



東昌電機責任有限公司

TONG CHANG ELECTRIC MACHINERY CO., LTD.

負責人 Owner : 張慶煌 CHING HUANG CHANG

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推薦單位 Recommended by :

越南平陽省台商會

世越銀行平陽分行 Indovina Bank Ltd. (IVB)

兆豐國際商業銀行—鹿港分行

營業項目 Business Items :

工程事業部、機電空調工程、建築工程、給排水及消防工程、
製程配管系統工程、配電盤事業部、高低壓配電盤設計規劃製造、
發電機並聯盤設計規劃製造、線槽架製造、精密鈑金事業部、
金屬鈑金設計 沖壓、雷射切割、折曲、焊接、組裝、電腦
事業部、機房設計規劃

A. Engineering Division :

1. Electrical & HVAC System
2. Construction Turnkey Project
3. Water Supply & Fire Protection System
4. Mechanical Piping Project

B. Switchgear Division :

1. High-Low Voltage Switchgear up to 40.5kv
2. Genset Synchronization Panel
3. Cable Tray / Duct

C. Metal Sheet Division :

Sheet Metall Fabrication, Punch, Laser Cutting,
Bending, Welding

D. IT Division :

Data Center Service

產品名稱 Main Products :

機電空調工程、建築工程、給排水及消防工程、製程配管系統工程、
高低壓配電盤、發電機並聯盤、金屬鈑金設計 沖壓 雷射切割 折曲 焊接 組裝

Electrical & HVAC System、Construction Turnkey Project、
Water Supply & Fire Protection System、Mechanical Piping Project、
High-Low Voltage Switchgear up to 40.5kv、Genset Synchronization Panel、
Sheet Metall Fabrication, Punch, Laser Cutting, Bending, Welding



董事長 張慶煌先生

Chairman : CHING HUANG CHANG



www.tcem.com.vn



● 高低壓配電盤 High-Low Voltage Switchgear up to 40.5kv



● 公司全景 Company Overview



● 現場施工 Work Situation



● 生產線 Production Line

「誠信」是東昌電機不變的理念，東昌電機對於專業技術及知識不斷地學習不斷的前進，跟著世界的腳步求新求變，扎實努力地走每一步，永不退縮。

永續經營

1986年在臺灣創立專業配電盤廠，經過10年的努力，正式進駐彰濱工業區，大量生產高低壓配電盤，提供快速且客製化的服務。2004年看準海外市場，張慶煌董事長全心投入越南、緬甸、柬埔寨、印尼、菲律賓、印度等東南亞市場。

東昌電機經歷國際金融海嘯、排華暴動等，重新思考公司的方向及定位，在2008年張董事長落實永續經營之理念，為改革及創新以適應環境的變化，正式轉型為EPC工程統包公司，給所有至越南投資的公司，全方位的专业服務。

如今成長為越南最具代表性的工程公司，專業領域包含營造、機械配管安裝、水電工程、空調通風、消防及高低壓配電盤設計製

造，近期大型投資案為建大輪胎、遠東紡織、正隆造紙、寶成集團、越南汽車大廠、德國及韓國大廠等皆為東昌客戶。

企業文化

公司就像是家一樣，對內每個人都是家庭的一份子，本應互相幫助，對外東昌電機積極參與各項公益活動；人與人之間，秉持著張董事長的初心「真心真誠」。

除熱心投入各項僑團活動外，也參加扶輪社贊助並推動「扶輪之子」計畫，認養更多需要幫助的孩童。在教育方面，培養學生成為具有專業技能之人才，配合臺灣各大學及科大在每年提供臺灣學生海外實習的機會。雖主要著重於海外發展，但依然不忘回饋鄉里，熱心支持家鄉地方活動，在今年為感謝在地信仰－康王元帥的庇佑，正式興建廟宇。

行銷策略=品質X誠信X客製化

有別於一般傳統工程公司惡性競爭，注重穩扎穩打的基礎，東昌電機不打價格戰，不惡意攻擊競爭對手，以品質、誠信及客製化來服

務客戶，適應在地文化，調整管理風格，除了專業台籍技術人員外，從創立以來不斷培訓當地人才，積極輔導在地人才考取專業證照，透過當地專業人才來領導新進員工，也希望能夠落實「思維全球化、行動在地化」。

