



越南精密工業股份有限公司



VIETNAM PRECISION INDUSTRIAL JOINT STOCK COMPANY

越南精密工業（VPIC）創立於1994年，深耕越南迄今已25周年。採多角化經營，致力於生產汽機車零件、醫療器材、模具、電動車、電動腳踏車、ATV成車生產、卡車零件、家用產品零件。

從台商做到日商，從重機做到醫療床

1992年，臺灣的三陽SYM機車看重越南潛在機車市場，偕供應鏈夥伴前進越南。1994年，VPIC李育奇董事長領軍，成為三陽供應商。

在初到越南，訂單不足的情況下，李董事長積極拜訪供應商，得到YAMAHA集團的青睞，成為第一家打入YAMAHA供應鏈的越南台資企業。並提升自動化生產—以日本Panasonic機械手臂取代人工焊接。

2002年，成為加拿大Bombardier公司全球供應商，生產雪車、水上摩托車、沙灘車等休閒車輛的車體零件。並於同年與日本第二大醫療床公司PLATZ合作，獲日本JIS頂級認證，跨足醫療設備體系。2011年，成立子公司勝邦金屬，專營醫療病床事業。

VPIC，在重機產業的地位如同手機產業裡的鴻海。2008年與杜卡迪、2013年與哈雷成為他們的全球供應夥伴。2014年，創設全球動力集團（GPMI），專業製造電動機踏車與哈雷、杜卡迪、BMW生產線。

這25年一路走來，李董事長總是思考如何開發下一個沒人要做的最困難市場。因為只要攻下灘頭堡，就是別人很難切入的藍海市場。

以人為本的經營理念

以著專業、服務、創新、效率、品質與福利經營，VPIC持續成長。在機車產業裡，代工義大利杜卡迪、美國哈雷等超跑級重機車架；在醫療產業裡，打入頂級醫療床供應鏈—日本第二大醫療床大廠PLATZ。VPIC公司經營之理念，秉持著「三滿意」：顧客滿意、股東滿意、員工滿意。以好還要更好、永續經營為目標，企業文化的精髓：「要先想如何幫客戶解決問題，再想如何賺錢。」

VPIC的經營團隊有如一輛汽車，每個人好比其中的零組件，充分發揮各自應盡的職責，讓VPIC跑得又快又穩。

公司架構大致分成三大塊：投資、利潤與成本。投資中心以董事會為首，進行公司投資計畫。利潤中心以各級主管、業務團隊為核心，蒐集市場資訊，擬訂行銷策略與制定價格。成本中心則以協理與生產部門為首，力求提高產能、降低不良與控制成本。出貨前充分檢驗、確保交貨品質與日期。

VPIC深耕越南25年，深知本土化的重要性與迫切性，一直積極貫徹「在地化」管理，培養員工能力。目前GPMI總經理，即由越籍專業經理人擔任，在越南台商可說是首開先例。各個重要職務的一級越籍主管，均可獨當一面，達成公司年度目標和任務。

為了這些優秀的人才，VPIC依工作績效適時地調整薪資、提供績效獎金與年終獎金。定期舉辦專業課程與語言課程，提升員工與幹部的知識、管理技巧與工作效率，並定期舉辦員工旅遊。2017年，VPIC集團更帶領600位優秀員工到臺灣旅遊，讓優秀員工認識VPIC的故鄉臺灣。

回饋社會：熱心公益、力求環保

VPIC曾榮獲同奈省臺灣商會慈善活動優良企業、協助新進台商解決相關政府機關手續的困難；並多次代表台商企業向省政府與中央政府會談爭取台商權益，同時也捐贈越南峴港醫院醫療床。另，公司ISO-14001的取得，證明VPIC全體員工有效地執行環境管理系統並獲得ISO 50001能源管理系統，為全球企業提升能源績效，減少對環境的危害。



