



ETEK AUTOMATION SOLUTIONS JSC

ETS PROFILE

Ver: 13

Update: 20.05.2025

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	ETEK AUTOMATION SOLUTIONS (ETEK)
Founded year	2006
CEO	Nguyen Trong Thuong (Mr)
President & Founder	Nguyen Quoc Dat (Mr)
Parent Company	Tân Phát ETEK





ETEK History

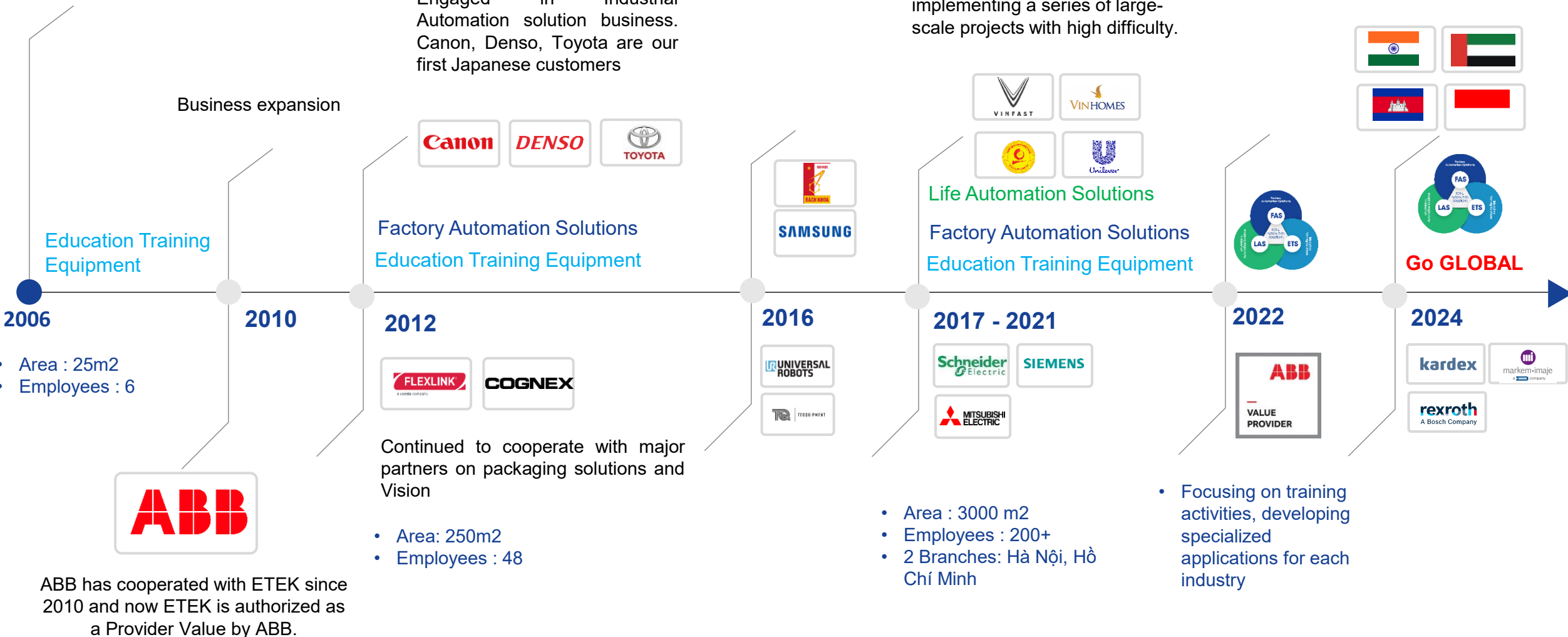
Started with 6 members

Business expansion

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

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.

Successful Exported to India, Arabic, Cambodia,





HÀ NỘI

1



Total area: 10.000 m²

- 4-story building
- Multipurpose area
- Component assembly zone

NGHỆ AN

3

Total area: 5.000 m²

- Representative office
- Product showroom

HẢI PHÒNG

2



Total area: 5.000 m²

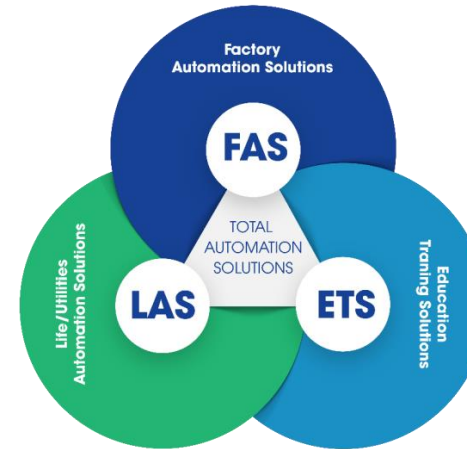
- Representative office
- Product showroom

TP HỒ CHÍ MINH

4

Total area: 7.000 m²

- Office area
- Multipurpose area
- Assembly zone





FAS – FACTORY AUTOMATION SOLUTIONS

1. Assembly
2. Packaging
3. Fabrication
4. Robotic Applications
5. Auxiliary Equipment
6. Smart Factory
7. Intralogistics



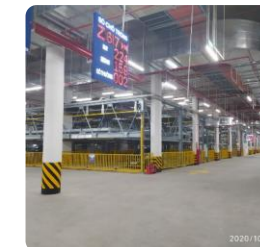
ETS – EDUCATION TRAINING EQUIPMENT

1. Training equipment for Universities, Colleges and Vocational schools
2. Automation Training



LAS – LIFE/UTILITY AUTOMATION SOLUTIONS

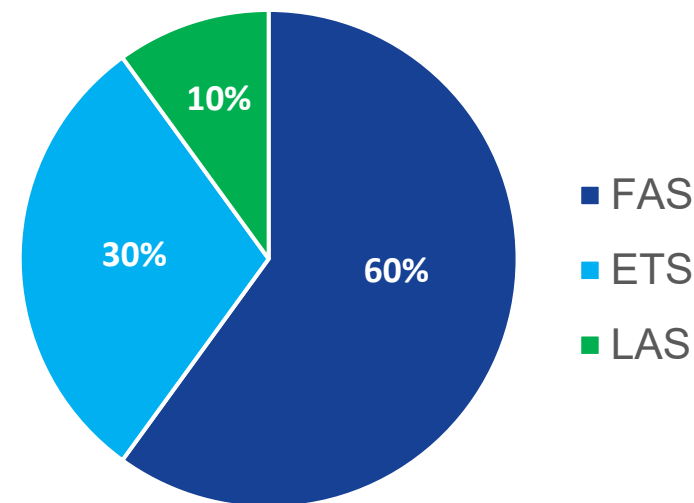
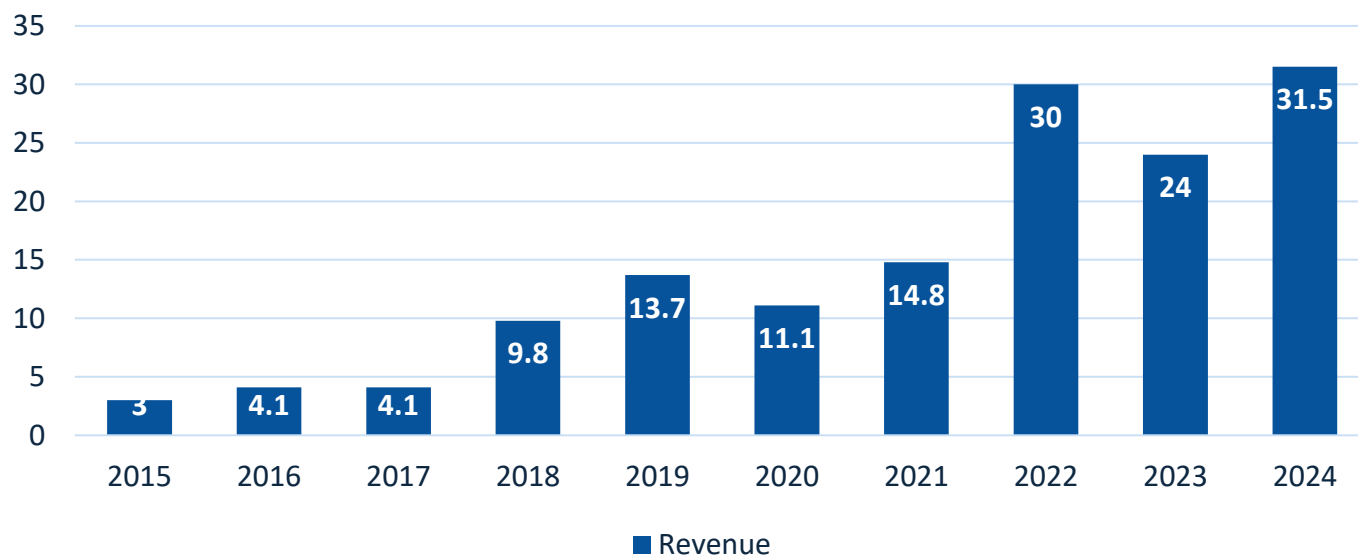
1. Automated Parking Solutions (Car, Motorbike)
2. EV Charger
3. Vending Machine
4. Lifting equipment



