construction and Maintenance

2.Wastewater Reclaim Project Design, Construction and Maintenance

3.Wastewater Treatment Engineering Design, Construction and Maintenance

4.Pharmaceutical Water System Design and Validation Protocols Assistance

5.Modular Sets Water Treatment Equipment

Main Products：

1.Reverse Osmosis System

2.Ion Exchange Resin System

3.UV Sterilizer

4.Multi-Media Filter System

5.Activated Carbon Filter System

6.Ultra-filtration System

7.Mobile Water System (Qwater)

8Automatic Groundwater Iron Removal Equipment

9.Seawater Desalination Equipment

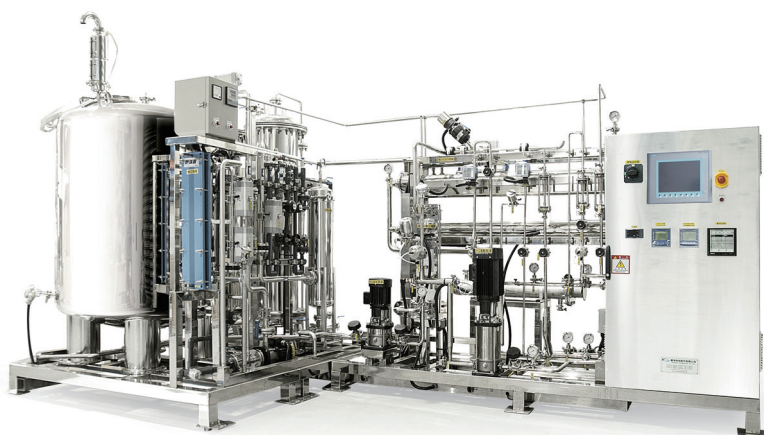


總經理 林守堂先生

General Manager: Mr. Lin Shou Tang



<http://www.concordtech.com.tw>



熱消型製藥純水系統

Pharmaceutical Purified Water System(Hot Water Sanitization)



康淳科技成立於2002年，原為專業超純水系統規劃設計施工之工程公司，主要客戶為高科技電子產業、生技製藥產業；但隨著民眾對水資源有效利用之重視及環保意識抬頭，亦積極發展廢水回收與高難度廢水處理之工程案件。業務定位為綠色、節能、環保之水資源工程服務產業。



台中總公司 Headquarter

創業維艱 穩定成長

創辦人林守堂總經理當年因無法長期出差大陸而辭掉穩定工作，選擇走上創業之路，初期募資情況雖算順利，但因客源有限，初期入不敷出，每週檢視存款餘額及現金流量都是焦慮與恐懼之心情。為了拓展新客戶，林總經理選擇利用自身簡報能力及專業背景之優勢，不斷尋找機會主動幫客戶免費教育訓練，並利用週末前往台南嘉南藥理科技大學環工系教授「超純水工程規劃設計」課程，因而取得教育部授予之大專院校合格『講師證書』，也因此增加許多機關、學校、公司邀約擔任課程或研

討會講師之機會，為公司增加曝光度與形象，業務量也隨之穩定向上。

提升競爭優勢 增加產品差異價值

康淳科技在水處理工程產業之競爭優勢為從設計、製造、施工到維修服務皆有能力自行處理。總公司位於台中精密機械園區，擁有寬敞之設備組裝工廠，因此可穩定控制品質、可縮短交期，降低生產成本。另每套系統所需之自動控制程式設計、電控盤組裝配線等，皆由公司員工負責，可將控制邏輯標準化，縮短異常排除時所需之查修時間，亦可掌握關鍵技



機台組裝 Production Line



水質分析實驗室 Water Quality Analysis Laboratory



術，未來維護保養不易被同業所取代。另於北中南設置5間各約150坪之倉庫，原物料可由歐美日等生產地直接大量進貨，除了進貨成本下降外，更有足夠之現貨庫存，可應付客戶隨時之緊急需求。此外，四年前更成立研發部門，專責從事新技術開發，以及模廠設置與測試實驗。並搭配擁有各類精密儀器之水質分析實驗室，讓公司能不畏大環境景氣好壞之變動，維持年年獲利之優異成績。

有滿意的員工 才會有滿意的客戶

許多企業以追求客戶滿意為目標，但康淳科技希望先讓員工能滿意目前的工作內容與環境，如此才能以誠意來服務客戶，用心解決，讓客戶不只滿意，還要感動。因此，每年除三節獎金外，每年9月會根據上半年營運狀況加發年中獎金，且每年也會由盈餘提撥一定比例之股票，無償分配予員工。其他福利更包括每年

國內外旅遊，免費提供員工午餐、加班晚餐、北中南員工宿舍、支付全體員工手機費用、成立各類活動社團、每年健康檢查等，更於2014



電控配盤 Production Line

年於公司附近購買建地，結合周邊4家企業合作興建員工住宅，預計2019年完工，將以接近成本之優惠價格售予優秀康淳科技員工。

根留台灣 放眼國際

康淳科技希望不斷創造公司的競爭力與價值，持續根留台灣，創造就業機會，將許多關鍵技術本土化，避免受國外技術壟斷。對於國

際市場，透過標準化、模組化，讓產品於台灣生產、製造，再行銷國際。康淳科技透過不斷的創新、穩定成長、持續獲利，讓企業永續經營，讓員工以康淳為榮。■



生產線作業 Work Situation



Concord Technology Co., Ltd.(CTC) was founded in 2002, starting as an engineering company specialized in pure water system design and construction. Major customers are from high-tech electronics industry and pharmaceutical industry. By the increase of environmental awareness, people tend to assure the effective use of precious water resources. Therefore, the company started to actively develop projects of waste water recycling and high-level waste water processing. Now, the company's business is positioned as a green, energy-saving, environmental protection engineering services industry.