Chairman

李育奇

Lee Yu Chi

董事長 李育奇 先生

Chairman : Mr. Yu Chi, Lee

負責人：李育奇

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推薦單位：1. 駐胡志明市台北經濟文化辦事處
鍾文正處長

2. 資誠聯合會計師事務所 周建宏所長

3. 越南臺灣商會聯合總會 沈憲煜總會長

4. 越南臺灣商會聯合總會同奈分會
吳明穎會長

營業項目：金屬沖壓、焊接、鍛造、脫蠟鑄造、壓鑄、雷射切割、CNC精加工、模具製造、粉體/液體/電著塗裝、電動機車/腳踏車組裝線

產品名稱：生產汽機車零件、醫療器材、模具、電動車、電動腳踏車、ATV成車生產、卡車零件、家用產品零件

Owner : Yu Chi, Lee

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Recommended by :

1. Taipei Economic And Cultural Office Ho Chi Minh City, Vietnam, Director-General Chung, Wen-Cheng

2. Pricewaterhousecoopers (Pwc) Accountancy Firms In Taiwan, Chief Zhou

3. The Council Of Taiwanese Chambers Of Commerce In Vietnam, Chairman Shen

4. The Council Of Taiwanese Chambers Of Commerce, Branch Of Dong Nai In Vietnam, Chairman Wu

Business Items : Metal Stamping, Welding, Forging, Lost Wax Casting, Die-Casting, Laser Cutting, CNC Machine, Mold Manufacturing, ED/Powder Coating & Liquid Painting, Electrical Motorcycle/Bicycle Manufacturing & Assembly

Products : Automotive parts、Motorcycle Components、Health Care Equipment、Mold & Tooling、Electrical cars、Electrical bicycles、ATV Production、Reactional Vehicles、Home appliance items



1. 臺灣各大學參訪
Universities from Taiwan Visted to VPIC in Vietnam (2016)
2. 獲客戶龐巴迪公司肯定 Bombardier Awarded VPIC
3. VPIC員工旅遊臺灣 VPIC's Company Trip to Taiwan

Vietnam Precision Industrial Company (VPIC) established in 1994, it has been developed for 25 years. Our company has applied diversification strategy, products including Automotive parts, Motorcycle Components, Health Care Equipment, Mold & Tooling, Electrical cars, Electrical bicycles, ATV Production, Reactional Vehicles, and Home appliance items.

Sale from Taiwan to Japan, Manufacture from heavy motorcycles to medical beds

In 1992, Taiwan SYM Mortors saw the potential of Vietnam market, headed to Vietnam with its partner of supplier chain. In 1994, VPIC Chairperson Lee Yu Chi led our company to become one supplier of SYM.

Since VPIC just came to Vietnam, we didn't get enough sell orders. Our leader Chairperson Lee thus regularly visited each manufacturer, and got admiration from YAMAHA. Among YAMAHA's suppliers, we were the first Vietnamese company with 100% Taiwan investment. Also, we increased the rate of automatic production. We used Panasonic robotic arms instead of humans for welding.

In 2002, our company became global supplier of Canadian company Bombardier, with the

production of mobile parts of Ski-Doo, Sea-Doo, and ATV Sport Utility Vehicles.

At the same year, our company had established partner relationship with PLATZ, the second biggest Japanese company of medical beds. We gained credibility of JIS (Japanese Industrial Standard) identification, therefore, our production items have also included medical devices. In 2011, VPIC established the subsidiary company, Sheng Bang Metal that specialized in production of medical beds.

VPIC's position in heavy motorcycle markets, can be compared to HTC in mobile markets. VPIC has become global suppliers of Ducati (in 2008), and Harley-Davidson (2013).

In 2014, VPIC established Global Powersports Manufacturing Incorporation (GPMI), focusing on manufacturing electrical vehicles, and production line of Harley-Davidson, Ducati, and BMW.

Within these 25 years, our chief leader has always been considering to develop a new market which others had thought hard to develop. He believed that once we reached into the sea—broke into a new market, we can have broaden sea—numerous customers.

