

DIGITAL TECHNOLOGY COMPANY



# **DIGITECH GROUP PROFILE**

*the complete Auto-ID solution*

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# SECTION 1

## **DIGITECH GROUP OVERVIEW**

## 1. Foundation

Founded in 2002, Digitech Group includes 05 companies:

### **DigiTech Hanoi (Digital Technology Company Limited – DIGITECH Co.,Ltd)**

- **Address :** No 349 Quynh Loi Lane – Quynh Loi Precinct - Hai Ba Trung district - Hanoi City
- **Tel:** (84-4) 3943.6887 **Fax:** (84-4) 3943.6889
- **Website :** [www.digitech.com.vn](http://www.digitech.com.vn) **Hotline :** (84) 0983.69.68.68
- **CEO of DigiTech : Mr.Dang Chung Dong**
- **Business focus : distribution Autoid products in the North region of Vietnam**

### **DigiTech Ho Chi Minh (Digital Technology Development Investment Joint stock company – DIGITECH JSC)**

- **Address :** 08 Tue Tinh street- No11 district - HoChiMinh City
- **Tel:** (84-8) 3965.1400 **Fax:** (84-8) 3965.1401
- **Website :** [www.digitech.com.vn](http://www.digitech.com.vn) **Hotline :** (84) 091.650.68.68
- **CEO of DigiTech : Mr.Hoang Viet Quang**
- **Business focus : distribution Autoid products in the South region of Vietnam**

### **DigiTech Solutions (Digital Technology Solutions Joint stock company – DIGITECH SOLUTIONS JSC)**

- **Address :** 33 VanHo II street- Hai Ba Trung district - Hanoi City
- **Tel:** (84-4) 3974.7053 **Fax:** (84-4) 3974.7840
- **Website :** [www.hrm.vn](http://www.hrm.vn)
- **CEO of DigiTech : Mr.Cao Manh Ha** **Hotline :** (84) 09.85.82.68.68
- **Business focus : research and development Autoid software and solutions**

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**DigiTech Printing (Digital Technology Printing Joint stock company – DIGIPRINTING JSC)**

- **Address** : No 17/72 Nguyen Trai street- Thanh Xuan district - Hanoi City
- **Tel:** (84-4) 3996.5771 **Fax:** (84-4) 3376.6492
- **Website** : [www.digiprinting.com.vn](http://www.digiprinting.com.vn) **Hotline** : (84) 09.38.28.58.68
- **CEO of DigiTech** : Mrs. Tran Thi Gam
- **Business focus** : barcode label, barcode ribbon manufacture

**Digitech Joint stock company – Digitech JSC**

- **Address** : No 12 – 70/349 Minh Khai – Hai Ba Trung district - Hanoi City
- **Tel:** (84-4) 36255116 **Fax:** (84-4) 36255177
- **Hotline** : 0904190900
- **CEO of DigiTech** : Mr. Tran Xuan Thang
- **Business focus** : Total Security, Biometrics, RFID, CCTV Solutions

DigiTech Group are going to build business focus in :

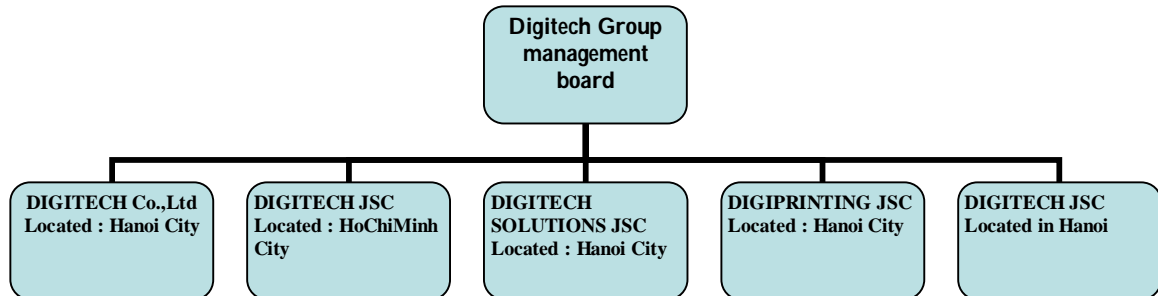
- Auto-ID Distribution : we have big amount reseller / Agents in Vietnam.
- Auto-ID Total Solution : include Barcode solution, Plastic Card Solution, POS, EPOS, RFID, Auto-ID consumables, etc
- Software Development: HRM, Asset Management, POS etc.

## 2. Our Group's Mission Statement

- To become one of the most prestigious Auto-ID companies in Vietnam market.
- We will maintain to be the leading company in providing equipment including card reader, card printer, barcode printer, barcode scanner, and time taking system , Auto-ID solutions.

