



佳日科技股份有限公司

Best Sun Technology Limited



董事長 簡永昌先生
Chairman : Chien Yung Chang

負責人 Owner : 簡永昌 Chien Yung Chang

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越南平陽省台商會會長 郭毓庭

Chairman of the Taiwan Chamber of Commerce in
Pingyang, Vietnam. Guo Yu Ting

營業項目 Business Items :

1. 生產與安裝各種高、低壓配電盤
2. 承接高壓電站等電力設施設計安裝建造工程
3. 承接實現各項由企業生產和電力行業的大小電力安裝、維修、養護工程

1. Production and installation of various high and low voltage
Panel.

2. To undertake high-voltage power station and other power
facilities design and installation of construction projects.

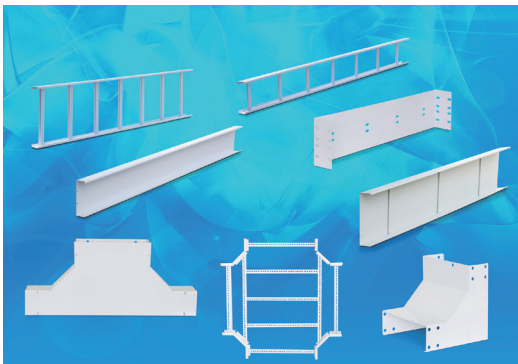
3. To undertake the realization of the production and power industry
by the size of the power installation, maintenance, conservation
works.

產品名稱 Main Products :

高低壓配電盤設計製造、客製線槽架生產製造、高低壓配電器材的
安裝與測試、承攬各類工廠建廠電氣、空調、消防工程設計與施工
Design and manufacture of high and low voltage distribution Panel,
production cable tray manufacturing, installation and testing of high
and low voltage distribution equipment, contract various factories
to build electrical, air conditioning, fire fighting engineering design
and construction.



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



產品 Product



產品 Product



辦公室全景 Company office overview



員工教育訓練
Status of education and training of employee



消防管路及偵測工程施作
Firemain system and engineering construction

佳日科技成立於2004年，以精進本業、滿足客戶需求的指導原則，藉由行銷策略規劃及多樣化的行銷通路，加上營建等各類人材的招募與培訓，讓佳日科技更趨多元化的經營，至今已構建完成各類廠房，從營建、強電、弱電、消防等工程，一條龍建造能量。

順流改變 掌握先機

簡永昌董事長因應政府實施促進產業升級條例，於1990年投資成立凌群電機，招募優秀機電人才致力各項電盤研發改良，將原有以生產住宅用電盤的生產線，擴張涉足各專業生產工廠建廠、電盤銷售及水電工程承包業務，獲有豐厚成果。

2004年隨著廠商外移向海擴張的風潮，以響應政府推動「南向政策」，簡董事長前往越南考察，看好東協各國發展遠景，決定至東南亞設廠投資，於當年3月買下同奈省龍城工業區現址土地15,000平方米土地，成立佳日科技，並於隔年建廠完成，初期以高低壓配電盤規劃設計、機械鈑金加工、金屬表面處理及靜

電粉體烤漆一貫化生產作業為主要業務，至今在簡董事長的擘劃領導下，營業範圍擴及廠房建築所有工程業務，業務範疇更已擴及北越、緬甸、印尼、柬埔寨等國家。

觀察需求 掌握關鍵

佳日科技為傳統產業，進入門檻及同業競爭相對激烈，如何在這激烈競爭環境中勝出，首先應掌握關鍵需求，在海外投資的過程所遭遇的障礙，包含各項法律、環保、消防、水電申請等法規，然而這些障礙，對佳日科技來說就是商機所在。佳日科技長期投入越南機電、消防、供水等工程領域，對於越南法令規範投入相當的研究，許多臺灣廠商來越南投資建廠，工程期間許多的法令諮詢及證照申請，皆由佳日科技協助，讓工廠各項設備能在最短期間內順利通過政府單位核准上線生產。

