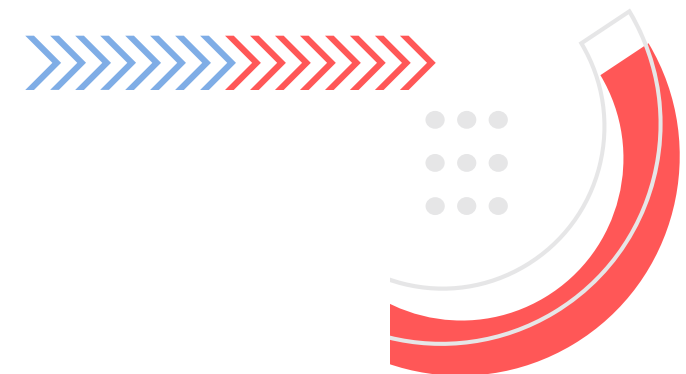




# VIET NGUYEN

## Technology Service Trading Co., Ltd

Hotline: +84 (0) 817 663300  
Web: [www.vietnguyenco.vn](http://www.vietnguyenco.vn)  
Email: [info@vietnguyenco.vn](mailto:info@vietnguyenco.vn)



# CONTENT

## **I. Introduction Viet Nguyen Co.,ltd**

## **II. Viet Nam business culture**

- Viet Nam Economy
- Government Projects
- Private Projects

## **III. Bussniess plan**

- Strengths and opportunities
- Discussion

## I. INTRODUCTION

### WELCOME VIET NGUYEN CO.,LTD!

Our company includes members who used to be key personnel and technical experts with many years of experience in the field who have been performing the installation, warranty, repair, and application training for customers.

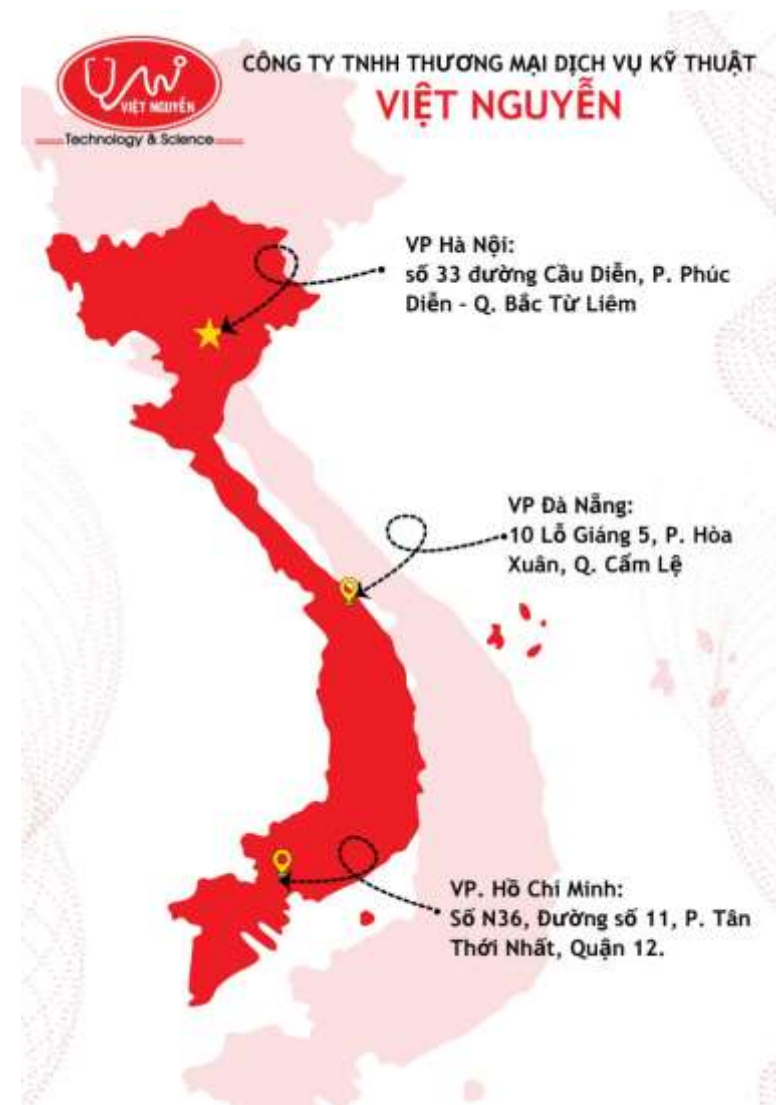
We specialize in consulting, providing solutions for scientific and technical equipment to meet the requirements of customers for research, analysis, measurement, quality control, etc, for customers in the following areas.