### 3. Organizational Structure :

#### Organizational Structure of DigiTech Group



### 4. Overview of Staff

We have in total 79 staffs, of which :

- 25 persons are Electronic Enginneers and Informatic Enginneers
- 26 persons hold university degrees in economics and finance
- 28 persons hold college degrees

The majority of our staff has graduated from Universities, and colleges. All our staff continuously strives to enrich their experience and knowledge and grasp the latest technology.

Our staffs master a wide knowledge in IT and Auto-ID. Besides, they have high responsibility and great enthusiasm at work that we consider a big plus of DigiTech Group.

Furthermore, We have a strong number of colaborators who specialize in IT and other related fields. They are active and enthusiastic contributors in providing consutancy service to our clients.

### 5.Target markets and Business Scope:

#### 5.1. Target markets

- Being awared of the role and the great importance of the IT, specifically Auto-ID sector in the development of the enterprises , DigiTech Group has always strived to become one of the most prestigious companies in the Auto-ID sector.
- Our efforts in are aimed at providing Auto-ID solutions to manufacture, factory, enterprise and other organizations in Vietnam. Our target market focuses on the

areas in which we are acting the leading provider specifically enterprise management, auto-control and security.

## **5.2. Business Scope**

### **(a) Auto-ID equipment distribution :**

- ✓ Authorized distributor of ZEBEX (Taiwan) - barcode scanner;
- ✓ Authorized distributor of TYSSO (Taiwan) – Bill printer , POS system;
- ✓ Authorized distributor of CipherLab (Taiwan) – PDT terminal, mobile computer;
- ✓ Authorized distributor of GODEX (Taiwan) - barcode printer;
- ✓ Authorized distributor of ACTI (Taiwan) – IP camera;
- ✓ Authorized distributor of GIGATEK-PROMAG (Taiwan) - Card reader, time taking etc;
- ✓ Authorized distributor of ZK Software (China) - time taking etc;
- ✓ Authorized distributor of ROXTRON (HongKong-China) - RFID card;
- ✓ Authorized distributor of MAGICARD (UK) – Card printer
- ✓ Authorized reseller of SOYAL (Taiwan) - Card reader, access control products;
- ✓ Sales Agent of ZEBRA (USA) ; HITI (Taiwan) - Card printer;
- ✓ Sales Agent of PRINTRONIX (USA) ; DATAMAX; ZEBRA ; SATO (Japan) – Barcode printer
- ✓ Sales Agent of Metrologic, Motorola, Datalogic (USA) - barcode scanner;

### **b) IT Solution provider :**

- ✓ providing solutions for using Auto-ID equipment (Time taking, Access control, POS, Asset management , Store management etc); and
- ✓ developing application software based on Auto-ID equipment (card reader, barcode reader, PDT, POS etc) for enterprise in Vietnam.

### **c) System and Application Software**

We have developed and programmed some specific softwares for :

- security and access control;
- HRM software for Enterprise; and
- Asset Manangement software
- Warehouse Management Software
- POS. etc.

**d) Technical and maintenance services**✓ **Hardware Services**

- consultancy Service;
- warranty Service;
- maintenance Service;
- maintenance insurance Service; and
- repairing Service .

✓ **Software services**

- installation and Setup management software for Enterprise ; and
- application Software Consultancy Service.

✓ **Synthetic services**

- general service for Auto-ID system;
- designing, planning complete Auto-ID Solutions ;
- customer support Services.

**5.3. Business Channel**

- Via Reseller : almost IT company in Vietnam (informatic technology companies)
- Via Tender Project of Government and Big Corporation
- Via Total Autoid solution for enterprise and hospital
- Via e-commerce retail at : [www.autoid.com.vn](http://www.autoid.com.vn) (the first online autoid products supermaket in Vietnam with no 1 website ranking in Autoid field with different team and company brand )

**6. Results of operations in 2009 - 2010**

YEAR	2009	2010
Sales revenue ( in US Dollars)	2.5 million	3.5 million

*Approximately 90% of the DigiTech Group sales revenues originates from selling Auto-ID equipment and solution to reseller and enterprise in Vietnam.*



## SECTION 2

# **PRESENTATION OF TECHNICAL CAPACITY, EXPERIENCE AND ACTIVITIES OF DIGITECH GROUP**

## 1. Technical capacity, experience and activities of DigiTech mainly focusing on Auto-ID sector

Since 1996, Mr Dong Dang Chung (chairman president of Digitech Group) worked in EI group that Company has directly and indirectly got involved in supplying, installing, and maintaining IT equipment for Vietnamese economic sector. For the past ten years, Mr Dong has known the important of Auto-ID to Vietnam's enterprises . Therefore, we have researched and developed in to Auto-ID from ten year ago. That mean we established the new company - DigiTech Company.

