

# ETEK AUTOMATION SOLUTIONS JSC COMPANY PROFILE

**ETEK AUTOMATION SOLUTIONS JOINT STOCK COMPANY** is a member of **TAN PHAT ETEK** cooperation and has become a pioneer in providing **Total Automation Solutions** in Vietnam.

Name of company	<b>ETEK AUTOMATION SOLUTIONS (ETEK)</b>
Founded year	2006
CEO	Nguyen Trong Thuong (Mr)
President & Founder	Nguyen Quoc Dat (Mr)
Parent Company	Tân Phát ETEK



**ETEK – GO GLOBAL**

Started with 6 members

Business expansion

2006

- Area : 25m<sup>2</sup>
- Employees : 6



ABB has cooperated with ETEK since 2010 and now ETEK is authorized as a Provider Value by ABB.

Engaged in Industrial Automation solution business. Canon, Denso, Toyota are our first Japanese customers



Factory Automation Solutions  
Education Training Equipment

2012



Continued to cooperate with major partners on packaging solutions and Vision

- Area: 250m<sup>2</sup>
- Employees : 48

2016



Life Automation Solutions  
Factory Automation Solutions  
Education Training Equipment

2017 - 2021



Providing total automation solutions, being a strategic partner of many large firms, demonstrating the general contractor's ability in implementing a series of large-scale projects with high difficulty.



# Technical resources

140+

- Mechanical Design Engineer → 32
- Electrical Design engineer → 41
- Installation → 41
- Services → 11
- Project Manager → 12

## Typical ETEK Engineer Profile

- 5+ Years experience
- Training and hands-on experience on Projects of ETEK and ETEK Training and Application Development Center
- The Engineering lead of at least 4 major projects