- **EDUCATION**
- **SCIENCE AND TECHNOLOGY**
- **ENVIRONMENT**
- **CRIMINAL SCIENCE**
- **MEDICAL | HEALTHY**
- **AGRICULTURE**
- **PRODUCTION FACTORY**
- **TESTINGLAB**

# VIỆT NGUYỄN CO.,LTD

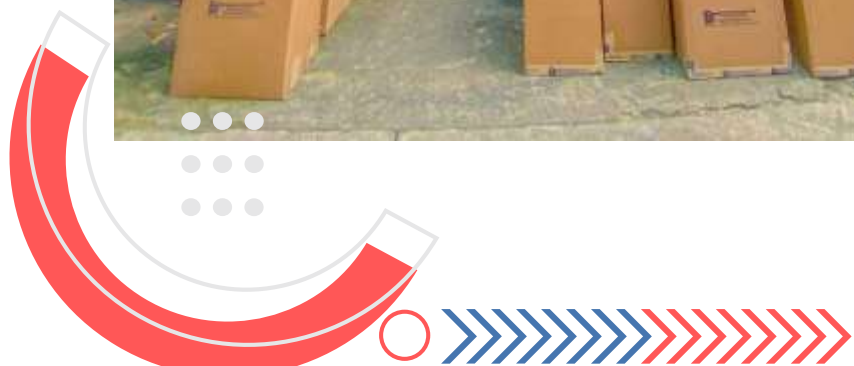
**VIỆT NGUYỄN Co.,Ltd** was established in January 2012 in Ho Chi Minh city and officially operated professionally since June 2016.

The high quality of the consulting, service and other related products propelled our company into expanding business on a national scale in 2018. The second representative office in Ha Noi in 2018, and the third one in Da Nang in 2022. Now our team can cover the whole country can provide the best solutions and service to all customer.





**HCM Office**





**Ha Noi Office**



Technology & Science

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Bảo Trì - Hiệu Chuẩn - Đào Tạo



