

4. Competence of Company

4.1. Personnels

Board of Management : 4 persons

Board of Directors : 3 persons

Leaders of Divisions : 7 persons

Experts, officers, engineers : 39 persons

A. Design consultancy.

International Power Construction and Environment Consulting Joint Stock Company gather a force of qualified and experienced experts and engineers. 100% official staff of company has qualifications from university degree and over and has experience in specialized business lines of company.

Designers have been holding vital positions such as project manager, Design Director of small and large hydro power plants at home and abroad for years. They undertakes from making terrace planning for rivers of provinces to making technical design, drawing, quota, unit price, total estimation and detailed estimation for works.

The Company has 30 people, including officers, engineers, experts who work in all business lines of company. Especially, designers have been working in design organizations such as

Power Engineering Consulting Joint Stock Company, Vietnam Academy for Water Resources, Vinaconex, Song Da-Ucrin Consulting Engineering Co.,Ltd, have been working as manager, designer, consultant of hydro power plants with capacity from several MW to thousand of MW in home and abroad.

The Company is established and develops gradually with experienced officers and engineers who have been working as manager, designer, consultant of large hydro power plants.

Some Hydro power plant projects which are designed and verified:

Tên công trình

Capacity

Field

Features

Son La Hydro Power Plant

2400 MW

Design

RCC concrete dam with height of 138m

Ialy Hydro Power Plant

720 MW

Design

Perfect underground energy line

Tuyen Quang Hydro Power Plant

320 MW

Design

Concrete rockfill dam CFRD

Huoi Quang Hydro Power Plant

520 MW

Design

Perfect underground energy line

Ban Chat Hydro Power Plant

220 MW

Design

RCC concrete dam with height of 133m

Quang Tri Hydro Power Plant

64 MW

Design

Concrete rockfill dam with height of 78m, pressurization with height of 73m

Lai Chau Hydro Power Plant

1500 MW

Design

Rolled concrete dam RCC

Hua Na Hydro Power Plant

180 MW

Design

Plant tunnel of 3,8km

Nho Que Hydro Power Plant 3

110MW

Design

Conduit energy line, tunnel passing lime zone with much Casto.

Luong Pha Bang Hydro Power Plant

1500MW

Design

Roller concrete dam RCC

B. Other consultancy.

Apart from excellent features above, IPCEC focuses on Finance Carbon (CDM) and effective energy use.

Experienced and devoted consultants of IPCEC are able to design and make concept for projects as well as develop, assess such projects

Some CDM projects which are cooperated by IPCEC

Projects

Nation

Field

BIDOFOOD biogas

Vietnam

Biogas and energy

APFCO biogas

Vietnam

Biogas and energy

DAKFOCAM biogas

Vietnam

Biogas and energy

TAN PHU Tapioca, biogas

Vietnam

Biogas and energy

Song Tranh Hydro Power Plant

Vietnam

Energy

Ba Ha Hydro Power Plant

Vietnam

Energy

Khanh Hoa Sugar Joint Stock Company (KSC),

Vietnam

Energy

DakRtih Hydro Power Plant

Vietnam

Energy

Dak Mi Hydro Power Plant 4

Vietnam

Energy

Hoi Xuan Hydro Power Plant

Vietnam

Energy

Bac Ha Hydro Power Plant

Vietnam

Energy

Minh Quang Tapioca Starch., JSC

Vietnam

Biogas and energy

Lala Hydro Power Plant

Vietnam

Energy

Khe Cham Hydro Power Plant

Vietnam

Energy

Nam Cat Hydro Power Plant

Vietnam

Energy

Pao Cu Sang Hydro Power Plant

Vietnam

Energy

Song Tranh Hydro Power Plant

Vietnam

Energy

Nam Chanh Hydro Power Plant

Vietnam

Energy

To Buong Hydro Power Plant

Vietnam

Energy

Suoi Cai Hydro Power Plant

Vietnam

Energy

Nam Cat Hydro Power Plant

Vietnam

Energy

Sap Viet Hydro Power Plant

Vietnam

Energy

All above projects were registered during the period of registration, appraisal or making PDD.

IPCEC regularly updates assesses the development trend on management and advanced technology in the world so as to apply selectively quality advisory services to customers. Service of IPCEC will improve competition of customer through economic, social and environmental profits.