# Infrastructure



HQ - Hanoi



Assembly  
workshop  
3000 m2



Training &  
Applications  
development  
center



Hải Phòng



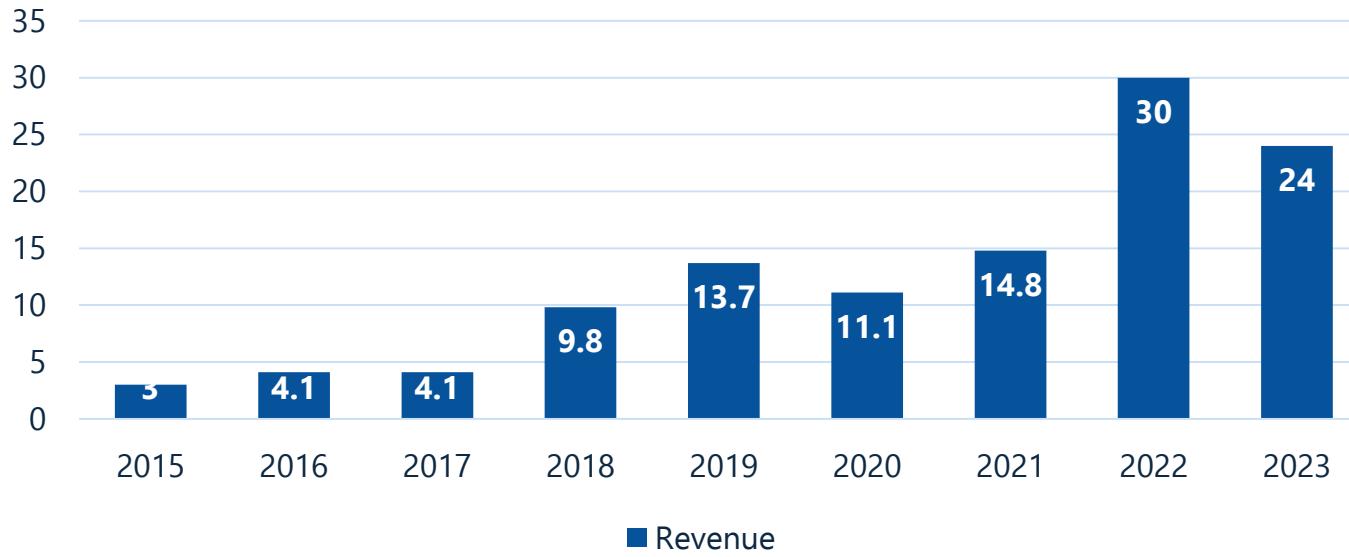
Chi nhánh Vinh



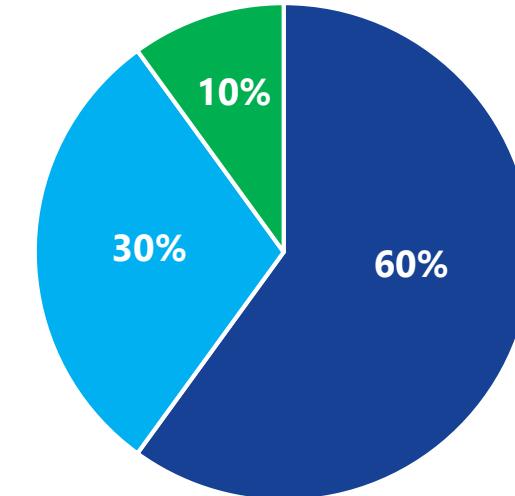
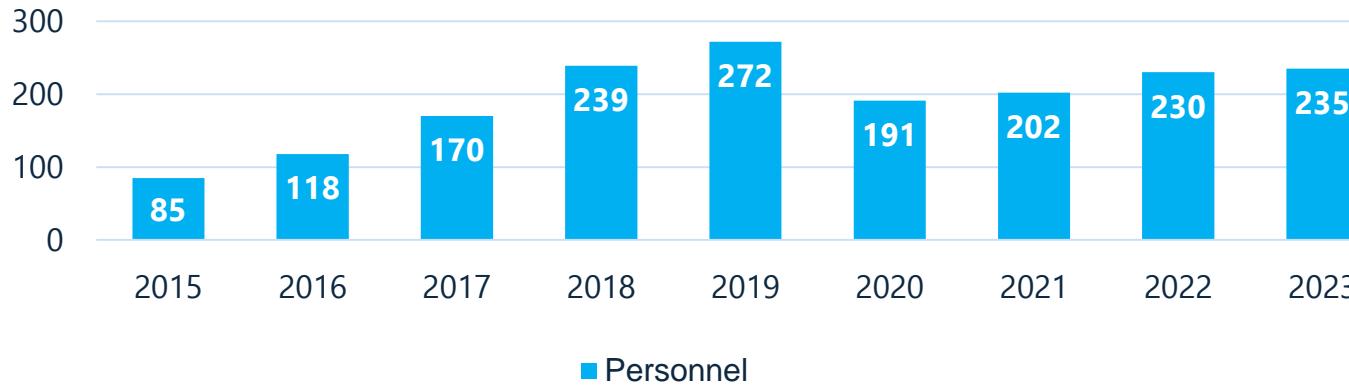
Chi nhánh Hồ Chí Minh



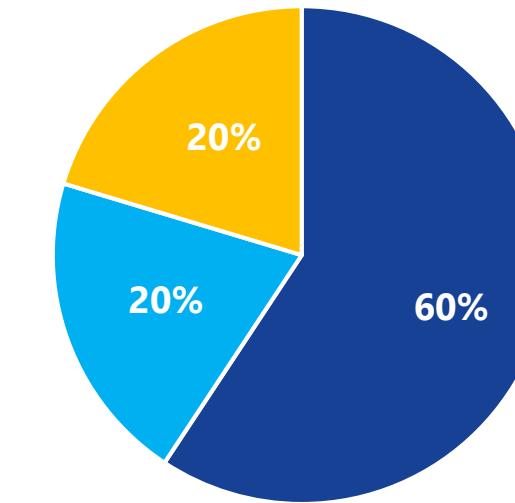
## Revenue (Million USD)