Hotline: 1900 066 870



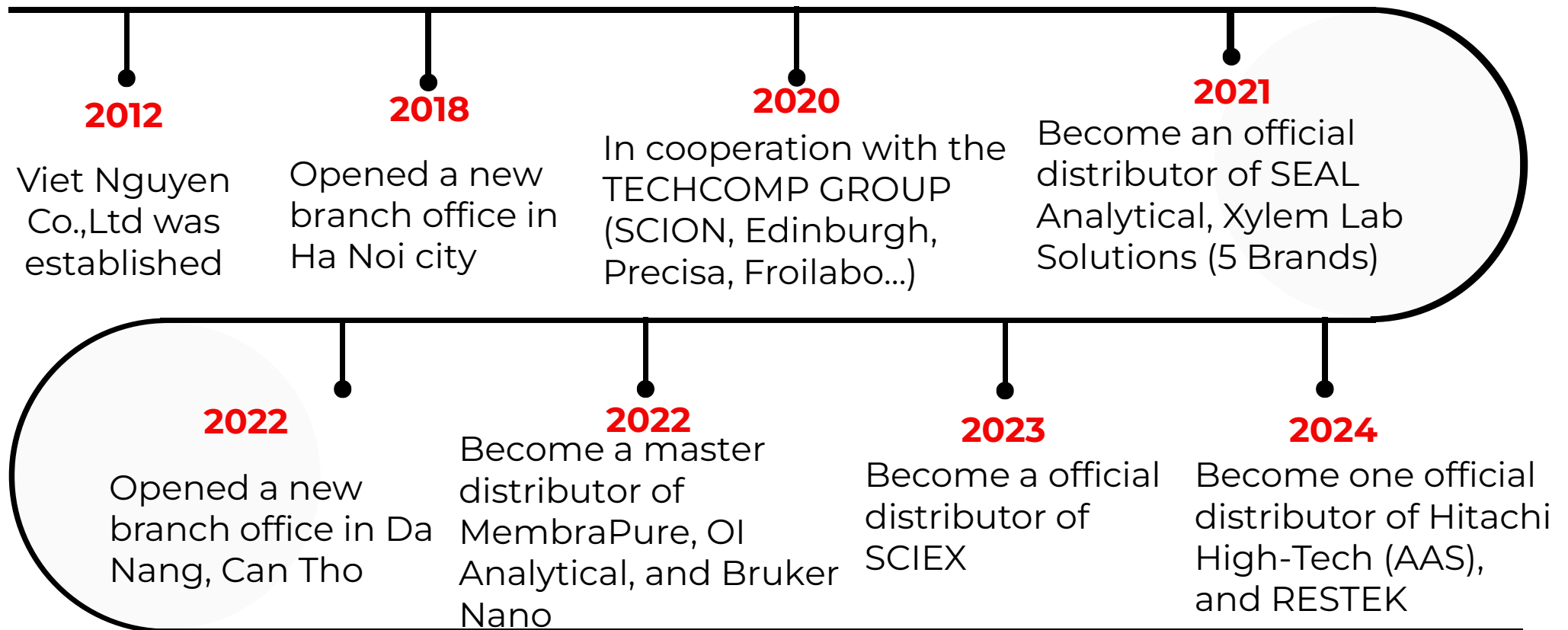
Da Nang Office



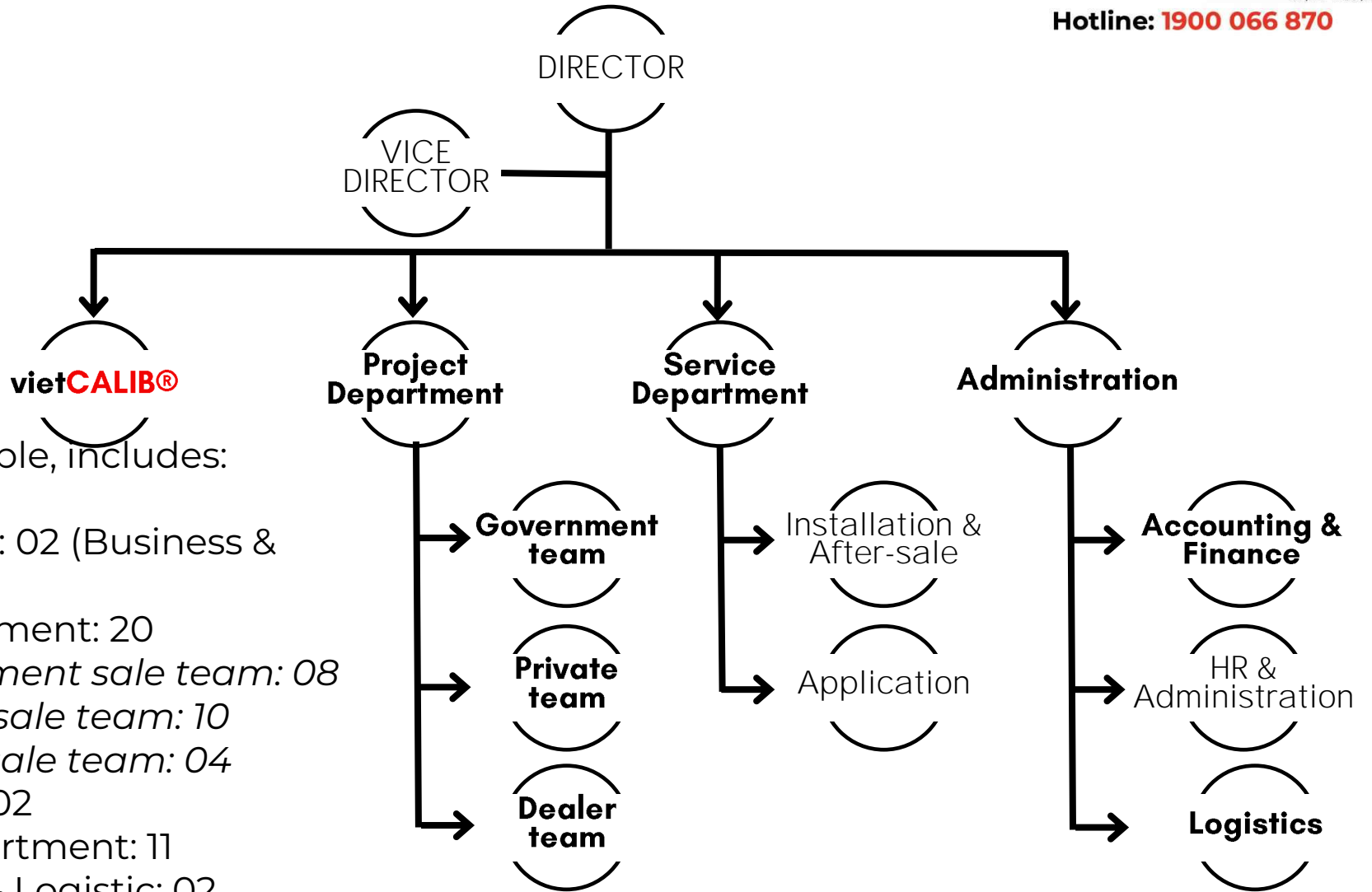
Can Tho Office

# VIET NGUYEN CO.,LTD

## I. Introduction Viet Nguyen Co.,Ltd







Total: 50 people, includes:

Director: 01

Vice Director: 02 (Business & Service)

Sales Department: 20

- *Government sale team: 08*
- *Private sale team: 10*
- *Dealer sale team: 04*

Application: 02

Service Department: 11

Purchasing & Logistic: 02

Administration:05

**vietCALIB®** : 05



## Application and Consultation Support Staff:

- This staff is difference with Service staff.

## Open vietEDU Education center in 2024:

- Chromagraphy Education Center/ A division of Viet Nguyen Co.,td \_ forcus stronger on application activitive
- Web: [www.viet-edu.com.vn](http://www.viet-edu.com.vn)



## Customers are:

- (1) EDUCATION: Universities, Colleges, Research Institutes, etc
- (2) SCIENCE AND TECHNOLOGY: Department of quality measurement, Center for application of science and technology, Technical center for standards and quality measurement, etc