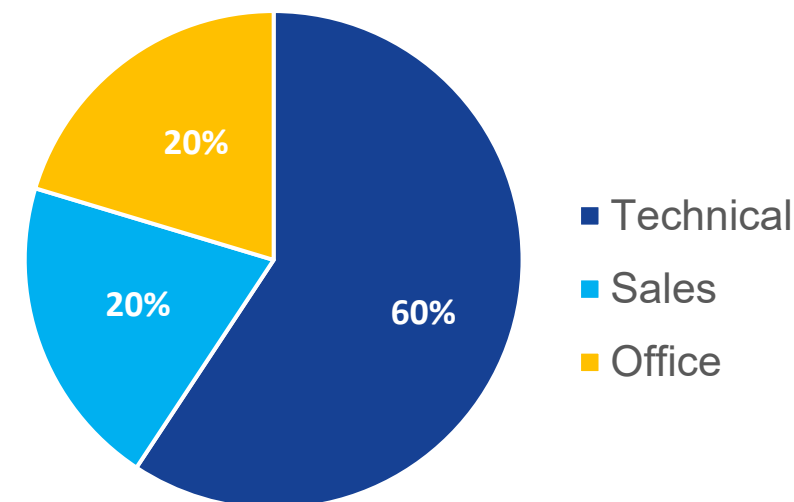
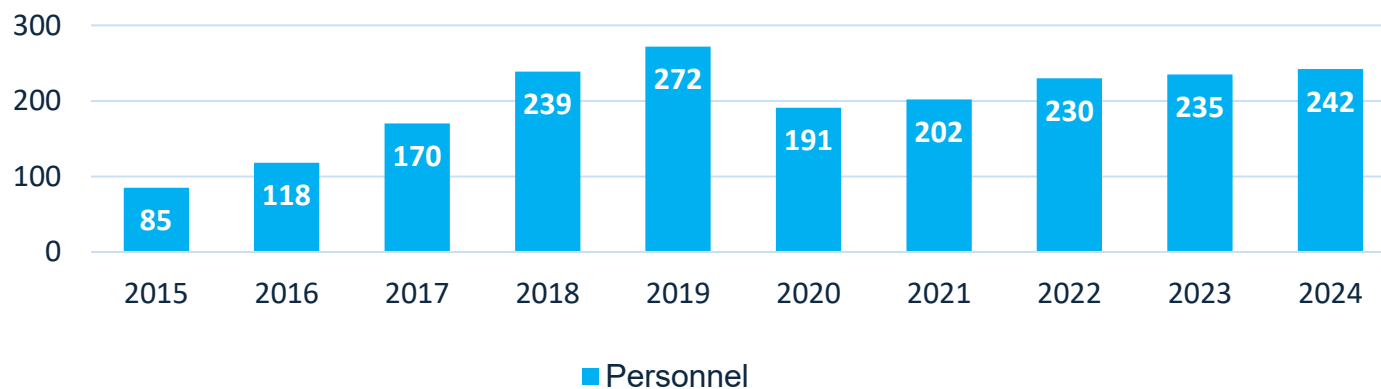
Automotive & Components	Plastic /Metal /Ceramic
FMCG / Consumer /Chemical /Pharma /Medical	Textile /Footwear
3C Computer Communication, Consumer Electronics	General Industries
School	Ecommerce
Building	<ul style="list-style-type: none"> • University, College • Vocational school • High school
Home	Tourist area
	Hospital

Revenue & Personnel

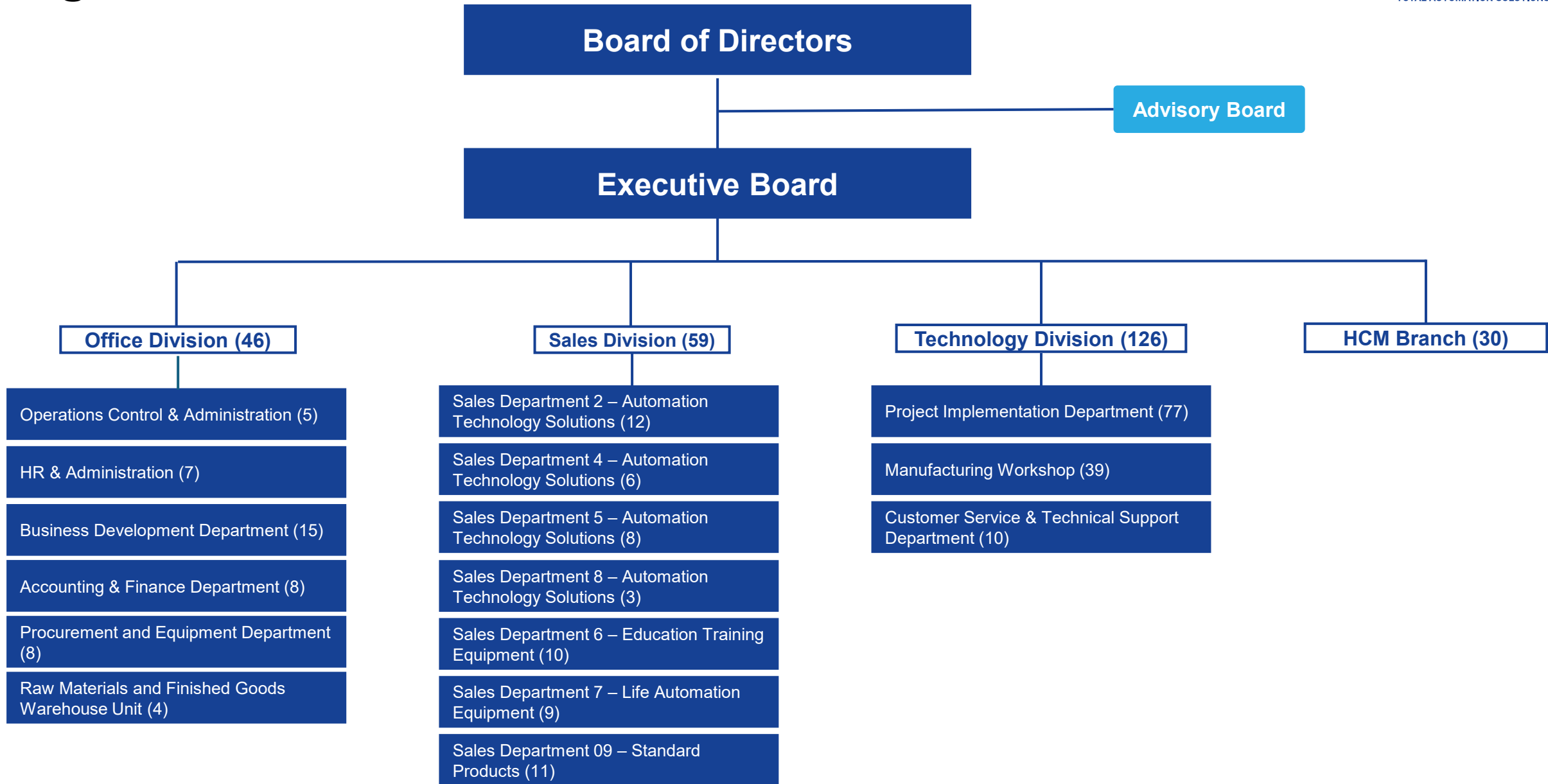
Revenue (Million USD)