## Personnel

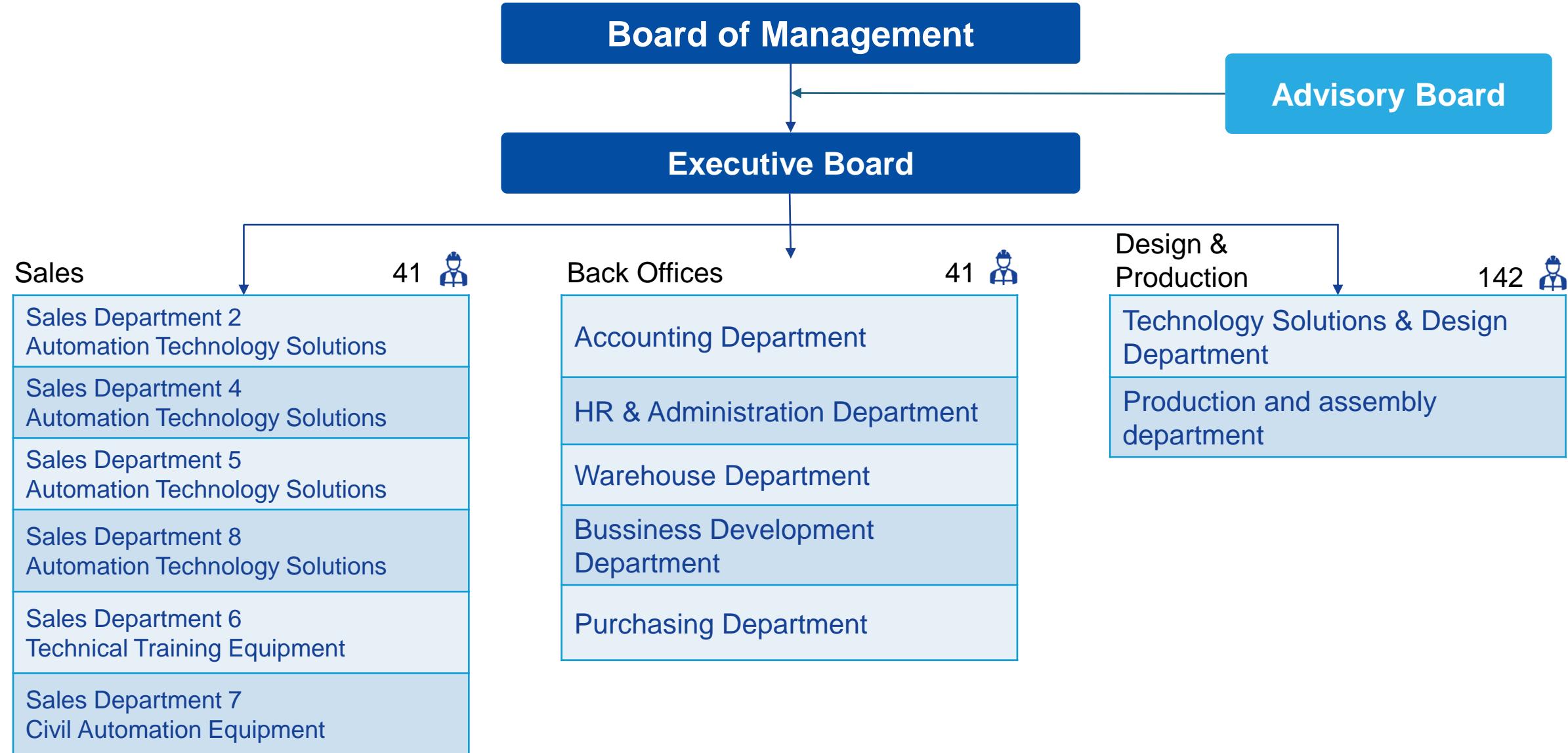


■ FAS  
■ ETS  
■ LAS



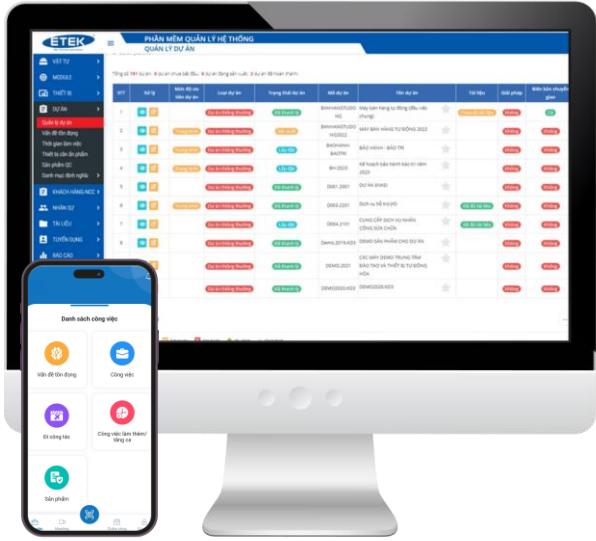
■ Technical  
■ Sales  
■ Office

# Organizational Structure

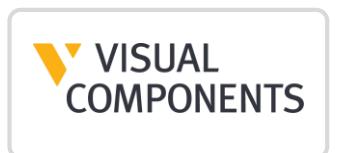


# Management and Engineering Design Tools

## ◇ ETEK management system



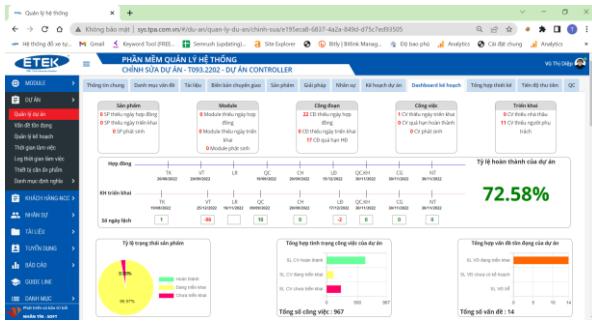
## ◇ Engineering design tools



## ◇ Quality Management



# Systems & Process



Projects  
Management



ETEK  
Systems &  
Process



Knowledge  
management



## CERTIFICATE OF REGISTRATION



The Quality Management Systems of  
**ETEK AUTOMATION SOLUTIONS JOINT STOCK COMPANY**  
No. 180 Phan Trong Tue Road, Thanh Liet Commune, Thanh Tri District,  
Hanoi City, Vietnam  
has been audited and found to conform to