- (3) ENVIRONMENT: Environmental monitoring center, Environmental monitoring units, Environmental monitoring translation companies VIMCERT – Working environment, etc
- (4) Criminology: Environmental Police, Drug Prevention Police, Forensic Center
- (5) HEALTH: Centers for testing pharmaceuticals - cosmetics, Technical Centers for Disease Control, Hospitals; Medical centers, etc
- (6) AGRICULTURE: Department of Plant Protection, Sub-Department of Veterinary Medicine, Sub-Department of Aquaculture, Sub-Department of Agriculture, Forestry and Fisheries, etc
- (7) MANUFACTURING FACTORY: Companies manufacturing pharmaceuticals, cosmetics, food, seafood, animal feed, plastic, rubber, ceramic tiles, building materials, etc
- (8) National and international projects, etc
- (9) Companies, retail stores of scientific and technical equipment, medical equipment, etc



# Distribution of Brands by VIET NGUYEN Co., Ltd



We commit to comply with legal regulations, with the slogan "PREMIUM AFTER-SALE SERVICE"



# Brands distributions by Viet Nguyen Co.,Ltd



# MARKETING ACTIVITIES

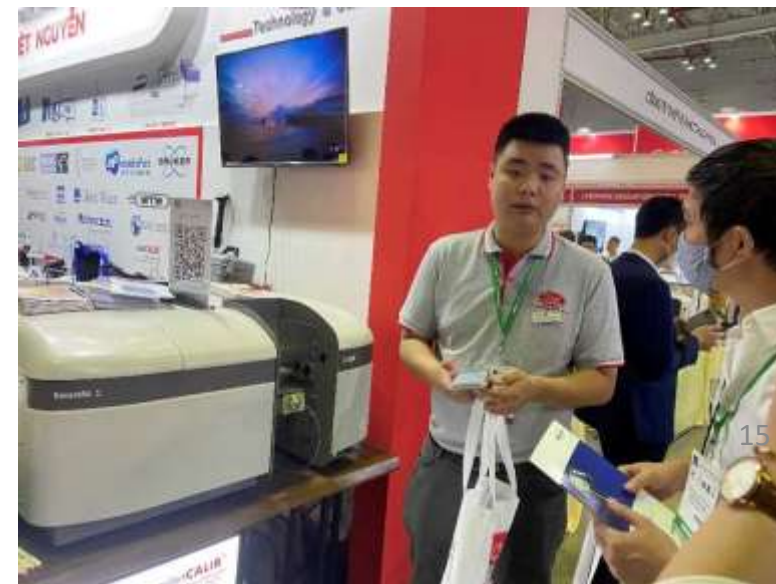


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## 1. Exhibition – Seminal – Workshop Activities

