

# ADVANCED TECHNICAL SERVICES FOR SME IN SELECTED INDUSTRIAL SECTORS, VIETNAM 2010-2012

To increase the productivity and competitiveness of SMEs through improved services of the Center of Materials and Failure Analysis (COMFA)

## Beneficiaries

>20

COMFA staffs and SMEs owners/managers benefited from the project



## Target Sectors

1. Sugar Mills
2. Paper Mills
3. Suppliers to Automotive Industry

## Project Benefits

- 5 COMFA staffs improved in failure analysis >> 4 SMEs in mechanical sector have been supported
- 3 COMFA staffs improved in water chemistry corrosion >> 7 Sugar and paper mills have been supported
- 3 COMFA staffs improved in life time prediction & condition assessment



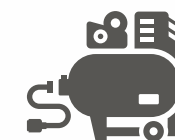
Income from failure analysis service to mechanical SMEs increase from

\$1,350 to \$13,190

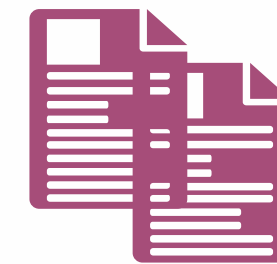
Income from service of improved equipment increased from

\$6,200 to \$16,250

SMEs reduced their production costs by \$143,226



COMFA passes ISO/IEC 16025



Manual for failure analysis and guidelines of water chemistry have been developed

93% of COMFA customers are satisfied with the service

## In the Framework of Sufficiency Economy Philosophy (SEP) and Sustainable Development Goals (SDGs)

### Moderation

- COMFA focuses on emerging SMEs rather than on large industries to ensure moderate but more sustainable growth
- SMEs prolong lifetime of tools to maximize use of resources rather than do high investments

### Reasonableness

- Improve failure analysis services to improve operational conditions and working tools for better quality of final products
- Gain higher productivity and competitiveness

### Resilience

- Become more independent from external laboratory services
- Prevent falling behind through alliances and strong network with Thai and international service providers
- COMFA develop its own strategy and business plan for long term organizational management

### Knowledge

- Enhance knowledge in failure analysis and management competence of COMFA through the integration of local and international lessons/good practices

### Morality

- Support high standard and trustworthy services
- Enhance good business relationships between stakeholders
- Promote equal access to standard service for SMEs that do not receive state support

8 DECENT WORK AND ECONOMIC GROWTH



More productive and competitive SMEs contribute to the sustainable industrial development of Vietnam

9 INNOVATION AND INFRASTRUCTURE



SMEs are enhanced to access to technological services for innovation and reform of production processes

17 PARTNERSHIPS FOR THE GOALS



Vietnamese–Thai–German partnership synergise know-how and resources in strengthening sectoral and national structures