ISO 9001:2015

for the following activities

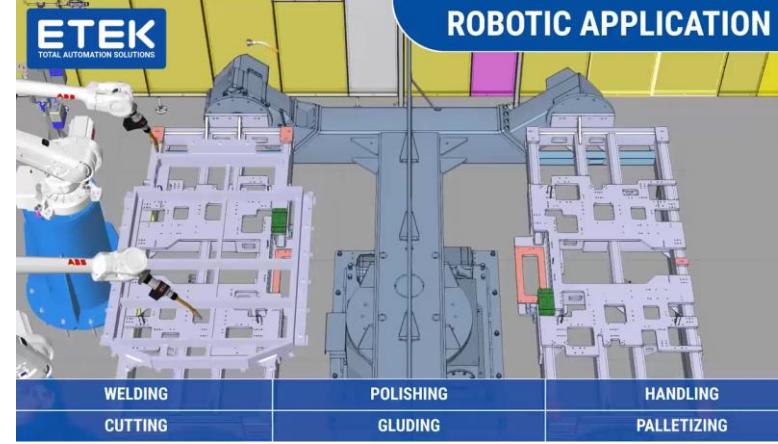
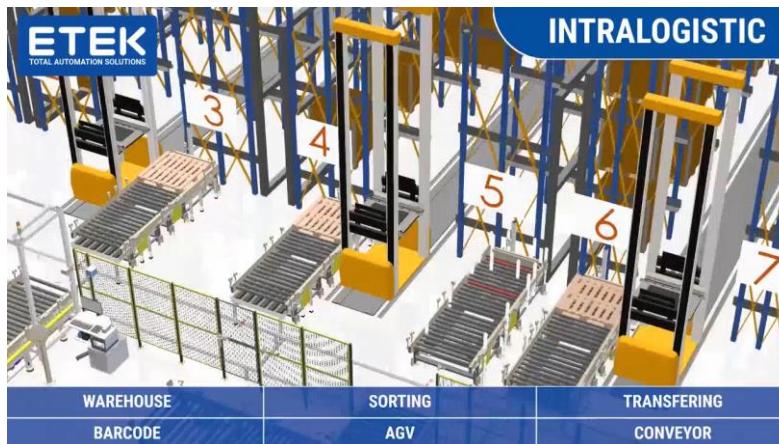
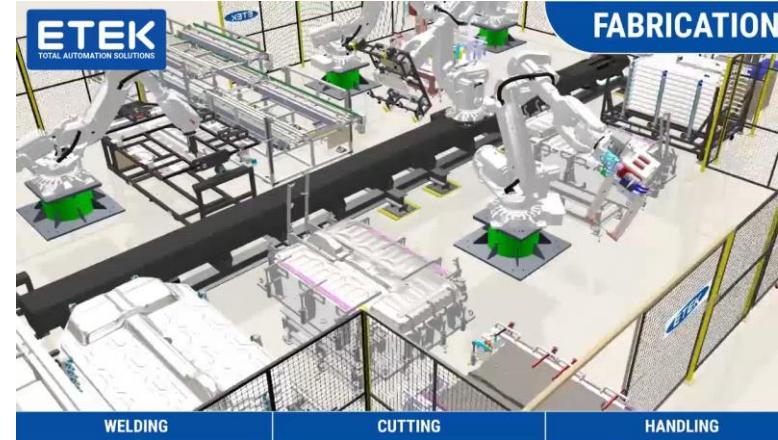
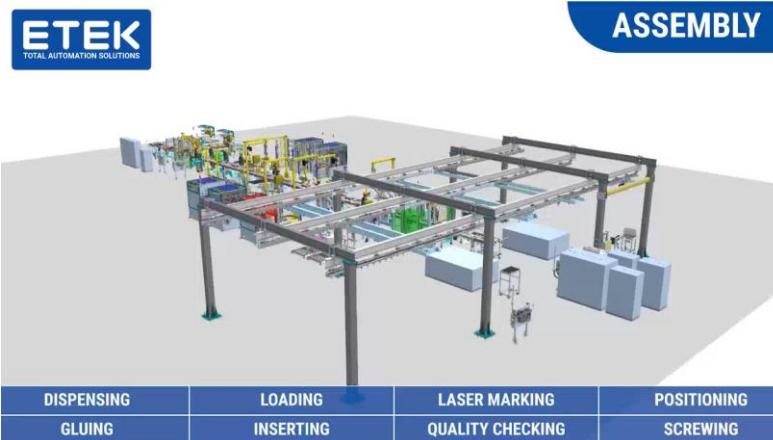
Manufacture, Trade and Provision of  
Technical Advices of Electric and  
Automation Equipment

Date of Issue: 04 July 2022 Date of Expiry: 12 June 2025 Initial Certification: 12 July 2013