- Exhibition Analytica Vietnam 2023



- Workshop Asia Pharma V 2023 Ton Duc Thang University HCM City





- Viet Nguyen Co., Ltd. accompanies **Ho Chi Minh City University of Technology (HUTECH)** in the 6th Graduation and Business Connection Festival.



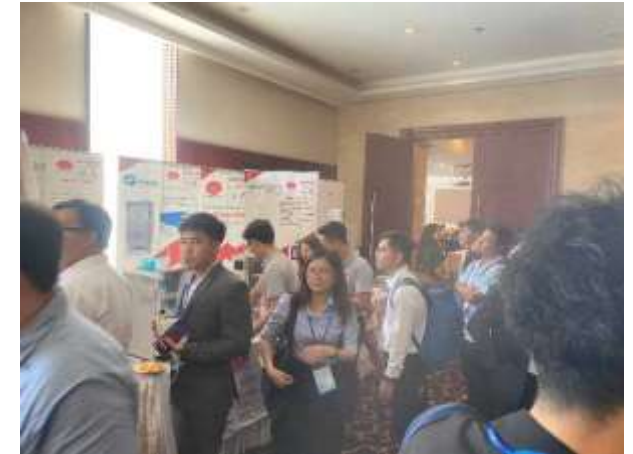
- Viet Nguyen Co., Ltd. at **The 6th Rencontres de Quy Nhon: International Biology Conference 2023**



# VIET NGUYEN CO.,LTD



- Viet Nguyen Co., Ltd. at **The 6th International Conference on Chemical Engineering, Food and Bio Technology 2023 (ICCFB 2023)** and the **27th Regional Symposium on Chemical Engineering (RSCE 2023)** will be held in **Ho Chi Minh City, Vietnam during September 29th-30th, 2023.**