Personnel








Organizational Structure



Technical resources

 **140+**

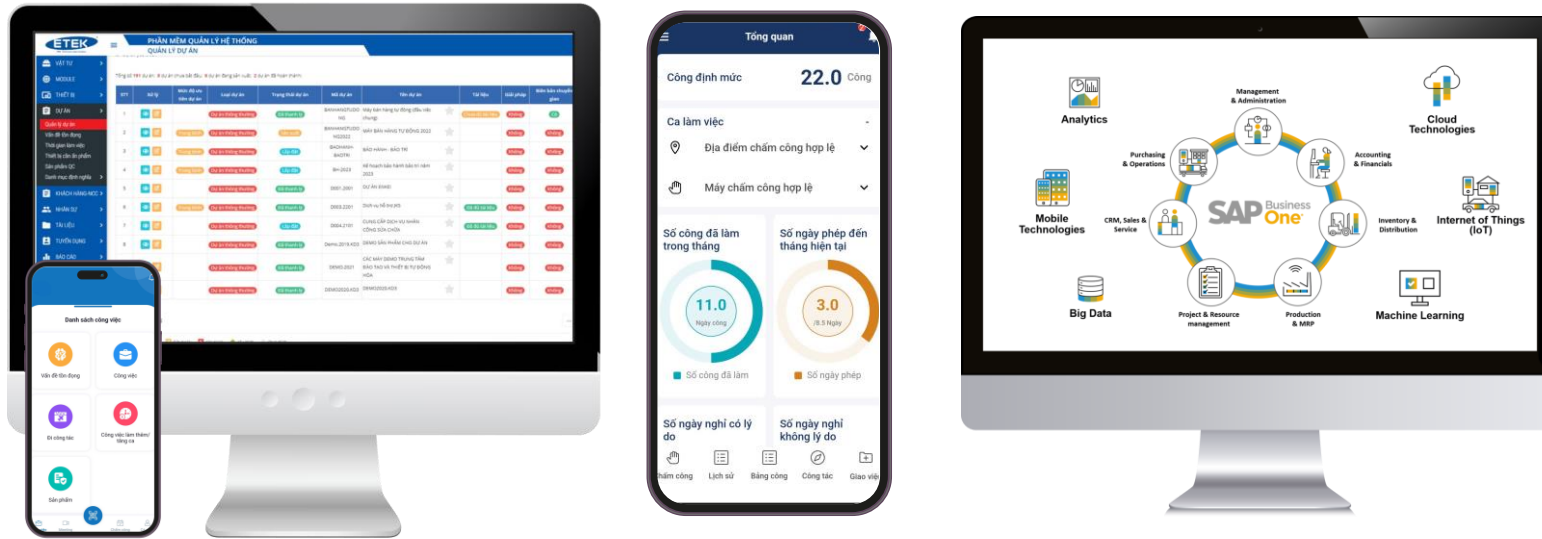
- Mechanical Design Engineer → 32 
- Electrical Design engineer → 41 
- Installation → 41 
- Services → 11 
- Project Manager → 12 

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



◆ ETEK management system



◆ Engineering design tools

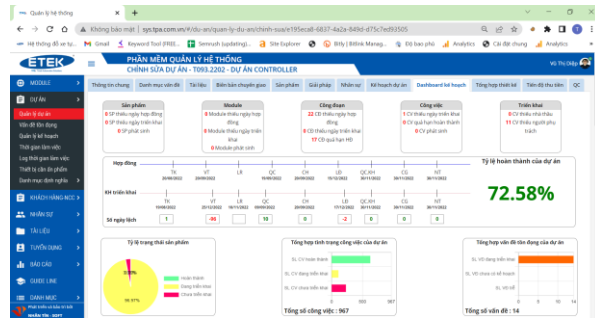


◆ Quality Management



Q	• QUALITY
D	• DELIVERY
C	• COST
S	<ul style="list-style-type: none"> • SCOPE • SAFETY • SECURITY • SATISFACTION • SERVICES

Systems & Process



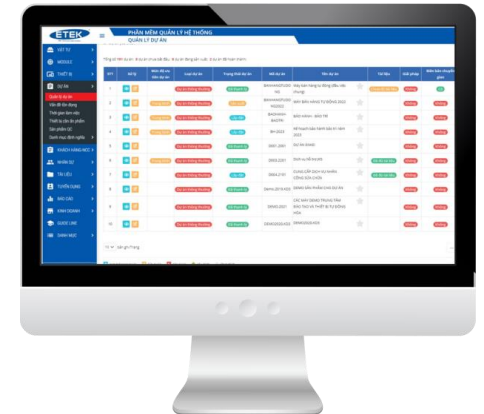
Projects
Management



Quality
management

ETEK
Systems &
Process

Engineering
management



Knowledge
management

Skill

Process

Products

CERTIFICATE OF REGISTRATION

Certificate No. 690637

The Quality Management Systems of

**ETEK AUTOMATION SOLUTIONS
JOINT STOCK COMPANY**

No. 188 Phan Trung Tue Road, Thanh Loi Commune, Thanh Tin 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: 05 July 2022 Date of Expiry: 05 June 2025 Initial Certification: 13 July 2015

Guardian Independent Certification Ltd

Registered in England
Company No. 21224166 Registered Address London England WC2H 9DL
Approved by Member of the UK IAF