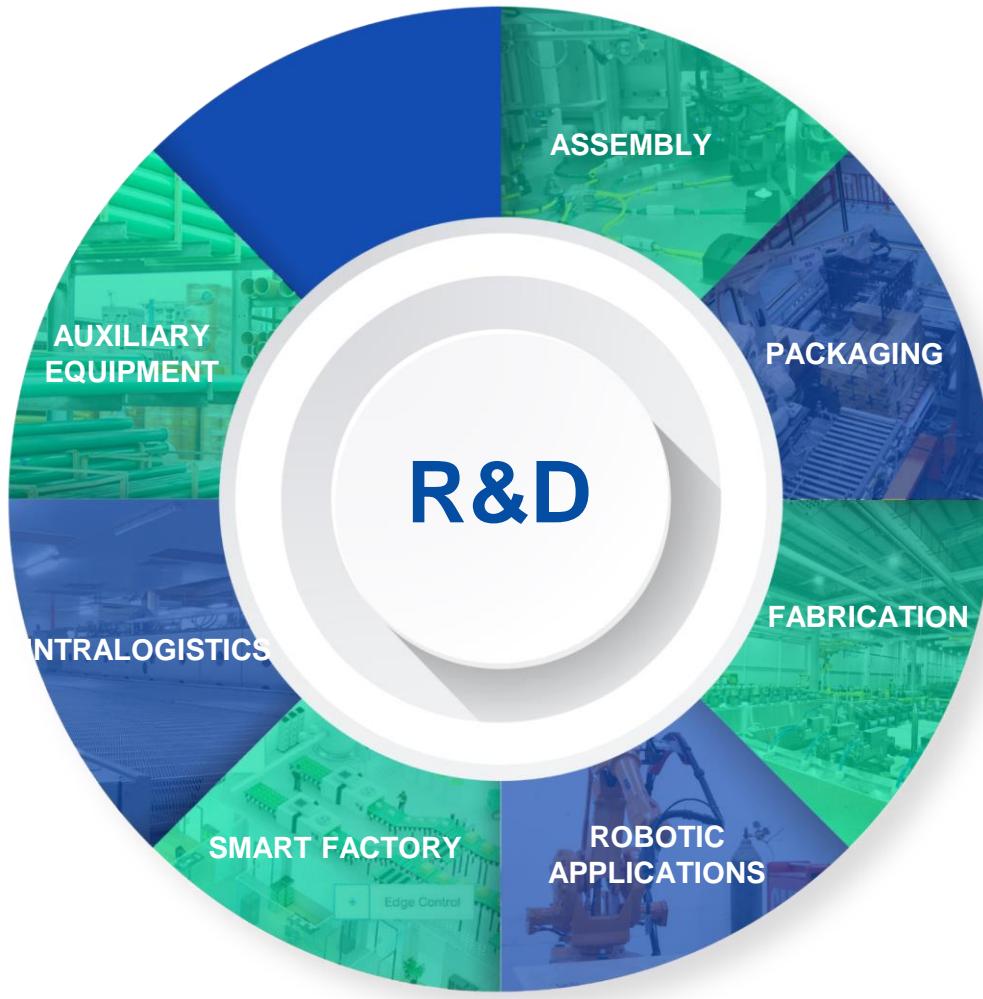
  
Goverian Independent Certification Ltd  
Approved in England  
Independent Certification Authority Approved ICA  
Accredited by Member of the IAF MRA



# 3D Simulation Tool



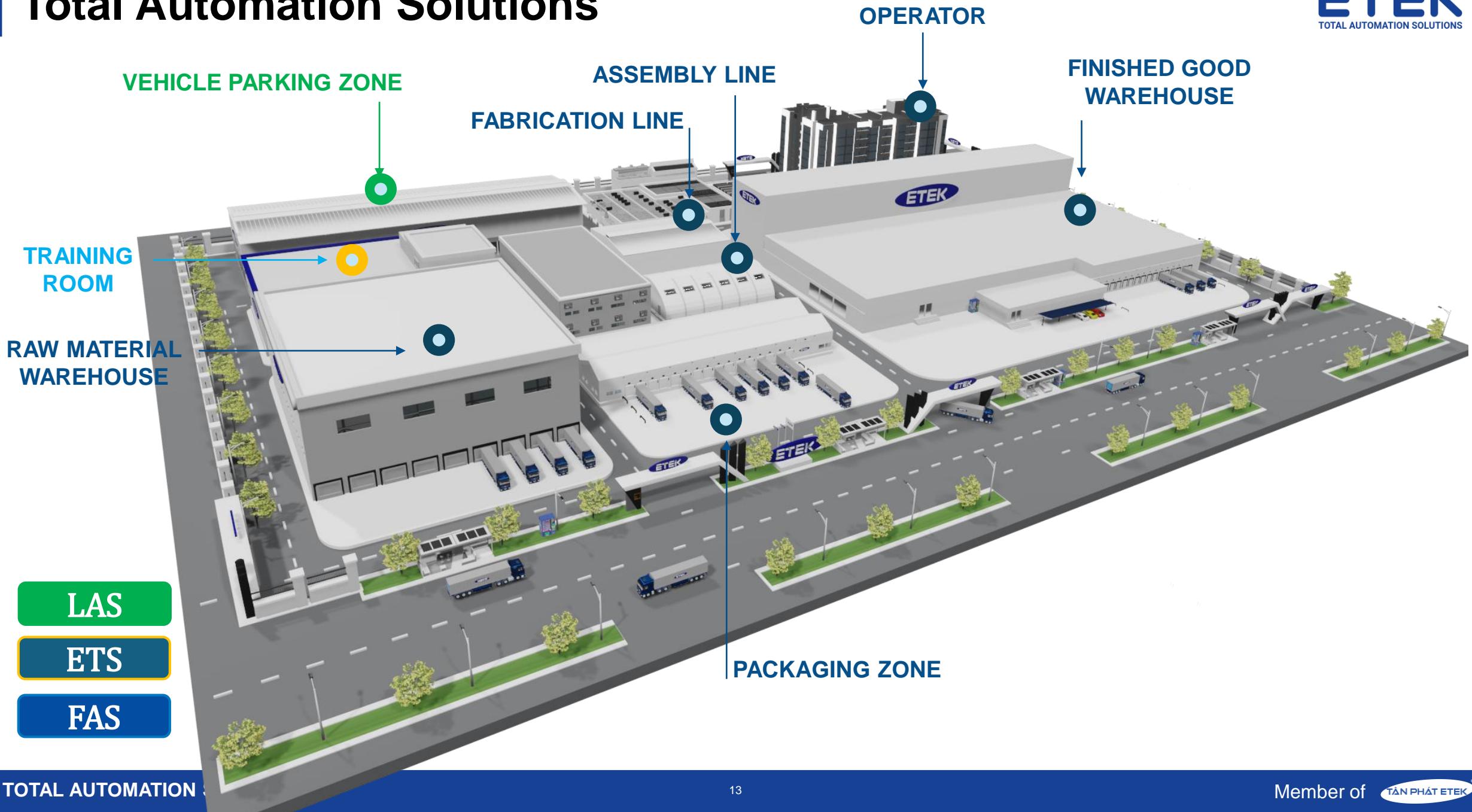
# Training and Application development center