## 2. Bussiness Development Activitives



Presentation at CONTROL UNION  
TESTING LAB



Presentation at WARRANTEK  
TESTING LAB



Seminar at HUE UNIVERCITY  
EDUCATION



Workshop at LAM DONG TECHNOLOGY and SCIENCE  
DEPARTMENT  
GOVERNMENT

## 2. Bussiness Development Activitives

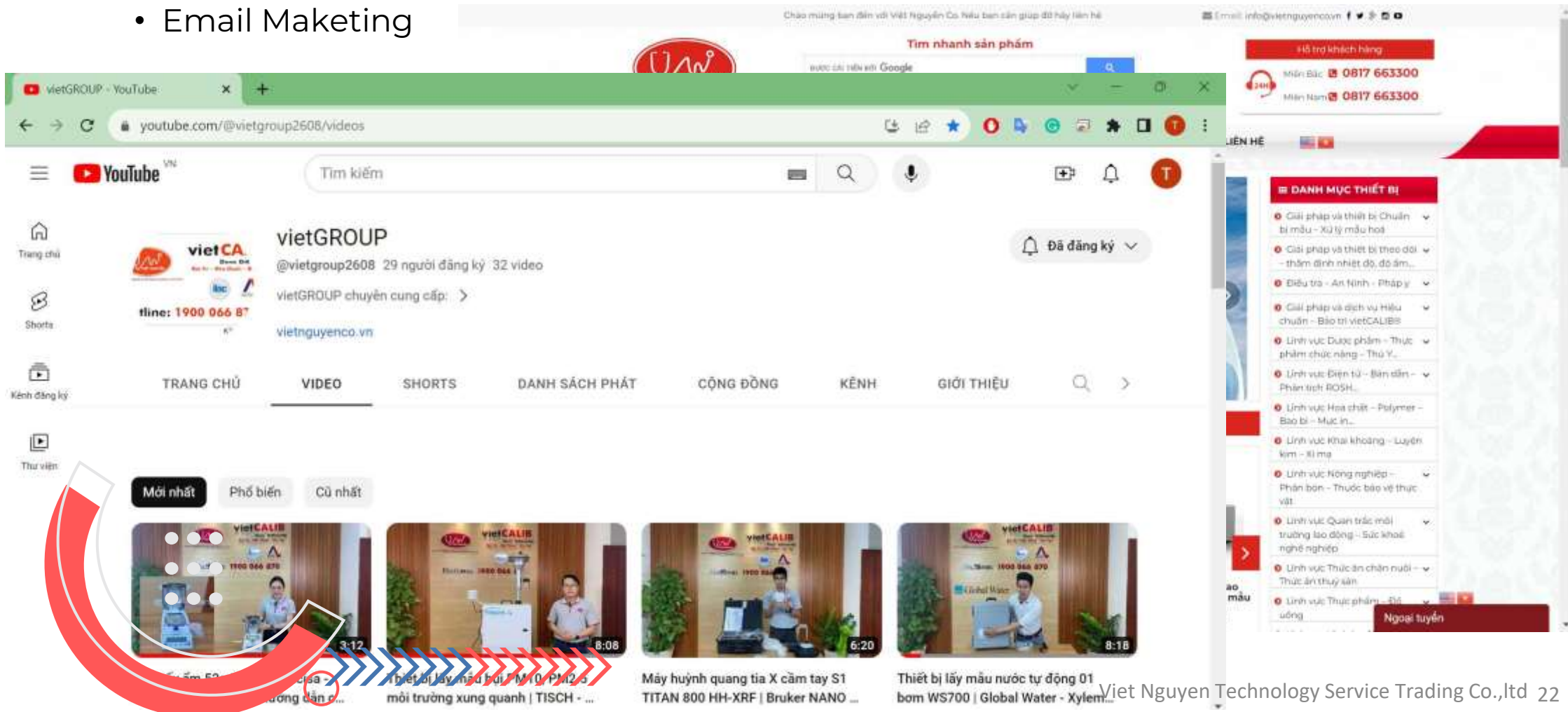


**Seminar at UNIVERSITY of Science  
PFAS Application – Market Educate**



## 3. Online Marketing Activities:

- Website: <https://vietnguyenco.vn/thuong-hieu/>
- Fanpage: Facebook, Linked In
- Youtube: <https://www.youtube.com/@vietgroup2608/videos>
- Email Marketing



The image displays two overlapping screenshots. The primary screenshot shows the YouTube channel for vietGROUP (@vietgroup2608), which has 29 subscribers and 32 videos. The channel's banner includes the vietCALIB logo and the phone number 1900 066 87. Below the banner, navigation tabs for 'TRANG CHỦ', 'VIDEO', 'SHORTS', 'DANH SÁCH PHÁT', 'CỘNG ĐỒNG', 'KÊNH', and 'GIỚI THIỆU' are visible. A row of video thumbnails is shown, with the first one titled 'Thiết bị lấy mẫu bụi PM10/PM2.5 môi trường xung quanh | TISCH - ...' and a duration of 3:12. Other visible video titles include 'Máy huỳnh quang tia X cầm tay S1 TITAN 800 HH-XRF | Bruker NANO ...' and 'Thiết bị lấy mẫu nước tự động 01 bom WS700 | Global Water - Xylem...'. The secondary screenshot, partially visible on the right, shows the vietCALIB website with a navigation menu listing various services such as 'Giải pháp và thiết bị Chuẩn bị mẫu - Xử lý mẫu hoá', 'Giải pháp và thiết bị theo dõi - thăm định nhiệt độ, độ ẩm...', and 'Điều tra - An Ninh - Pháp y'.

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CENTER VIETNAM CALIBILITY - SCIENCE AND TECHNOLOGY **vietCALIB** <sup>®</sup>  
specializes in providing the following services:

- CALIBRATION (Volume – Physicochemical – Heat – Pressure – Force/Hardness – Optical – Flow – Acoustic – MEDICAL Instrumentation Testing)
- MAINTENANCE OF LABEL/MEDICAL/INDUSTRIAL EQUIPMENT
- SUPPLY CONSUMPTIONS – SIGNAL SUPPLIES
- REPAIR OF EXPERIMENTAL/MEDICAL/INDUSTRIAL EQUIPMENT
- SUPPLY OF EXPERIENCE/ENVIRONMENTAL/MEDICAL/INDUSTRIAL EQUIPMENT
- SUPPLY WITH US LABOR STANDARDS
- SUPPLY SAMPLE CONTROL US LABOR
- BUY AND SELL OTHER LABEL MACHINE - LEASE EQUIPMENT
- CONSULTATION FOR ESTABLISHMENT OF LABOR - ISO 17025 CONSULTING
- INVESTMENT PROJECT SERVICES - PROJECT MANAGEMENT CONSULTING