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3D Simulation Tool

ETEK
TOTAL AUTOMATION SOLUTIONS

ASSEMBLY

DISPENSING	LOADING	LASER MARKING	POSITIONING
GLUING	INSERTING	QUALITY CHECKING	SCREWING

ETEK
TOTAL AUTOMATION SOLUTIONS

FABRICATION

WELDING	CUTTING	HANDLING
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ETEK
TOTAL AUTOMATION SOLUTIONS

PACKAGING

TRANSFERRING	PICK AND PLACE	BARCODE	LOADING
UNLOADING	PACKAGING	LABELLING	PALLETIZER

ETEK
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INTRALOGISTIC

WAREHOUSE	SORTING	TRANSFERRING
BARCODE	AGV	CONVEYOR

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TOTAL AUTOMATION SOLUTIONS

ROBOTIC APPLICATION

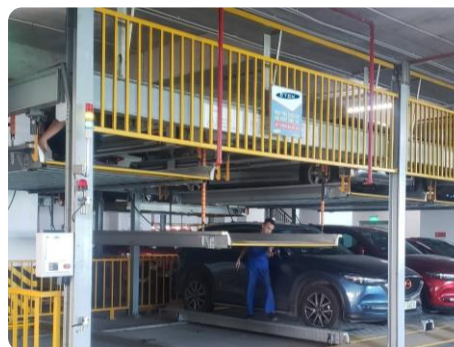
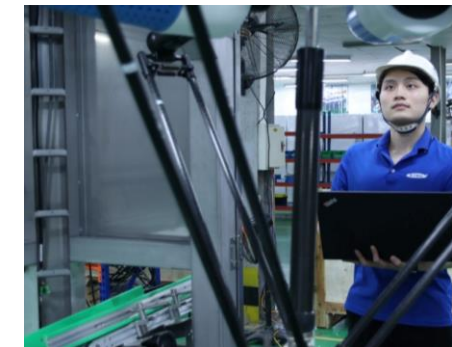
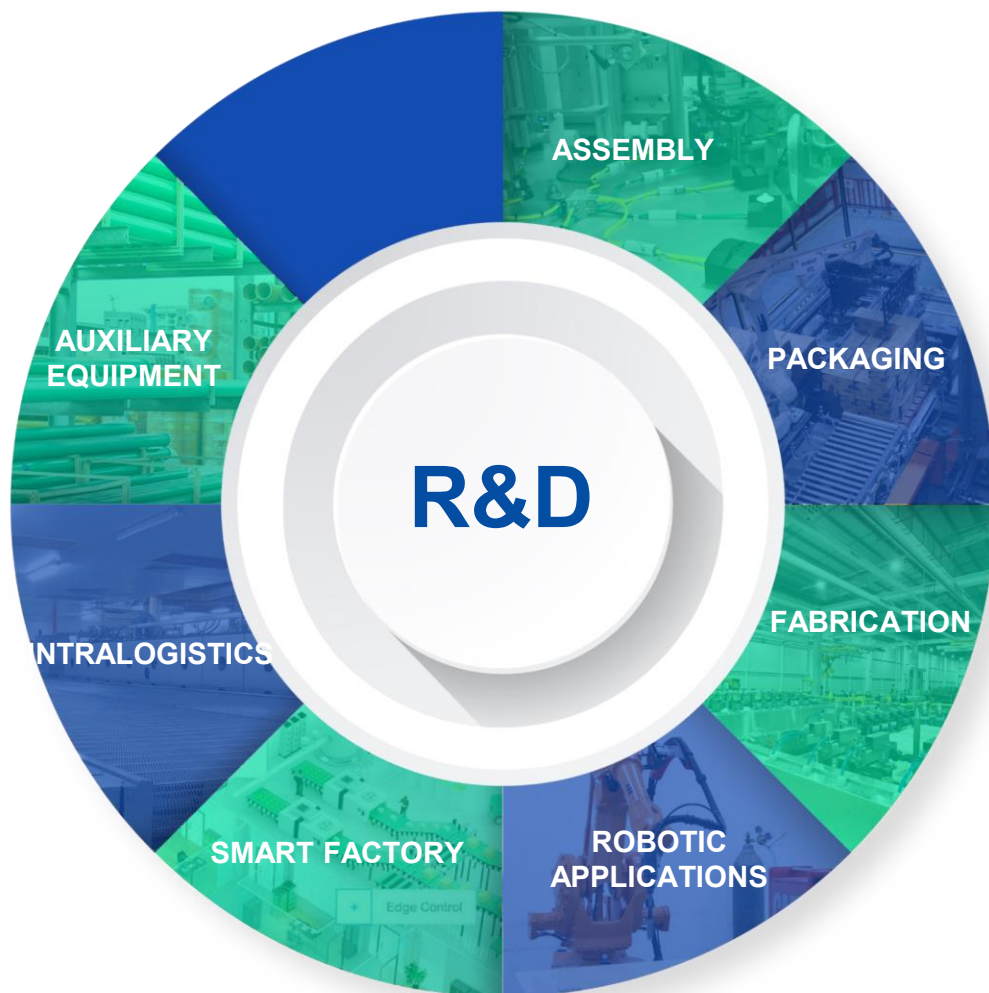
WELDING	POLISHING	HANDLING
CUTTING	GLUING	PALLETIZING

ETEK
TOTAL AUTOMATION SOLUTIONS

SMART FACTORY

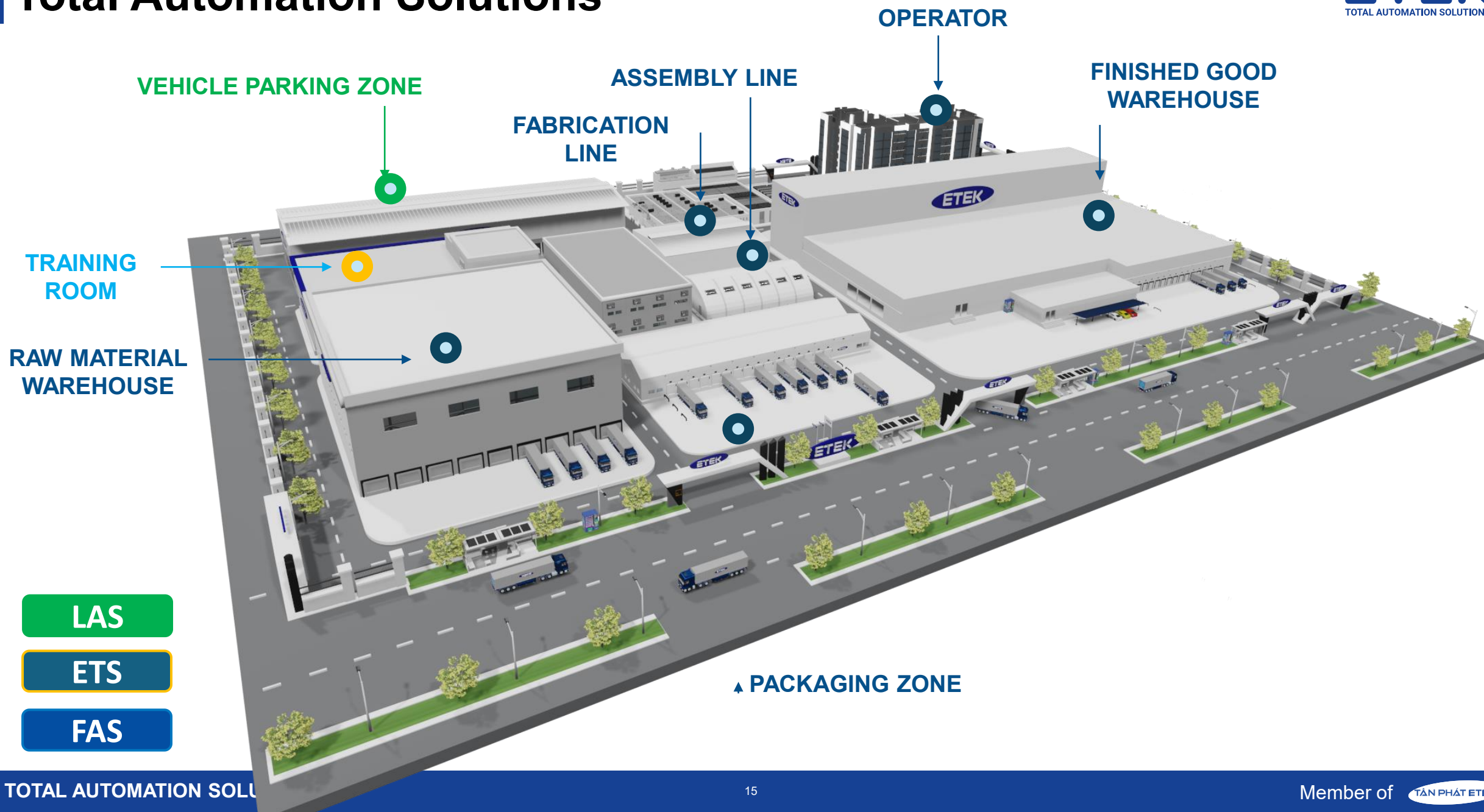
IOT	MES	SCADA
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Training and Application development center





Total Automation Solutions



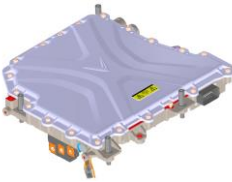
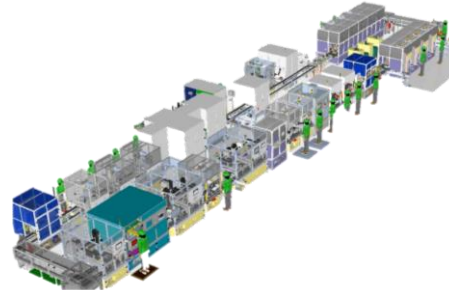

