

第26屆國家磐石獎

The 26th National Award of  
Outstanding SMEs



# 歐群科技股份有限公司

## OCEAN TECHNOLOGIES CO., LTD.



<http://www.octece.com>



董事長 廖月照女士  
Chairman : Mrs. Sunny Liao

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推薦單位：台中市國際工商經營研究社

嶺東科技大學國際企業系

營業項目：專業細孔放電加工機製造廠

產品名稱：細孔放電加工機

Owner : Sunny Liao

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Recommended by :

International Management Council

Ling Tung University Department of International Business

Business Items :

Professional Manufacturer of Drilling EDM Machine

Products :

Drilling EDM Machine



River1000 CNC細孔放電加工機  
River1000 CNC Drilling EDM machine



River600機械手臂自動換工件  
River 600 with workpiece changer  
with robotic arm



公司大門 Company entrance



生產線作業情形 Production line



研發部門 R&D Department

歐群成立於2000年，為專業製造細孔放電加工機公司，創辦人廖月照董事長從不懂機械，到不得不去搞懂機械的過程中，秉持堅持做對的事，以不放棄、不退縮的精神，與工作夥伴共同努力，以高優質及高產值加工設備提供予客戶，並以「Ocean」自創品牌遍及模具業、刀具業、汽車業及航太業等產業，目前銷售版圖拓展至全球已超過35個國家。

### 創業艱難 穩定成長

創業前，廖董事長在一家機械廠服務，擔任業務經理一職，不料機械廠發生財務危機，原本只想幫忙解決財務問題，卻反而讓自己揹了一身債，在逼不得已的情況下，和幾位當時的同事於2000年11月共同創立歐群科技。

剛開始以設計電控及銷售放電加工機的週邊零件為主。創業第2年，歐群開發屬於自有品牌產品「細孔放電加工機」。2002年首次銷售至義大利，並參加國際工具機大展-BIMU展，跨出國際市場的第一步。也因此在展會中物色到德國伙伴-Huber GmbH & Co.KG公司。從2003年開始至今，Huber每年銷售成績皆第一名，更佔公司營收30%以上，因而使「Ocean」品牌成功行銷歐洲。

7年前歐群更進入航太市場，雖在這條陌生的道路開墾相當艱辛，惟歐群因準確的掌握航太需求增加，加上公司獨特技術，已陸續獲得多家知名航太公司的肯定及選購，而在其他行業(如刀具業)也深獲10多家知名大廠的青睞。

自有品牌「Ocean」譯為「海洋」，佔地球總面積的70%，廖董事長創業時就抱著要讓Ocean產品擁有全球70%市佔率的企圖心，經常鼓勵員工應有正確的價值觀，把品質當成首要任務，把品牌當成寶，才得以讓歐群持續創新，永續經營。

### 立足台灣 行銷全世界

歐群研發之高速細孔放電加工機，可達到高加工效率、高人均產值、低學習門檻、高產品良率的需求，應用於航太產業可大幅提高市場競爭力。目前歐群在歐洲市場銷售率名列前茅，在日本、美國也有相當的市佔率，其高CP值品質更獲得全球代理商高度的讚賞。

歐群經營穩健，深具成長潛力，在全球競爭市場中屹立不搖，持續進入世界各國的航太





獎牌獎座 Main Awards

市場領域，2016年加入航太 A-Team 4.0，  
2017年與漢翔航空工業簽署合作備忘錄，並  
持續研發航太機械，爭取國際航太商機。

### 技術領先 持續創新 響應節能減碳

歐群的核心技術來自本身堅強的研發團隊，加上德、日、美等國組合而成的國際化團隊，運作方式是由德國和美國的代理商將客戶需求及概念提供予歐群，並透過日本的技術指導，共同研發出更多符合市場需求的新產品。

產品研發創新包含利用機械手臂，達到全智能化加工，提供客戶智慧化之加工設備，透過專利高速放電迴路(HP1)可優化加工速度，比國際同業快20~40%，能源節省30%；利用高科技擴展傳統產業機械，研究發展出六軸刀具尖點補正技術（五軸同動X,Y,Z,A,B軸）實現不規則及複雜工件之細孔加工，以符合航太零件的



2016年新廠落成 2016 Factory opening

加工須求，延伸主軸的功能更可針對大型環狀工件之內孔進行垂直角度加工，如飛機之增壓渦輪機組。

未來希望在航太領域市佔率能達到50%的目標，成為航太業指定品牌；在其他領域市佔率達到70%的目標，成為細孔放電業之標竿企業。

### 善盡企業責任 用心照顧員工

歐群本著「取之於社會，用之於社會」的回饋理念，每年提撥盈餘之0.5~1%給弱勢團體，幫助弱勢特殊兒童及其家庭可得到更多照顧。同時提供在校生實習機會，希望透過實務作業，讓學生發揮所長，培養學術及實務經驗兼備之人才，進而激發潛能。

對於同仁的照顧，除提供應有員工福利外，更於2017年提供員工優秀子女每學期獎學金、每年之幼兒補助和員工優惠購屋貸款，為所有同仁創造更好的福利，未來更規劃優秀員工得以分紅入股，進入公司的管理階層，與公司一同成長進步。▲



歐群與台灣漢翔航空工業股份有限公司簽署合作備忘錄  
OCEAN Signed a memorandum of cooperation with  
Taiwan Aerospace Company (AIDC)



員工旅遊 Company travel



歐群科技股份有限公司  
OCEAN TECHNOLOGIES CO., LTD.