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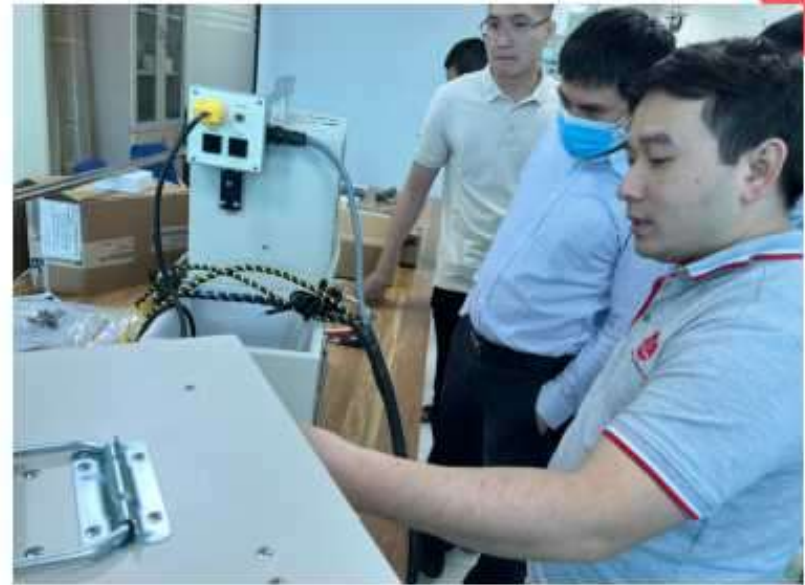
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# VIETNAM BUSSNIESS CULTURE



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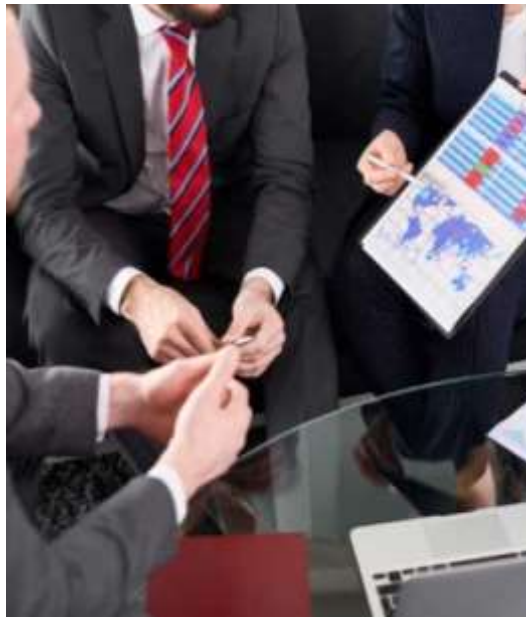
## II. Vietnam Business Culture

### Customer segmentation:

- Government: Directorate, Committee, Department, Institute, Research Center
- Private: Factories and relevant industrial fields, Testing lab
- Dealers, Trading companies, Main Contractors



Private



Dealer



Government

# SUMMARY



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SERVICE"

## 1. Strengths and opportunities

### STRENGTHS

- VNC has a team of young, enthusiastic, and aggressive business personnel in the market
- VNC analyzed each province's market in detail with target customers with a clear and in-depth approach.
- VNC has 04 offices located in major cities, the economic hubs of Vietnam.
- VNC has a synchronous solution system to have many opportunities to approach target customers. From high technology such as GC, and LCMS to basic laboratory equipment such as multi-parameter, balances, UPW, etc...
- We have a relationship with dealers, and we know how to cooperate and support them in tender and Government projects.

### OPPORTUNITIES

- Synchronizing and resonating based on the effective results after a certain corporation
- Penetrating into a wide range of customers such as Government centers, institutes, and big private companies.
- IC systems will help VNC accomplish the solutions when we approach and consult to customers



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**THANK YOU  
VERY MUCH!**





# DISCUSSION



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