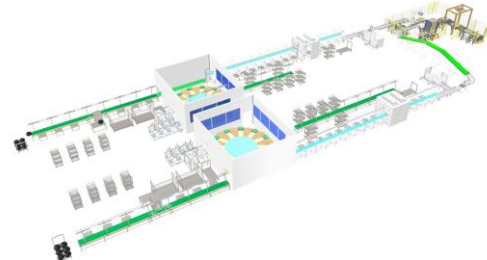


Overview

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


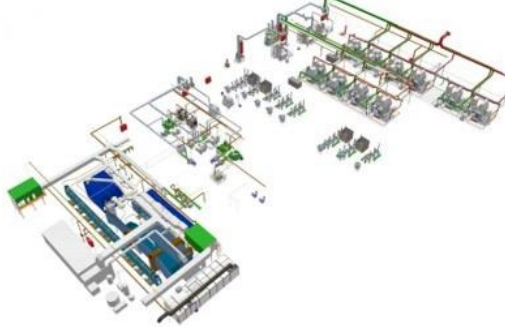
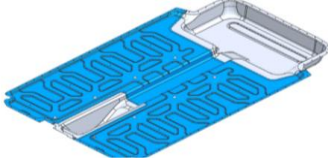



Overview

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

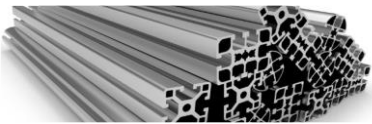
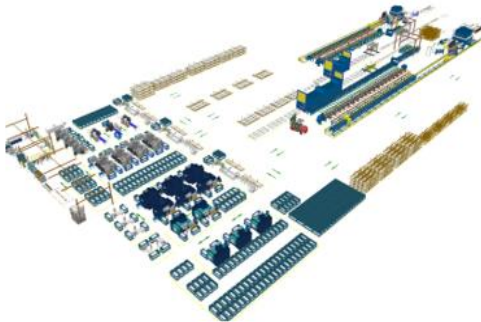

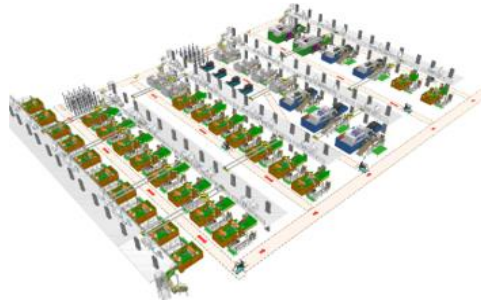
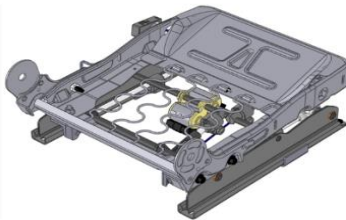
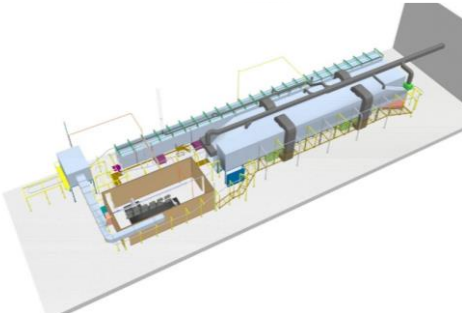
Overview

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 Electronic

Customer & Partner



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

Reference Projects - FAS

Assembly



Electric Vehicle Power
Assembly line



Battery Packs assembly
line



Electronic component
assembly line



Water heater assembly
Line



anti fog glue dispensing
machine

Fabrication



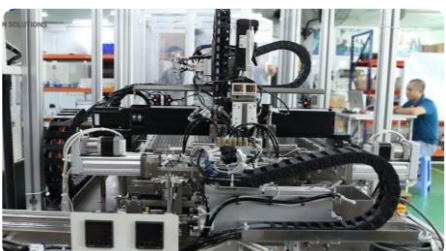
Aluminum Die Casting
Factory



Automatic welding line



Automatic Painting and
Coating line



Automatic Plastic Gate
Cutting Machine



Exporting The Paints Line
to India



Packaging solution




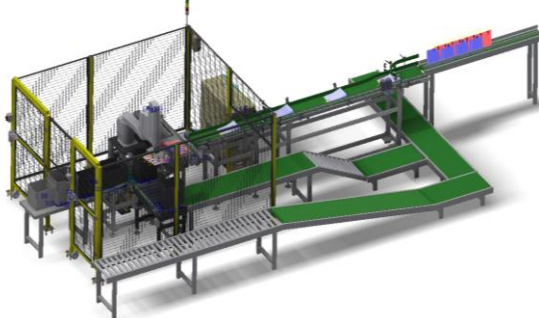
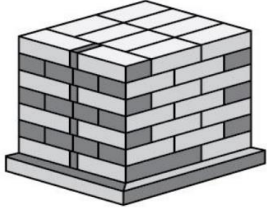
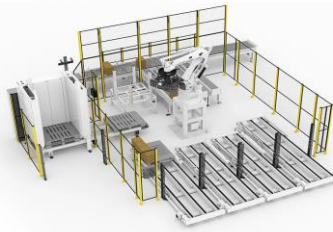
Overview