東昌電機與各機電大廠如：三菱、ABB、施耐德等合作，不斷地開發新技術，為求速度及品質，持續地更新軟硬體設備，同時擁有臺灣及越南專業電機技師，能隨時掌握法令的更改並嚴格執行內部稽核。

東昌電機跟進政府所提倡之新南向政策，在越南已經耕耘許久，能替臺商們建立廠房且

提供經驗及資源的分享；對於越南政府積極簽定貿易協定，產品出口至其他貿易國也能享有關稅之優惠。

創新研發

張董事長常說：「天道酬勤、地道酬善、人道酬誠、商道酬信、業道酬精。」對於工作東昌電機帶著誠信、專業的態度面對每一位客戶，擁有穩健扎實的基礎，才談得上創新，東昌電機不做一次性生意，要求完美，以自有品牌來推出專業的標準盤體，儘管到現在已經經歷過幾百個大型建廠的訓練，面對每一次新的工程依舊戰戰兢兢，從不鬆懈。▲

"Integrity" is the philosophy of our company. We always learn professional technology and knowledge. We work hard and never give up.

Sustainable Operation

In 1986, the company established a professional switchboard factory in Taiwan. After 10 years of hard work, it entered the Changhua costal park service center in 1998 to produce High-Low Voltage Switchgear up to 40.5kv, providing faster and more customized services.

In 2004, the overseas market was expected, and the Chairman decided to invest in Southeast Asian markets such as Vietnam, Myanmar, the Philippines, Cambodia, India and Indonesia.

We experienced the Financial crisis of 2007–2008 and the Chinese Exclusion demonstration. At the end of 2008, the chairman of the board of directors had the concept of sustainable management and reform and innovation, and transformed into an EPC (Engineering, Procurement & Construction) company



● 建大輪胎作業情形 KENDA Work Situation



● 技術合作 Techwcal Cooperation MITSUBISHI



● 年度慈善公益活動 Charity Event

to provide the most professional services to companies investing in Vietnam. As the most representative engineering company, the professional fields include construction, mechanical piping installation, hydropower engineering, air conditioning ventilation, fire protection, high and low voltage switchboard design and manufacturing, and recent large-scale investment projects to KENDA, Far Eastern Manufacturing, CHENG LOONG, POU CHEN GROUP.

Company Cultures

The company is like a family. Everyone is a part of the family, helping each other and participating in charity campaigns. Adhering to the chairman's teaching - treat everyone with sincerity. Enthusiastically investing in the Overseas Community Affairs Council, they also participate in the Rotary Club and adopt children who need help. In education, we help students become professionals with professional skills and provide opportunities for Taiwanese students to practice internships overseas. We still have not forgotten to benefit the community, enthusiastically support local activities, and formally

build temples this year.

Marketing Strategy= Quality x honesty x customize

We serve our customers with quality, integrity and customization. Adapting to local culture and adjusting management style, in addition to professional Taiwanese technical personnel, we also train local talents tutors local talents to obtain professional licenses, teaches new employees through local talents, and hopes to implement "thinking globalization, action localization". In cooperation with Mitsubishi, ABB, Schneider and other companies to develop new technologies, we have better speed and quality. We also upgrade hardware equipment, and we have Professional Electrical Engineer from Taiwan and Vietnam. We can keep track of changes in laws and regulations.

Innovation, and Industry Value Added

We have an honest and professional attitude to the customer, demand perfection, and launch professional standard products with our own brand. Despite the training of large-scale factory building, we will also do our best to meet the new project requirements. ▲



為越南具代表性專業統包工程公司，致力研發為客戶節省設計及規劃時程，技術與工程品質深受越南台商肯定，營收持續成長且獲利佳。負責人熱心參與僑社團體活動，秉著飲水思源，回饋鄉土的心情，提供臺灣學子海外學習機會，提攜後進。

As a typical professional turnkey engineering corporation in Vietnam, Tong Chang is dedicated to developing processes that save customers' time on design and planning. Its technology and engineering quality share a high reputation among Taiwanese businesspeople in Vietnam and this contributes to a continuous growth with high profits. The superintendent takes part in overseas compatriot group activities enthusiastically and provides overseas learning opportunities to Taiwanese students to groom the younger generation with the spirit of giving back to the homeland.