Ocean Technologies Co., Ltd. was founded in 2000, and is a company that manufactures professional drilling EDM equipment. From not understanding machinery at all in the beginning to eventually needing to figure out every type of machine, Ocean's founder Sunny Liao insisted on doing the right thing, keeping a persistent spirit, and not surrendering to endeavors with partners in order to provide clients with high quality and high production value processing equipment. Her own brand "Ocean" crosses the molding, cutter tool, automobile, aerospace and other industries, and its marketing territory is currently spread over 35 countries in the world.

### **Tough Entrepreneurship, Stable Growth**

Chairman Liao originally worked as a business manager in a machine plant, but the company had an unexpected financial crisis. At first, she only wanted to solve these financial problems, but she took on a great amount of debt herself. Therefore, she was forced to launch Ocean Technologies Co., Ltd. in November of 2000 with several of her colleagues at the time.

In the beginning, the company mainly focused on designing electronic controls and selling the different parts of the EDM process. In the second year, Ocean Technologies Co., Ltd. developed products under our own brand, "EDM drilling." We not only sold to Italy for the first time in 2002 but also participated in the BIMU exhibition that same year, which was its first step into the international market. Moreover, we met our German partner, Huber GmbH & Co. KG at the exhibition. Huber Co.,

Ltd. has kept its annual sales at first place since it was launched in 2003. They have also accounted for more than 30% of the company's revenue, leading our brand "Ocean" to successful promotion in Europe.

Ocean Technologies Co., Ltd. also entered the aerospace market 7 years ago. Although it was tough to do pioneering work in this new market, Ocean Technologies Co., Ltd. has been successively recognized and chosen by many famous aerospace companies due to its precise understanding of the increase in aerospace demands and the company's unique technology. In other industries, such as the cutter tool industry, we are also recognized by more than 10 famous companies.

We chose "Ocean" as the name of our brand because the ocean accounts for 70% of the total area of the earth, which shows that Chairman Liao had the ambition to make Ocean products take up 70% of the global market share when she founded the enterprise. Therefore, she often encourages employees to have proper values, make quality the top priority, and treat the brand as a treasure so that Ocean Technologies Co., Ltd. can keep innovating and operate sustainably.

### **Settled in Taiwan, Marketing to the Whole World**

Ocean Technologies Co., Ltd.'s high-speed EDM drilling can meet the demands of high processing efficiency, high output per capita, low learning threshold, and high production yield rate. It is capable of greatly improving market competitiveness when applied to the aerospace industry. Currently, the market sales rate of Ocean Technologies Co., Ltd. is the best in Europe, and it also has a very high market share in Japan and the United States. Moreover, our high cost-performance ratio earns us high praise from global agents.

Ocean is operating steadily and has deep growth potential. Moreover, we have maintained our standing in the competitive global market and continue to enter aerospace market fields all over the world. In 2016, we joined Aerospace A-Team 4.0 and signed a memorandum of cooperation with AIDC in 2017 to continuously research and develop aerospace



machinery for international aviation business opportunities.

### **Leading Technology, Keeping Innovation Moving, Saving Energy, and Reducing Carbon Emissions**

The core technology of Ocean Technologies Co., Ltd. comes from its solid R&D team. This international team is composed of talents from Germany, Japan, the United States, and other countries. The process of the team is to meet the demands and concepts of clients from Ocean Technologies Co., Ltd.'s German and American agents. We develop more new products that match market demands together through the technical guidance of the Japanese team.

The R&D and innovations of our products include using robotic arms to reach fully intelligent processing and providing clients with smart processing equipment to optimize their processing speed through High Performance Discharge Circuits (HP1). The processing speed is 20 to 40% faster, and the energy used is 30% less than other similar international companies. We use high technology to expand the machines of traditional industry, and developed six-axis tool center point correction technology (five-axis synchronization, X, Y, Z, A, B axes) to drill irregular and complex components to meet the processing requirements of aerospace parts. The extending spindle can also do processing at a vertical angle on the inner holes of large ring components, such as turbocharger units for airplanes.

We hope to reach more than 50% market share in the aerospace industry, and to become one of the aerospace industry's appointed brands in the future. Moreover, we need to reach more than 70% market share in other industries in order to be the benchmark enterprise in the EDM drilling industry.

Finally, we hold seminars for business groups (for example, the International Management Council) to share their experiences of entrepreneurship and innovation. We get useful opinions after brainstorming that gives Ocean opportunities to learn and improve.

### **Do Our Best on Social Responsibility, Take Great Care of Our Employees**

Ocean Technologies Co., Ltd. holds to the concept of "take from society, contribute to society," and donates 0.5% to 1% of surplus annually to groups that help disadvantaged children and their families get care. Meanwhile, we provide internship opportunities to students, hoping that they can use their specialties in practical applications, and that we can help them develop their talents with both academic and practical experiences that further stimulate their potential.

In addition to the original benefits, starting from 2017, Ocean Technologies Co., Ltd. will offer scholarships to excelling children of staff members each semester, subsidies for infants, and discounted loans for employees to purchase houses to create better welfare for all employees. We are also planning for outstanding employees to become assets for the management of the company, and to grow up together with company in the future. ▴

### **綜合評語 Commentary**

致力於員工技能發展，深耕工程，研發技術水準傲人，所設計產品新穎精良，已具備五軸同動加工技術，足證明其研發創新之成果，產品行銷國際，未來市場發展潛力無窮。公司小而美，對員工照顧有加，除應有福利外，也提供優秀員工購屋貸款方案，在中小企業界，誠屬難得。

Concentrated in the development of the technical skills of its employees and in-depth engineering capacity, this company has superb technological skills in research and development. It has designed the state-of-the-art products and possesses the skills of five-axis synchronization, which is the result of its innovation in research and development. With products circulated all over the world, this company is highly promising in the market development of the future. This company is compact in size but is well-established and takes good care of its employees by providing all the benefits they need and also a home mortgage loan program. It is a very nice employer among the SMEs.