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

Reference Projects - FAS

Primary Packaging



Robotic Bottle Unscrambler



Tea Bags Packaging



Robotic Case Packer Machine

Secondary Packaging



Gypsum Board Packing Line



Cell Pin Packaging Production line

Tertiary Packaging



Depalletizer



Palletizer



Wrapping machine



Automatic Bagging Line



Dây chuyền đóng gói nước giải khát



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

Production Line

Key Technology

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

Layout



Key Process

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

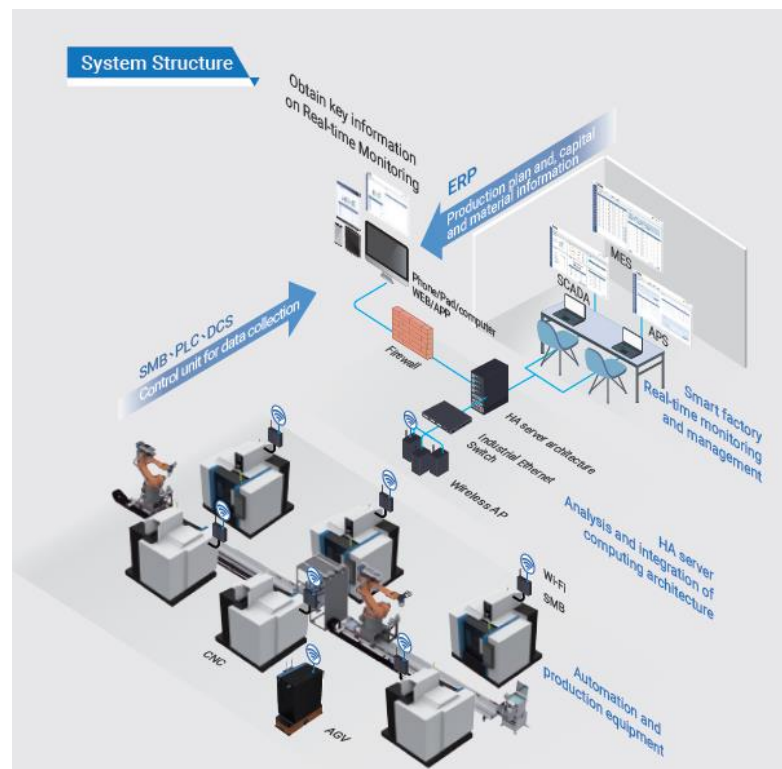
Overview

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

Customer & Partner



Layout



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

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

Reference Projects - FAS

Intralogistics



Automated storage and retrieval systems



Smart Conveyor System



Automation Guided Vehicle



Automotive
& Components



Smart Factory



Manufacturing Execution
System – MES



EcoStruxure™ Augmented
Operator Advisor

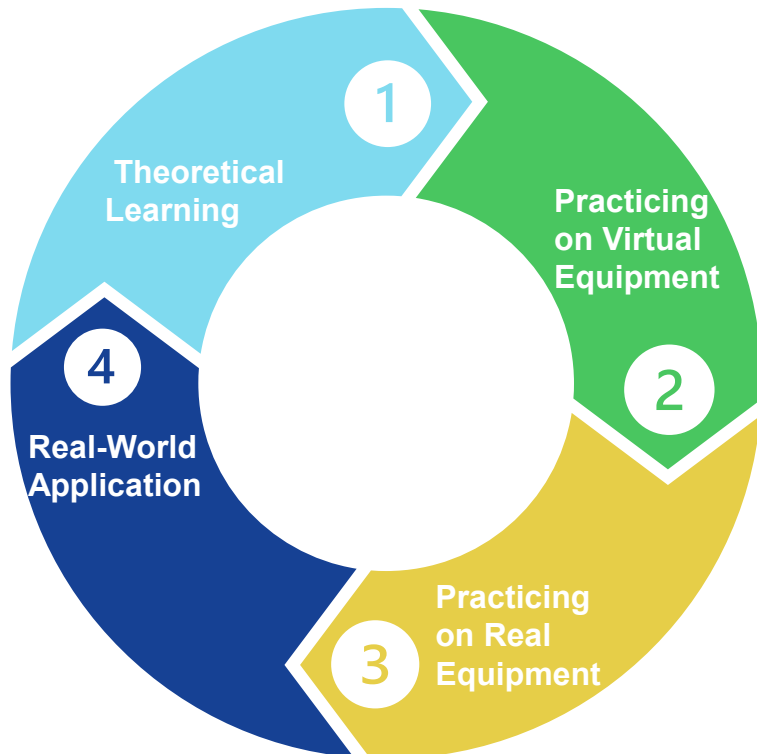


FMCG

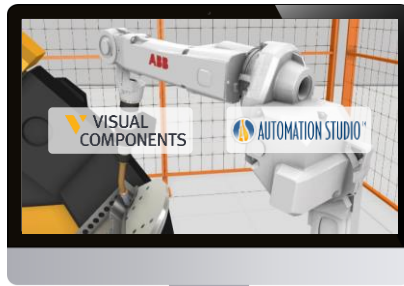
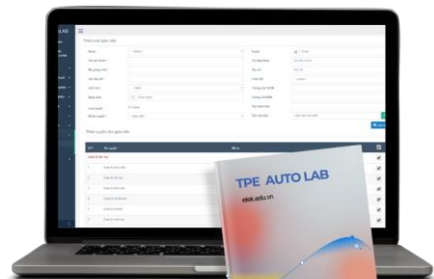


And more





- 4 With our extensive experience in three key fields (Industrial – Civil – Educational Equipment), we provide product sets that allow students to gain hands-on experiences closely resembling real factory environments. Through these experiences, students acquire knowledge and practical skills that align with the needs of businesses and manufacturing plants.
- 3 ETEK offers training products in the form of integrated models featuring components from globally renowned brands, suitable for research and practical applications (such as component connectivity and equipment protection). These enable students to experience and verify fundamental principles on real equipment in a training environment.
- 2 Our product lines and software solutions support the connection of circuit principles, measurement, and testing on virtual devices (including schematic diagrams, 2D models, and 3D simulations).
- 1 ETEK provides products designed to support fundamental theoretical learning, including lectures and diverse multiple-choice questions.



1 **TPE-AutoLAB**
Theoretical Learning

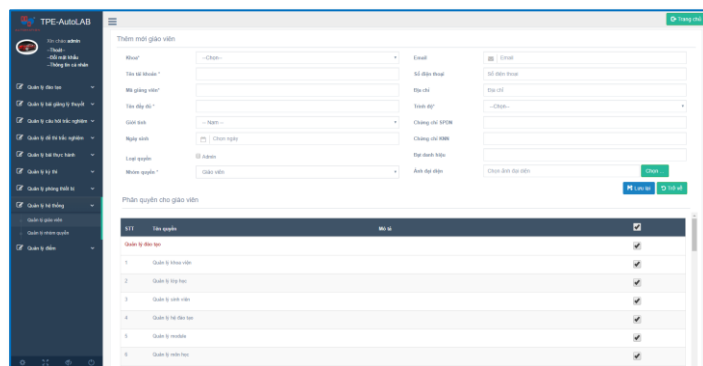
2 Practicing on Virtual Equipment

3 Practicing on Real Equipment

4 Real-World Application

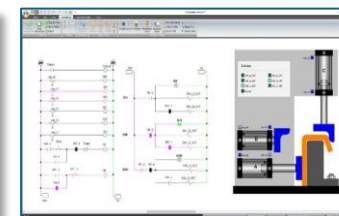
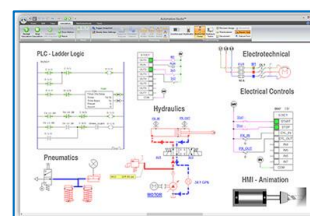
LEVEL I Theoretical Research

ETEK provides cloud-based solutions to support fundamental theoretical research, including lectures and a diverse set of multiple-choice questions.



LEVEL II Experimenting on Virtual Equipment

Students use simulation software to test principles, circuit diagrams, and system programming on virtual devices to verify the theories they have learned and experience circuit operations, as well as measure different parameters.



LEVEL III Experimenting on Real Equipment

Through training models, students can interact directly with real equipment, gaining hands-on experience with actual hardware.

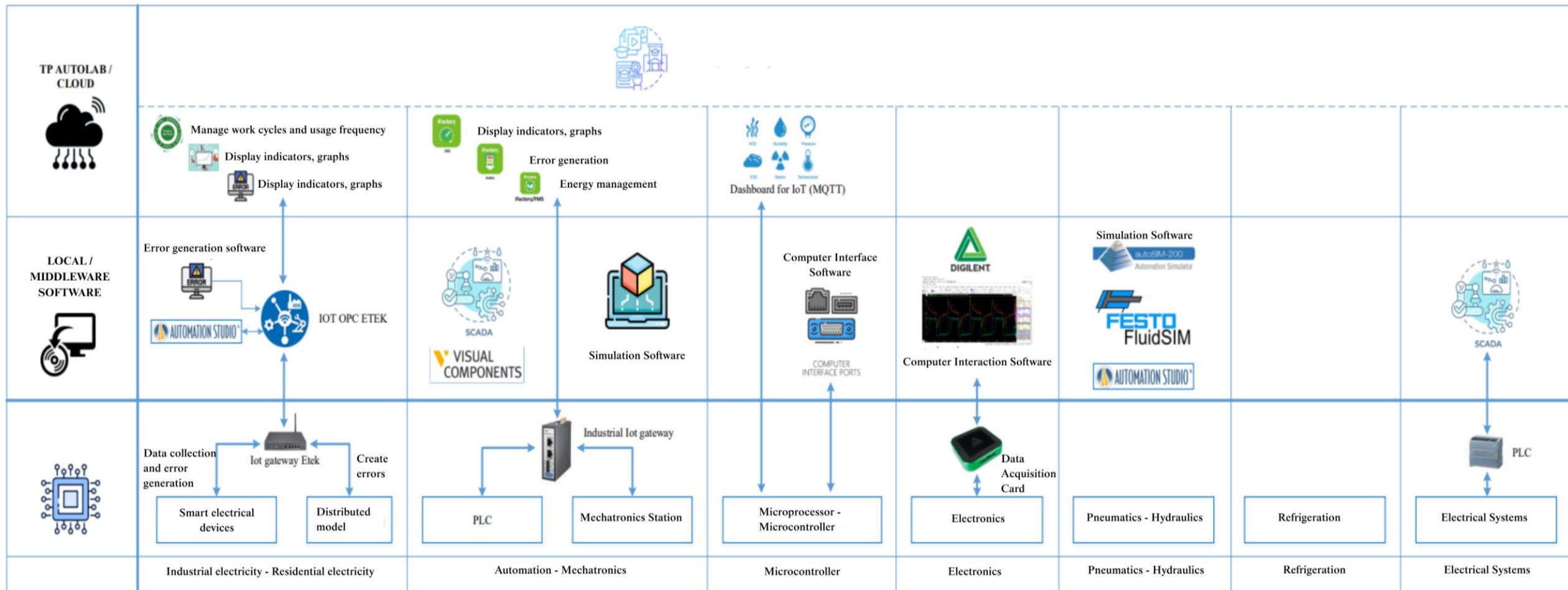


LEVEL IV Real-World Application Development

Students can practice skills such as assembly, wiring, programming, and operation, simulating real-world conditions as if working with actual factory equipment and machinery. (Examples include **clean rooms**, **chemical environments**, **high-altitude operations**, etc.)