Hard to Start an Enterprise and Harder to Maintain It

The founder Mr. Lin, Shou-Tang, had to resign from his previous job due to the difficulty of frequent traveling to China, and decided to start this business. At the beginning, the step of seeking initial seed capital was going smoothly. However, due to a lack of customers, the company was soon facing revenue deficit issues. The founder was under great pressure of meeting cash flow break-even point. To break this bottleneck, Mr. Lin tried to seize own advantages of presentation skills and strong background in water treatments. He actively provided free training courses

for potential customers. Mr. Lin lectured weekend lessons on the subject of ultra-pure water system designed for the students majoring in environmental engineering and science in Chia Nan University of Pharmacy and Science (CNU). By this teaching experience, Mr. Lin was granted a qualified Lecturer certification by Minister of Education Taiwan. More teaching invitations from universities and invitations for seminar speeches from institutions or companies effectively increased company's exposure and brought in a steady growth.

Competitive Advantages in Product Differentiation and Value

CTC strategizes to be a turnkey solution provider from design, manufacturing, installation as well as providing high quality after services which bring the company to be more competitive in water treatment industry. Headquarters is located in The Taichung City Precision Machinery Innovation Technology Park with a spacious space and equipped with advanced tools for quick assembling, production cost control and product quality. All the automation control systems and programming are designed and assembled in house. Standardized control logic shortens troubleshooting time and keeps



林佳龍市長親臨員工住宅動土典禮 Mayor of Taichung City Lin, Chia-Lung Attended the Employee Houseing Groundbreaking Ceremony



company's know-how protected in order to build up market entry barriers against competition. Besides, five large warehouses in Hsinchu, Taichung and Tainan with area of 4,959m² are ready for abundant imported parts from Europe, U.S.A. and Japan which effectively lower the cost of goods procurement and meet customers' emergency requests. CTC set up R&D department four years ago for new technology development, pilot plant setting and testing. Laboratory is equipped with ranges of analytical instruments. These advantages of CTC lead the company to be competitive and profitable every year even during global recessions.

Satisfied Employees Lead to Satisfied Customers

To differentiate from many companies which take customer satisfaction as a main goal, CTC endeavors to ensure all employees satisfy their jobs and working environment. It effectively encourages employees to put more enthusiasm in their works and to serve customers with joy and sincerity. Employees with positive attitude tend to be more motivated to serve his customers and to deal with problems from customers.

CTC hopes to achieve high customer satisfaction level, and also be able to provide heart-touched service for customers. Therefore, CTC is offering good benefits to employees. In addition to three Chinese festival bonuses every year, in every September, the company gives an extra semi - annual bonus based on the operating conditions of the first half of fiscal year. CTC provides certain percentage of stock dividend from retained earnings for employees. Other benefits include domestic and foreign tours, free lunch, overtime meal, staff quarters, paying employees' mobile phones bills, clubs, thousands of books and DVD movies to borrow for free, and providing all employees with additional health insurance, accident insurance, health checks every year and so on. In 2014, CTC purchased 981.82m² of land with four enterprises in neighboring location at Wen-Shan road to build the employee housing. This employee housing is expected to be completed in



國外旅遊-北海道 Company Trip - Hokkaido

2019. The selling price will be just slightly different from construction cost in order to offer the best price to outstanding staff.

Act Globally with Roots in Taiwan

CTC keeps working on creating corporation value and competitiveness. By maintaining key technologies in Taiwan and avoiding technological monopoly abroad, CTC provides more job opportunities for local workers. The marketing strategy for international markets will aim at designing and producing standardized or packaged products in Taiwan to sell internationally. CTC's goal is sustaining innovation, steady growth, consistent profitability and sustainable operations. Employees are proud to be part of Concord Technology Co., Ltd. ■



綜合評語 Commentary

對能源環保日益重視的當前，該公司從事廢水回收處理工程及純水、超純水系統工程設計及施工格外有意義。自行撰寫程式及電控配盤，掌握關鍵技術，藉由完整E化提供客戶最佳的預防性維修及優質售後服務，帶動產業鏈經濟，推動台灣綠色產業，成長潛力可期。

Energy and environmental protection are now drawing more attention, making the company's specialty of wastewater recycling and treatment system engineering as well as pure water and ultrapure water system design and engineering even more relevant. Internally developed software and electrical distribution panels means mastery of key technologies. Complete informatization provides clients with the best preventive maintenance and after-sales service that drives the development of the industry chain and Taiwan's green industries. This is a company with excellent growth potential.