# Partners



# Total Automation Solutions



## Overview

Our knowledge of assembly techniques, using a wide array of components, has served turnkey projects in some industries. These include projects that have production volumes from 25,000 to 450,000 parts per annum, and fully manual, semi-automatic, and fully automatic processes.

## Customer & Partner



	Product	Key Technology	Layout	Key Process
Small		<ul style="list-style-type: none"> <li>• Traceability</li> <li>• product management</li> <li>• PCB checking,</li> <li>• Aging</li> <li>• Function test,</li> <li>• packing</li> </ul>		<ol style="list-style-type: none"> <li>1. Gluing</li> <li>2. Inserting</li> <li>3. Welding / Soldering</li> <li>4. Auto screw fastening</li> <li>5. Auto riveting</li> <li>6. Pick and place</li> </ol>
Medium		<ul style="list-style-type: none"> <li>• Precision Handling &amp; Positioning</li> <li>• Assembly &amp; Joining</li> <li>• Measurement &amp; Testing</li> <li>• Machine Vision</li> <li>• Part Traceability &amp; Quality Data Management</li> <li>• Flexible Manufacturing</li> <li>• Large Interlinked System Software</li> <li>• Enterprise Manufacturing Systems Integration</li> </ul>		<ol style="list-style-type: none"> <li>1. Dispensing</li> <li>2. Loading</li> <li>3. Laser Marking</li> <li>4. Positioning</li> <li>5. Press-Fitting</li> <li>6. Gluing</li> <li>7. Assembly &amp; Coating</li> <li>8. Vision</li> <li>9. Mounting</li> </ol>
Large				<ol style="list-style-type: none"> <li>1. Sorting</li> <li>2. Insert</li> <li>3. Leak test</li> <li>4. Vision check</li> <li>5. Cleaning</li> <li>6. Metal Plate Top insee</li> <li>7. Screwing</li> </ol>

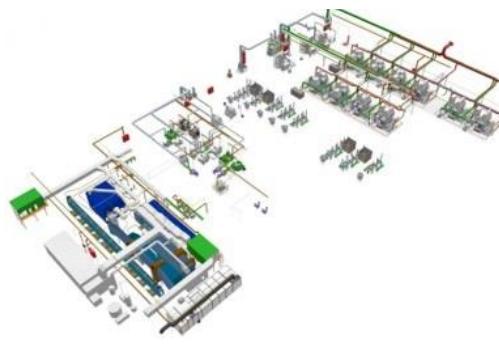
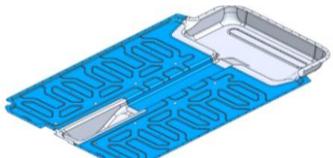
## Overview

Etek has implemented hundreds of projects related to manufacturing in metal and plastic details, including some typical projects like:

- Automotive Aluminum Parts Fabrication Factory,
- EV Battery Top Cover Fabrication Line,
- EV Battery Housing Fabrication Line,
- Powder Coating Automotive part,
- Automotive Plastic Parts Injection Molding Factory,
- Aluminum Extrusion Factory

## Customer & Partner



Product	Key Technology	Layout	Key Process
	<ul style="list-style-type: none"> <li>• Die casting</li> <li>• CNC Machining</li> <li>• Rim spray cleaning</li> <li>• Powder coating</li> <li>• Wet panting</li> </ul> <p>Metal</p>		<ol style="list-style-type: none"> <li>1. Melting &amp; Furnaces</li> <li>2. Die casting</li> <li>3. X-ray</li> <li>4. Shot Blasting</li> <li>5. CNC Machining</li> <li>6. Cleaning</li> <li>7. Panting</li> </ol>
	<ul style="list-style-type: none"> <li>• Spot welding</li> <li>• CNC</li> <li>• Gluing</li> <li>• Leak test</li> </ul> <p>Aluminum sheet</p>		<ol style="list-style-type: none"> <li>1. Gluing 1st</li> <li>2. Spot welding</li> <li>3. Gluing 2nd</li> <li>4. Glue curing</li> <li>5. Leak test</li> <li>6. Dimension check</li> </ol>
	<ul style="list-style-type: none"> <li>• MIG welding</li> <li>• Fiction welding</li> <li>• Ultrasonic cleaning</li> <li>• Riveting</li> <li>• CNC machining</li> <li>• Leak test</li> </ul> <p>Metal</p>		<ol style="list-style-type: none"> <li>1. Cleaning</li> <li>2. TIG welding</li> <li>3. CNC Machining</li> <li>4. Friction welding</li> <li>5. Riveting</li> <li>6. Cleaning</li> <li>7. Leak test</li> </ol>