Business philosophy: people-oriented

With profession, service, innovation, efficiency, high-quality, and welfare, our company has flourished. In the industry of motorcycle, we produce front frame of heavy motorcycles on an OEM (original equipment manufacturer) basis, such as Italian Ducati, and American Harley-Davidson.



李董事長向公司高級幹部開會
Chairman Lee, meeting with VPIC management team



教育訓練 Employee Training

In medical industry, our company had developed systematic and reliable production line for medical beds—PLATZ.

VPIC has always considered to manage our company with satisfactions from customers, shareholders, and employees. We aim to be better than better. Our slogan is, “we need to consider how to solve the problem from customers, before we make money.”

Our management team is like a car system, everyone is one of its components, pays full responsibility, and makes VPIC run fast and smoothly.

The organizational structure of VPIC can be divided into three parts, investment, profit and cost. Investment is managed by Board of Directors, performing investment plan. Profit has been schemed by competent authorities and sales team to collect information from market, to develop marketing strategy, and to set up product pricing. Cost is controlled by managers and production department, they have devoted in improving production efficiency, lowering the rate of non-conformity and controlled carrying cost. Before shipping the goods, our company will take full test to ensure the quality of the goods and make orders on time.

VPIC has developed in Vietnam for over 25 years, we know how important and urgent localization is, so we’ve always been carried our management plans through localization, to cultivate employees’ ability. Currently, our General Director of GPMI is Vietnamese. Among Vietnamese companies—with Taiwanese investment, our company was the first to do so. In our company,

Vietnamese served as supervisors and even managers, they were competent of working independently to accomplish annual plans and assessment.

To treasure talents in our company, according to work contribution, we’ll have salary adjustment, and offer contribution payment and annual profit. We will regularly give course to our employees to improve their knowledge in work, management and language skills. We also have regular company trip. In 2017, VPIC took 600 well-performance employees to have a trip in Taiwan, so as to let them know the motherland of VPIC.

CSR: public welfare and environment protection

VPIC once received awards of the best entrepreneur in donation activities, held by The Council of Taiwanese Chambers of Commerce, Branch of Dong Nai in Vietnam. We assisted Taiwanese company that first visited in Vietnam in resolving the difficulty in application of government documents. For several times, as a representative, VPIC had meetings with government to seek for rights of Taiwanese company in Vietnam. Also, our company had donated medical beds to Vietnam Đà Nẵng hospital.

Our company obtained ISO-14001, which proved our company to manage environment system effectively. With the identification of ISO 50001 energy system, it proved that our company continuously improved power efficiency and decreased the damage to environment.



- OVERVIEW
- HISTORY
- OPERATION PRINCIPLE
- FACILITIES**
- CUSTOMERS
- PRODUCTS
- CONTACT



1



2



3



4

1. 生產線 Production Line
2. VPIC 20周年紀念運動會
20th Anniversary Golf Tournament
3. 李董在米蘭車展，接受臺灣電視媒體的採訪
Chairman Lee was interviewed by social media from Taiwan during Exchange Exhibition Of Cars, Motorcycles and Spare Parts in Milan
4. VPIC 新年活動 New Year Activities

綜合評語
Commentary

企業的資本與技術高度結合，研發多項創新產品，並從加工轉型成工業自動化與國際大廠合作，成功於海外經營。企業積極辦理慈善捐助、協助當地台商會和政府活動，拓展實質經貿交流，且成功深耕於越南，在企業經營及社會貢獻可為台商在越南的表率。

By highly integrating capital and technology, Vietnam Precision Industrial has developed a range of innovative products and has transformed from a processing plant into an industrial automation solution provider collaborating with world-leading enterprises, becoming a successful overseas Taiwanese business. In addition, it spares no effort to donate and assist with the activities of local Taiwanese business associations and the Vietnamese government. Apart from expanding substantial economic and trade exchange, it has successfully developed the Vietnamese market, making it the model of business operations and social contributions of Taiwanese businesspeople in Vietnam.