另，當越南中產階級增加，則民生消費品及房地產需求旺盛，是必然的趨勢。因此，佳



輸配電工程施工作
Transmission and distribution project construction

日科技未來將朝多角化經營為主軸，運用公司豐沛資金，投資有未來性之企業，並利用資源協助其攻進市場，積極佈局新興事業範疇，以贏得發展先機與優勢。

有成功的企圖才能立於不敗之地

海外創業因文化、法規、語言等因素，需面對的挑戰遠多於國內創業，簡董事長在青年時代，曾有出海捕魚打工經驗，在汪洋大海行船過程，領悟出「在瞬息萬變的大時代潮流中不進則退，不當一個開疆闢土的勇士，就會被潮流淹沒而黯然退下舞台」的人生座右銘，所以簡董事長面對事業困難挑戰就只二個字「克服」，對待員工的期許，他常常說：「要做就做最好的，成為最具規模的，不然就不要做」來勉勵員工。

回饋家鄉 繁榮在地

佳日科技積極參與贊助僑社活動，尤其是華語學校的交流與襄助。每年也至臨僑社辦



自動化配電盤生產線
Automatic distribution panel production line

理人才招募說明會，延攬優秀華人子弟至公司任職，並提供相關教育訓練，培訓成為可獨當一面管理幹部，現在公司即有一批優秀中階管理幹部（如電盤廠副廠長等），即循此一管道系統培訓而來。

佳日科技在越南有200多位越籍員工，公司從臺灣招募優秀臺籍幹部，除來帶領越籍員工完成工作外，亦希望臺籍幹部能無私的將工作經驗傳承，幫助越籍員工學習與成長。另外，佳日科技也積極參與僑社及臺商會的各項活動，主要幹部擔任理事與顧問等要職，提供在地發展經驗給予有心來越南發展之臺資企業參考。▲



Based on the long-term guidelines of making continuous progress and meeting customer demands, Best Sun Technology, Ltd. has completed construction for various types of plants, ranging from construction, strong electricity, weak electricity, fire protection and other projects. One-stop energy construction has been set up through marketing strategy planning through a variety of channels, together with personnel recruitment and training of construction workers and others, for more diversified businesses.

Follow the Flow of Change, Master Initiative

In the 1990s, in response to the government promoting industrial upgrading regulations, Chairman Chien Yung-Chang established Best Sun Ling Chung Technology Co., Ltd in 1990 out of the need for all kinds of traditional industries to coordinate domestic high-tech industry development and upgrade with the rapid development of the electronics industry. The company recruited excellent mechanical and electrical personnel committed to the research & development of the electroplax, and the business expanded from its original production line of residential electroplax to professional production plant construction, electroplax sales, and the hydropower project contracting business, from which have come many fruitful results.

In 2004, along with the wave of expanding manufacturers abroad and responding to the government's promotion of the "south policy," chairman Chien Yung-Chang came to Vietnam to study. He was optimistic about the development prospects of ASEAN countries, so he decided to set up factories in Southeast Asia. After visiting Vietnam in January of 2004, the chairman bought site land of 15,000 square meters in the Longcheng Industrial Zone of Dong Nai province, Vietnam in March of 2004. The initial investment amount was \$4 million USD to set up Best Sun Technology company. The factory construction project completed in 2005. At its initial stage, the main business was high & low voltage distribution board planning and design, mechanical sheet metal processing, metal surface

treatment, and electrostatic powder paint production operations. So far under the leadership of Chairman Chien, the business scope has expanded to the plant construction of all engineering business, and extended to North Vietnam, Myanmar, Indonesia, Cambodia, and other countries and regions in recent years.