ETEK Technology Layers



Product Categories by Technology for Research / Experimentation

PRODUCT CATEGORIES

1 Pneumatics

2 Renewable Energy

3 Control Engineering

4 Electrical Systems

5 Technical Science

6 DC Motors

7 Environmental Control

8 Fluid Mechanics

9 Material Testing and Properties

10 Mechanical Structures

11 Process Control

12 Basic Principles of Physics

13 Mechanical Dynamics

14 Thermodynamics

15 Automation | Industry 4.0

16 Microprocessors / Microcontrollers

17 Electronic Circuits

Product Categories by Technology for Skills Training



PRODUCT CATEGORIES

1 Electrical Mechanics

2 Electronics

3 Electrical – Automation

4 Pneumatics – Hydraulics

5 Refrigeration

6 Experimental Manufacturing

7 Support Equipment

8 Power Generation and Transmission

9 Microprocessors and Control Systems

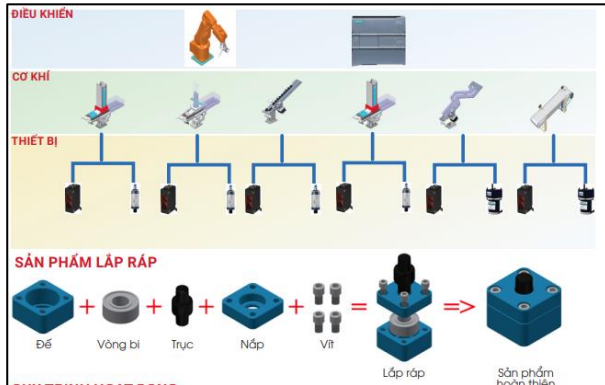


Key Advantages

- **Realistic simulation:** The training system is designed to accurately simulate the production processes in real factories, from assembly lines to automatic control systems, helping students experience the real working environment right from the training period.
- **Diverse applications in industry:** From automobile assembly, electronics to food production, the simulation system can be applied to many different industries, helping students grasp the specific requirements of each field.



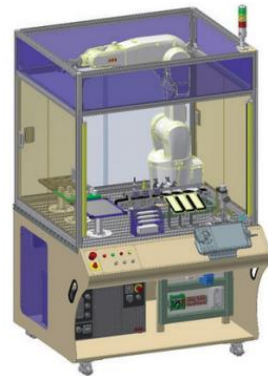
Concept



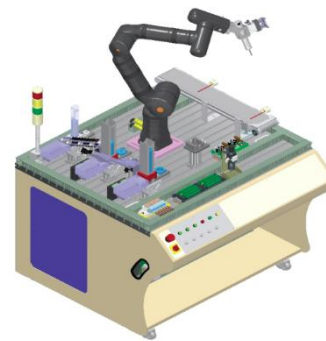
Concept of 7-axis robot training model



Featured Products



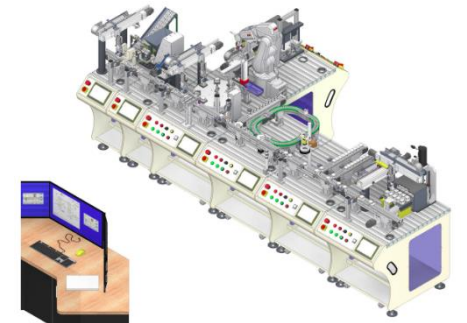
Basic robot station model



7 axis robot training model



Smart factory model



I4.0 Mechatronics Training System

Electrical-Automation Products



Key Advantages

- **Practical Training System:** Accurately simulates the working environment in industry, helping students directly access modern electrical equipment..
- **Diverse practice models:** Provide many PLC programming practice sets to meet different training levels.
- **Upgrade support:** Easily expand and upgrade with additional modules, keeping the training system up to date with the latest technology.



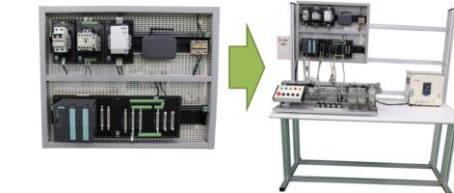
Concept



Featured Products



PLC Programming Training Kit



PLC Installation and
Programming Training Kit



Electrical Installation
Practice Kit



Smart Home
Practice Kit

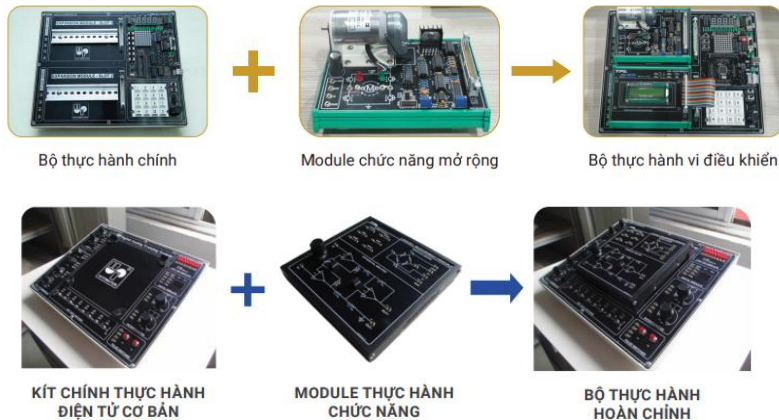


Key Advantages

- **Comprehensive training system:** Provides a full range of practice sets from basic to advanced, including microcontrollers, digital circuits, IoT, AI, and image processing..
- **Realistic simulation:** Practical simulation models closely resemble real-life industrial applications, helping students approach technology intuitively.
- **Multi-industry support:** Suitable for many fields such as automation, embedded control, Internet of Things (IoT), and artificial intelligence.



Concept



Featured Products



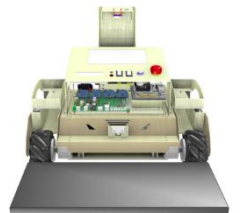
Microcontroller training device



Digital Circuit Training Equipment



IOT Trainer Using Arduino/ESP32



Automated-guide robot model applying AI, image processing

Refrigeration Products

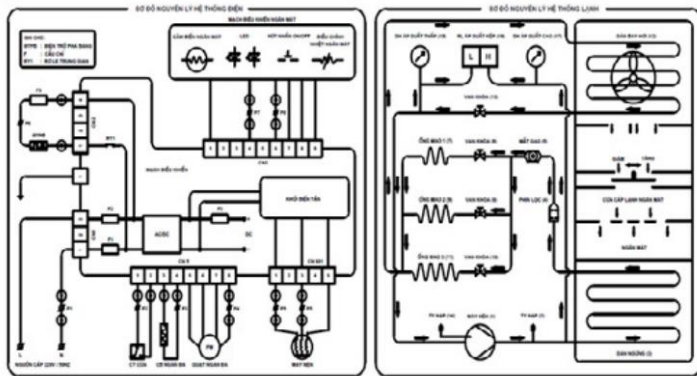


Key Advantages

- **Flexible design:** Easy to upgrade and expand with additional modules, helping the system stay in line with the development of refrigeration technology.
- **Diverse practice models:** Including industrial air conditioning systems, central air conditioning, AHU air conditioning, suitable for many training levels.
- **Advanced technology:** Using modern components and equipment, helping students access the most advanced technology in the refrigeration industry.



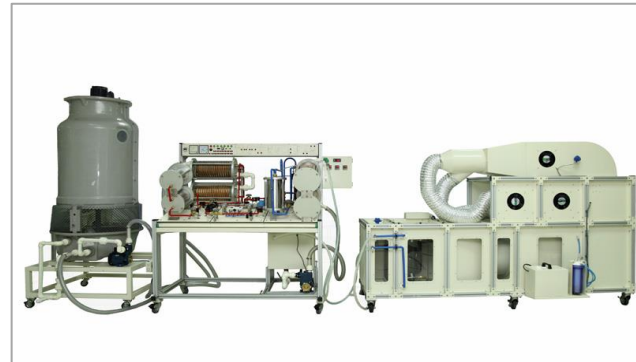
Concept



Featured Products



Industrial air conditioning
training model



Central air conditioning training
model



AHU training model

Typical functional classroom



**IOT AND SMART FACTORY
TRAINING DEPARTMENT**

- Training in **design, manufacture and operation** of intelligent machinery and equipment.
- Learn about automatic control systems, programmable logic controllers (PLCs), industrial robots.
- Practice control programming, design of integrated mechatronic systems.