## Overview

With our experience, we are confident in having capacity in terms of technical expertise, technology, and project implementation ability to provide total solutions for manufacturing metal parts, plastic parts in for most fields such as.

- Automotive & Components
- Plastic/Metal
- FMCG consumer/chemical
- 3C computer, communication

## Customer & Partner



Product	Key Technology	Layout	Process
Shaped aluminum	<ul style="list-style-type: none"> <li>• Aluminum extrusion</li> <li>• Saw Cutting</li> <li>• Quenching</li> </ul>		<ol style="list-style-type: none"> <li>1. Log Loading</li> <li>2. Log Furnace</li> <li>3. Hot Sawing</li> <li>4. Extrusion</li> <li>5. Quenching</li> <li>6. Sawing</li> <li>7. Cooling</li> <li>8. Stretcher</li> </ol>
Plastic	<ul style="list-style-type: none"> <li>• Plastic Injection molding</li> </ul>		<ol style="list-style-type: none"> <li>1. Mix material</li> <li>2. Loading</li> <li>3. Insert trill part</li> <li>4. Injection molding</li> <li>5. Robot auto unload</li> <li>6. Checking</li> <li>7. Packaging</li> </ol>
Metal panting	<ul style="list-style-type: none"> <li>• Spay surface preparation</li> <li>• Powder coating</li> <li>• Wet painting</li> </ul>		<ol style="list-style-type: none"> <li>1. Loading</li> <li>2. Pretreatment</li> <li>3. Dry off Oven</li> <li>4. Powder Booth</li> <li>5. Curing oven</li> <li>6. Cooling</li> <li>7. Inspection</li> <li>8. Unloading</li> </ol>

# Reference Projects - FAS

## Assembly



Electric Vehicle Power Assembly line



Battery Packs assembly line



Electronic component assembly line



Water heater assembly Line

## Fabrication



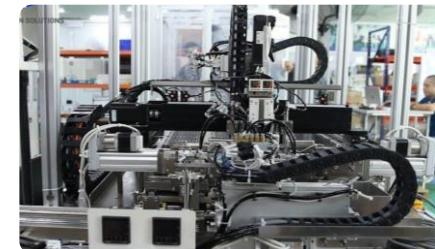
Aluminum Die Casting Factory



Automatic welding line



Automatic Painting and Coating line



Automatic Plastic Gate Cutting Machine



Automotive & Components



**FMCG**  
Computer  
Communication,  
Consumer  
Electronics



Plastic /Metal /Ceramic



# Packaging solution

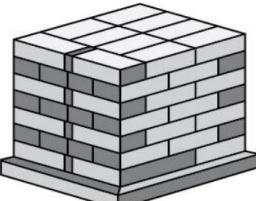
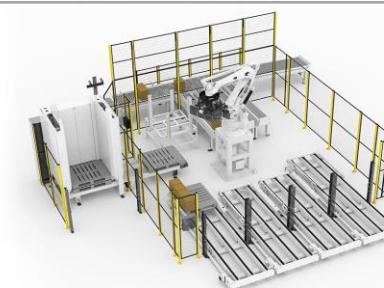
## Overview

There are many things you may consider while choosing your packaging partner.

- Quick response time enhances equipment uptime
- Local project management teams
- Provide solutions at optimal cost through license manufacturing strategy where possible
- Long term partners to customers, not mere suppliers

## Customer & Partner



Product	Key Technology	Layout	Process
 Primary packing	<ul style="list-style-type: none"><li>• Computer vision</li><li>• Robot pick and place</li><li>• Data acquisition</li><li>• WISE-PaaS</li></ul>		<ol style="list-style-type: none"><li>1. Bottle feeding</li><li>2. Filling</li><li>3. Wrapping</li><li>4. Sorting</li><li>5. Data printing</li><li>6. Inspection</li></ol>
 Secondary packing	<ul style="list-style-type: none"><li>• Robot pick and place</li><li>• Flexible conveyor</li><li>• Code</li></ul>		<ol style="list-style-type: none"><li>1. Case erecting</li><li>2. Case packing</li><li>3. Case sealing</li><li>4. Label printing</li><li>5. Weigh checking</li></ol>
 Tertiary packing	<ul style="list-style-type: none"><li>• Robot palletizer</li><li>• Servo driven</li></ul>		<ol style="list-style-type: none"><li>1. Palletizing</li><li>2. Stretch wrapping</li><li>3. Top covering</li><li>4. Corner inserting</li><li>5. Pallet labeling</li></ol>