Introducing Information, Staying Rooted

The management thinking for the Best Sun Technology company in Vietnam still keeps Taiwan's corporate management thinking at its center, so special attention has been paid to the cultural concept of unity as the enterprise's value. Although the appointment of Vietnamese staff is not excluded, the appointment principle is Vietnamese Chinese-based. In order to recruit the local outstanding Chinese in Vietnam to serve the company, the company also actively participates in sponsoring the activities of the overseas Chinese community nearby, especially the Chinese language schools. Chairman Chien asks the staff to report their personal participation, and he himself has served as the General Counsel of "Treasure Chinese School" in Dong Nai province. In addition, every year the company holds a recruitment briefing session from Chinese language schools in the overseas Chinese community nearby to recruit outstanding Chinese to work in the company, and provide relevant education and training to let them become independent management staff. Now the company has a group of outstanding mediate management staff (such as the deputy director of the electroplax factory and others), that is, people to follow the pipeline system training.

Observe Demand, Master the Key

The Best Sun Technology company is a traditional industry, and so the enterprise threshold and horizontal competition is relatively intense. For how to win in this highly competitive environment, we must first grasp its key needs. The biggest obstacle for foreign companies investing in Vietnam to set up factories is the law, environmental protection,

fire protection, water supply, electricity, and other regulatory procedures. But the other peoples' barriers are business opportunities for Best Sun Technology company. The company has been involved in the Vietnamese electromechanical, fire protection, water supply, and other engineering fields more than 10 years, and considerable human resources have been put into the study and collection of relevant Vietnamese laws and regulations. There are many domestic manufacturers investing in and building factories in Vietnam. The professional staff from our company has helped them with much decree consultation and license application during the project to help factory facilities approved by government units in the shortest period of time to realize smooth on-line production. These places include Ruhong Textile and He Jing Steel. Our company has the honor to participate in the construction of these domestic manufacturers' factories in Vietnam and is happy to see that these factories from domestic manufacturers can grow and develop greatly and thus enhance national competitiveness.

Along with the increase of the Vietnamese middle class, the great demand of consumer goods and real estate is an inevitable trend, so in the future diversification will be the principal axis for Best Sun Technology. Abundant funds will be invested in the enterprises with the greatest potential. The company will use these resources to help them enter the market, and actively manage the scope of newly-developing fields to win development opportunities and advantages.

Successful Attempts Can Be Invincible

Because of culture, regulations, language, and other factors, overseas entrepreneurship needs to face far more challenges than domestic entrepreneurship. Chairman Chien Yung-chang had sea fishing experience in his youth and he realized the motto of life, "In the ever-changing trend of the times, not to advance is to go back. Being a warrior without pioneering the frontiers, you will be submerged by trends and sadly retreated to the stage." So chairman

Chien Yung-chang has only one word, "overcome," when facing career challenges. To encourage the staff, he often says, "do the best, become the biggest, otherwise do not."

Give Back to Your Hometown for Local Prosperity

Our company has more than 200 Vietnamese workers and also recruits excellent staff from Taiwan. In addition to leading the Vietnamese staff to complete work, the company hopes that staff from Taiwan will be selfless in teaching their work experience to the Vietnamese staff and helping them grow. Moreover, the company also actively participates in the activities of the overseas Chinese community and the Taiwan Chamber of Commerce. The main staff also serve as directors and advisers, and provide local development experience to Taiwan enterprises that intend to invest in Vietnam as reference. ▲

綜合評語 Commentary

隨當地經濟發展與產業環境，調整經營方向，以多角化經營布局新興事業，贏得發展先機與優勢，為越南最具規模的專業電盤廠。積極參與並贊助越南台商活動，配合政府新南向政策，為南進台商提供服務與經驗，促進台越雙邊實質關係，回饋社會不遺餘力。

This company has adjusted its business directions using the diversified operation management method to layout into the emerging businesses according to the local economic development and industrial environments in order to achieve the development opportunities and advantages and become largest professional electric panel factory in Vietnam. They have also actively participated and sponsored numerous business partnership events for Taiwanese merchants in Vietnam, offered services and experiences to the south-bound Taiwanese merchants in collaboration with the government's new South-Bound Policy, and promoted the bilateral relations between Taiwan and Vietnam. This company has spared no effort in contributing to the society.