**BASIC ELECTRONICS
TRAINING DEPARTMENT**

- A place to **research and practice** electronic components, microchips, digital circuits, and microcontrollers.
- Learn about the **operating principles**, design, programming, and applications of **microcontrollers in industry**.
- **Practice** assembling and testing electronic circuit boards.



PLC TRAINING DEPARTMENT




- Training on **civil and industrial electrical systems**, operating principles and maintenance.
- **Practice** connecting, installing electrical systems, measuring and checking electrical safety.
- Learn about **power supply systems**, motor control and industrial electrical cabinets.






**AIR CONDITIONING
INSTALLATION LAB**

- Learn about the **operating principles** and **applications** of **industrial refrigeration and air conditioning systems**.
- **Practice** installing, operating, maintaining and repairing refrigeration systems in production and civil use.
- Learn about **advanced refrigeration technologies** and **optimize system performance**.

Featured Projects

No.	Projects	Customer	Year	Official Development Support
1	Providing specialized training equipment for electricity and electronics to technical training institutions in Cambodia , under the program of the Ministry of Labor and Vocational Training of Cambodia	Ministry of Labor and Vocational Training	2023 - 2024	 ADB ASIAN DEVELOPMENT BANK
2	SAHEP – World bank (Support for Autonomous Higher Education Project for Vietnam)	Hanoi University of Science and Technology	2021	 THE WORLD BANK
3	Providing training equipment for the Faculty of Mechanical Engineering and the Faculty of Electrical and Electronic Engineering under the project “Skills and Knowledge Program for Inclusive Economic Growth” (SKIEG)	Vinh University of Technology Education & Vinh University	2021 - 2022	 ADB ASIAN DEVELOPMENT BANK
4	Providing training equipment for the Faculty of Electricity	Hanoi University of Industry	2020	
5	Providing vocational training equipment for the Faculty of Refrigeration and Air Conditioning Technology	Trường Cao đẳng Nghề Cần Thơ	2022	
6	Building a Training Center Simulating a Real-Life Working Environment for an Automobile Assembly Line	Công ty Sản xuất Ô tô tại Ả Rập	2024	

Featured Projects

No.	Projects	Customer	Year	Official Development Support
7	Vocational Training Project Sponsored by Project Management Unit/ General Department of Vocational Education Supply, installation, operation and auxiliary services for Automotive Technology	Nha Trang College of Technology	2018	 german cooperation <small>DEUTSCHE ZUSAMMENARBEIT</small> Implemented by: KfW
		Vietnam - Germany Technical College in Ha Tinh		
8	Vocational Training Project Sponsored by Project Management Unit/ General Department of Vocational Education Automotive Technology Training Equipment	Dung Quat Technical College	2017	 AFD <small>AGENCE FRANÇAISE DE DÉVELOPPEMENT</small>
		Vietnam-Soviet College of Construction and Electromechanics		
9	Vocational Training Project Sponsored by Project Management Unit/ General Department of Vocational Education Equipment for Automotive Technology	Yen Bai Vocational College	2016	 ADB ASIAN DEVELOPMENT BANK
		Can Tho Vocational College		

Featured Projects - ETS



Distributed control system



Smart Devices



Pneumatic Equipment
Training Room



Electrical equipment lab



Hydraulic Equipment Lab



Hydraulic equipment
practice laboratory



Flexible Manufacturing
Systems



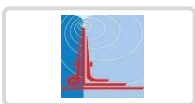
Industrial Robot Practice
Station



Robotics Lab



Electrical safety training
equipment



Car Parking

Overview

ETEK is the leading company in the field of developing automatic parking systems. With advanced technology and a team of experienced experts, we have provided customers with advanced smart parking solutions, with a scale of up to 1000 parking locations and received many good feedback from customers.

Customer & Partner



Products



Automatic Parking Puzzle



Automatic parking Robocar

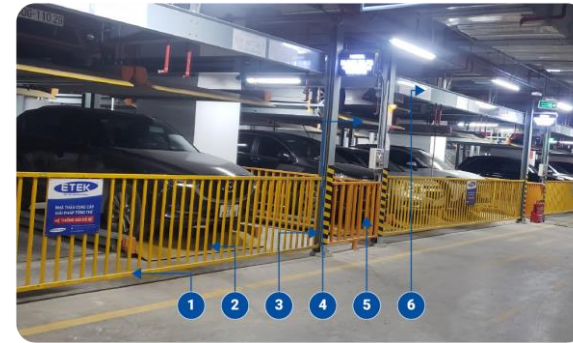


Automatic parking Robotic

Key Technology

Layout

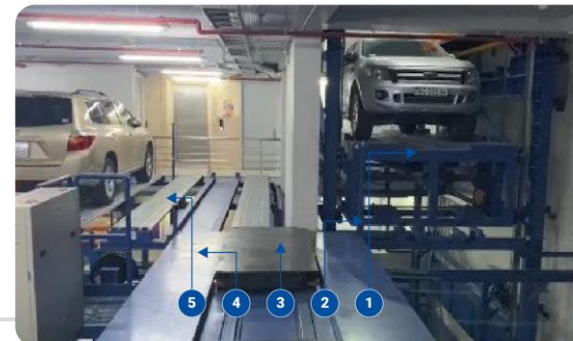
Key Process



1. Automatic door
2. Large car carrier on the 1st floor
3. Plinth
4. Large car carrier on the 2nd floor
5. Safety fences
6. Horizontal beam



1. Steel frame
2. Vehicle compartment
3. Cart
4. Car carrier deck
5. Ray navigation



1. Lifting machinery
2. Ray navigation
3. Vehicle clamping robot
4. Cart
5. Vehicle compartment

Reference Projects – LAS

Fully automated parking system



Robotic technology parking system



Robocar technology parking system

Management software



The controlling system



EcoStruxure™ Augmented Operator Advisor

Semi-automated parking system



Puzzle technology parking system



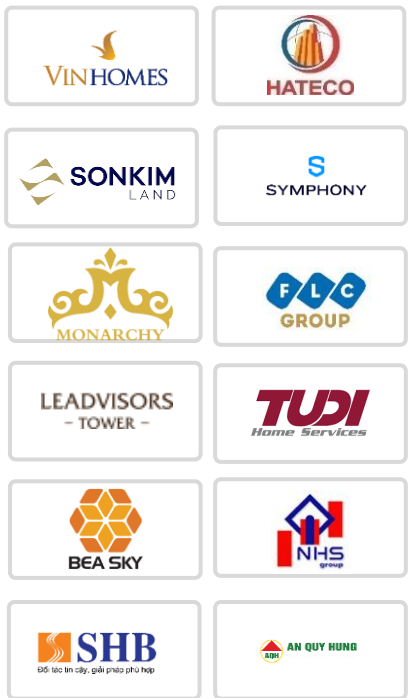
Puzzle technology parking system



Puzzle technology parking system



Puzzle technology parking system



Reference Projects – LAS

Car lift



Scissor Lifts



4-pillar lift



2-pillar lift



1 post lift

Motorcycle lift



2-storey motorbike parking system

Car turntable



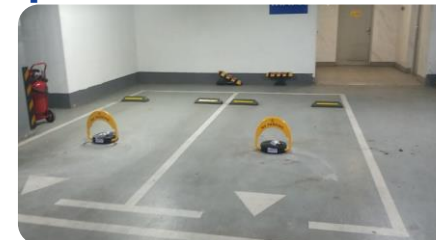
Turntable parking system

EV Charging



EV Charging systems

Lock parking position



Lock parking position



Vending Machine



Collaborative Activities



*Thank
you*

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