# Reference Projects - FAS

## Primary Packaging



Robotic Bottle Unscrambler



Tea Bags Packaging

## Secondary Packaging



Gypsum Board Packing Line

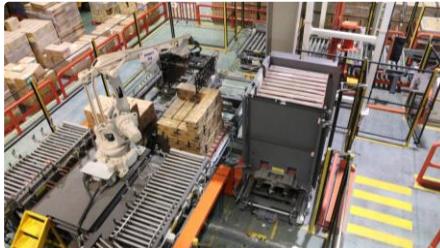


Cell Pin Packaging Production line

## Tertiary Packaging



Depalletizer



Palletizer



Stretch wrapping machine

Automotive & Components



FMCG

And more



## Overview

ETEK offers extensive expertise in Material Handling solutions, employing robots, gantries, conveyors(on floor/ overhead) , EMS (Electrified monorail system), RGV, AGV's, high bay warehouses with rack supported buildings in precoated sheets/insulating panels and other solutions to meet the application and our customer's needs. Our turnkey solutions cover the following area

## Customer & Partner



### Product Key Technology Layout Key Process

#### Production Line

- Smart Conveyor.
- AGV: Slam, QR Code
- AMR



1. Handelling
2. Bin-picking
3. Order picking
4. Pick & place
5. Pallet storage
6. Pallet transport

#### Raw material

- AS/RS
- Vertical
- Stacker Cranes
- Software & Control Solutions
- Totes, Bins & Tray Storage
- Smart Conveyor.
- AGV: Slam, QR Code
- AMR



1. Bin-picking
2. Container emptying
3. De-stacking
4. Order picking
5. Pick & place
6. Stacking
7. Truck loading & unloading
8. Other handling & picking
9. Pallet storage
10. Pallet transport

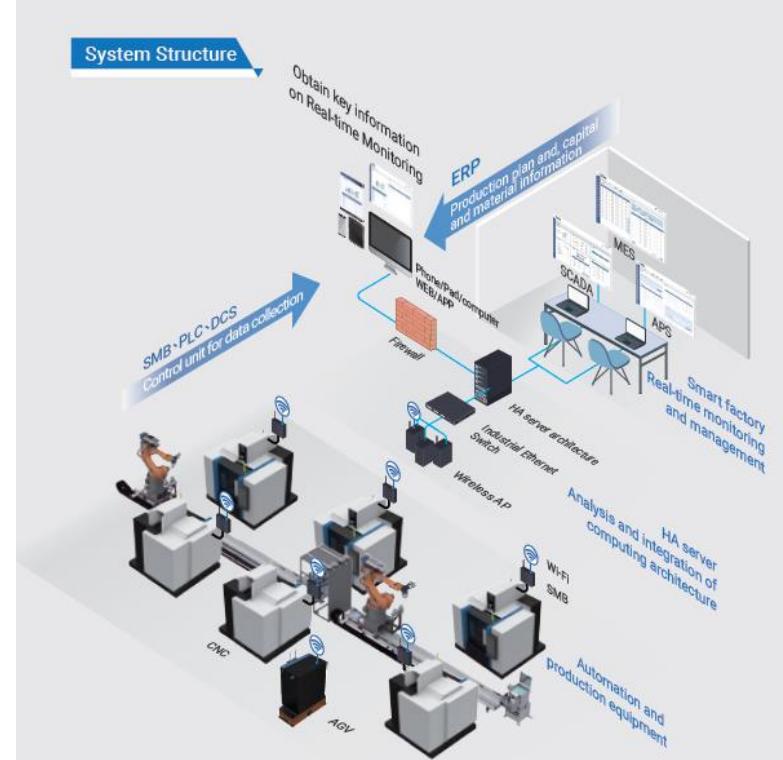
## Overview

Develop a vision and roadmap for smart factory application. Data in the ecosystem is the key to adding value.

## Customer & Partner



## Layout



### Maintenance reminder

- Maintenance checklist
- Maintenance intelligent alarm

### Analysis error and feedback

- Error alarm and analysis

### Power System Monitor

- Time period energy analysis
- Peak power consumption statistics
- Optimal contract capacity suggestion

## Function

### Systematic management

- Material and warehouse management
- Order management
- Production recipe management

### AI production scheduling

- Automatic scheduling
- Order and production scheduling

### Job Report System

- Designing job report system by user process
- Controlling production status according job report system

### Tracking WIP real-time status

- Input and output statistics
- Progress management
- Yield statistics

### Customized board with real-time display for factory production status

### Real-time monitoring equipment information

- Equipment OEE
- Health diagnosis
- Important real-time information

# Reference Projects - FAS

## Intralogistics



Automated storage and retrieval systems



Smart Conveyor System



Automation Guided Vehicle



## Smart Factory



Manufacturing Execution System – MES



EcoStruxure™ Augmented Operator Advisor



Thank  
you



## ETEK AUTOMATION SOLUTIONS JSC

### Headquarter

189 Phan Trong Tue Road, Thanh Liet Ward, Thanh Tri Dist, Hanoi, Vietnam

### Ho Chi Minh Branch

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