### Major achievements of business performance:

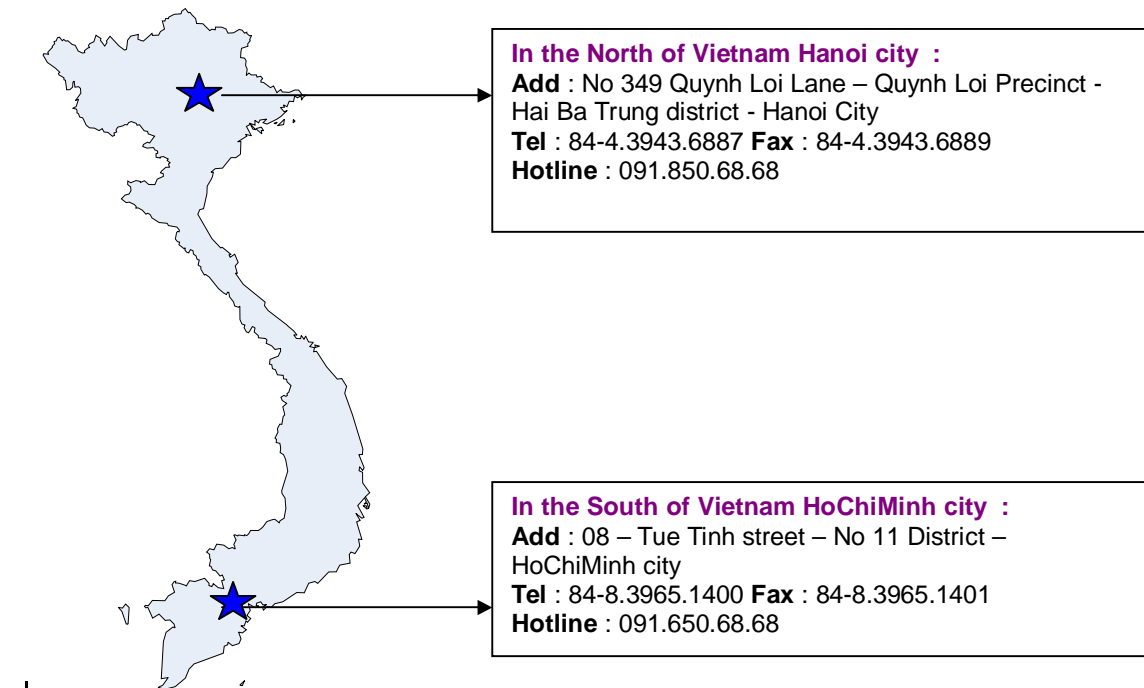
- *To supply full set of AutoID products for:*

- ✓ IBM Vietnam ; Honda Vietnam ; Bbraun company; Sumitomo Heavy Industries (Vietnam) ; Sumirubber Vietnam ; Nissin Brake Vietnam; Marumitsu Vietnam EPE ; Fujikin Vietnam ; Tokyo Micro Vietnam ; Volex cable Assembly (Vietnam) ; Kokuyo (Vietnam) ; Komatsu Vienam ; IKEA ; Diana ; Viettel Corp ; Yamaha Vietnam ;
- ✓ etc.

With our capacity and experience in the business field over the past few years, Digitech Group strongly believes that we are full- fledged and capable of implementing projects rendering Auto-ID equipment support to our clients.

## 2. Technical and maintenance service centers :

### 2.1 Technical centers is located as follows:



The maintenance Centers of DigiTech assures that we respond to request of maintenance technical support during working days. During holidays and on Sundays, Please contact us at the following mobile phone numbers: 091.440.6868 - 09.8582.6868

## **2.2. The major features of The Technical support and Maintenance service Centre of DigiTech Group**

### **The maintenance Unit of DigiTech**

- Having Experienced and qualified staff who have a sound knowledge in electronic informatic and Auto-ID
- Being able to meet the demand of technical service by clients satisfactorily
- Devoted to clients
- Hard working and creative
- Being well-equipped with adequate equipment for maintenance services
- Testing equipment, installing equipment, measuring equipment

### **Advantages of Technical service center of DigiTech**

- Having in maintenance service experts who specialize in the field of maintenance rather than other fields, hence they can respond to client's demand immediately upon request.
- Giving priority to the prestige of our product and image
- Serving the customers on the spot two hours at the latest after we receive request in Hanoi city.
- Short time for fixing Time technical problems
- We are willing to fix and maintain equipment that are not purchased from our group for clients

## Conclusion

We are proud to be the leading provider of equipment and Auto-ID solution in Vietnam for a majority of Vietnam's enterprises. In line with the development and modernization of automation and Auto-ID infrastructure of Vietnam's enterprises, especially the Autoid systems , HRM system, the POS and security system, etc. DigiTech Group has the strong aspiration to expand its business, and our supply of Auto-ID products to serve our clients in the field of auto-management.

Therefore, we always try our best to seek, and to create new development opportunities for customer and partner.