4.2. Technical competence.

4.2.1. Design consultancy and hydro power plant project.

- The company is experienced in survey, collecting and settling geographical engineering for design and construction of hydro power plants in periods of making planning; investment report; investment project; technical design, construction drawing.

- The company is experienced in survey, collecting and settling hydraulic engineering, environment to support for designing hydro power plants in periods of making planning; investment report; investment project; technical design, construction drawing.

- The company is experienced in making solutions to construction of hydro power plants in periods of making planning; investment report; investment project; technical design, construction drawing.

- The company is experienced in making quota notes – unit price, total estimation, and detailed estimation of hydro power plants.

4.2.2. Application of design software.

Officers and engineers of Company have opportunity to participate in training courses of domestic and foreign calculating programs, advanced calculating software. So, they can use professionally calculating software and apply it to design works which have been participating in home and abroad.

4.2.3. Service consultancy

a. Carbon finance

Building projects based on Clean Development Mechanism (CDM) will help enterprises to reduce emission generation, use advanced technology and obtain financial profits from buying Certified Emission Reduce (CER).

IPCEC and international partners commit to supply service with optimal financial and technical solutions to enterprises.

b. Clean energy production and effective energy use

Clean energy production and effective energy use can reduce production cost for enterprises and improve environmental effectiveness. IPCEC is ready to provide customers with general advisory service or private advisory service depending on customer's requirement.

c. Clean technology

Understanding and owning clean technology help enterprises to intensify their competitiveness. IPCEC has ability to look for, transfer and manage clean technology which is satisfied by enterprise's financial competence.

d. Financial and banking consultancy

Development of finance and banking service make opportunity for enterprises of Vietnam to invest and make financial plan. However, so many suppliers are one of obstacles for Employers in selecting service. So, the problem is how to reach exact information to have effective and rapid financial solutions without wasting time and effort?

In order to help consumers and employers to save time and money, IPCEC commits to provide package financial and banking advisory service with independent financial information which allows consumers to access range of financial service.

At the present, IPCEC provides information of more than 20 banks, more than 10 insurance companies and leading financial service suppliers in the world.

Moreover, IPCEC also provides updated information on financial service in Vietnam, interest rate of banks and has close relation with more than 20 joint stock banks and state banks in Hanoi City with professional officer staff.

We provide enterprises and projects with advisory service to help them complete borrowing procedure. We always have answer right after the profile is considered and ensure to give quick solutions with reasonable expense.

We bring independent financial information and make orientation to enterprises, support them to learn about products and financial service in Vietnam, connect enterprises with other financial organizations so that they can compare and make the best decision.

Over all others, IPCEC expects to become reliable companion of enterprises and financial service suppliers. We believe that our friendly environment will bring profits and trust to Vietnamese consumers as well as financial service suppliers in Vietnam. We are directing toward Gold Service, so time, effectiveness and reasonable expense are our priority.

5. Business strategy:

5.1 Business target: Profit of customers is the profit of Company

5.2 Business philosophy of IPCEC: Together with you to success

5.3 Competitive strategy

Keep training, improving skill, knowledge, behavioural culture and professional ethics of available labor force; build and implementing policy to attract qualified laborers to satisfy requirement of customer.

Improve information technology, develop and apply advanced software of famous companies in the world to IPCEC.

Strengthen service quality through focusing labor force on service that allows to access directly to target customers.

Intensify finance to knowledge development projects by cooperating with Universities, Academy, and Research Institutes to hold scientific workshops, consult enterprises, etc., in order to increase image of IPCEC.

5.4 Quality management policy

Understanding that quality of products and service provided to customer is the important factor for development of enterprise, IPCEC concentrates all efforts on improving quantity and quality of service to optimize customer's benefit at the beginning.

In order to maintain sequence and unity of quality management system as well as standardize and control any risk in operation, IPCEC has been making quality management manual with standard ISO 9001:2008. This document presents all policy, principles and contents of quality management committed by IPCEC to improve quality of products and services to serve customer better and better.

On the basis of quality target, quality management system determination, IPCEC makes a labor force management policy, determine and check the product and service creation process under the PDCA model (*Plan - Do - Check – Act*), manage all documents, process of quality management system, regularly collect suggestions of customers and partners to calculate, analyse, improve, act shortcomings for better products and service.

5.5 Vision □ 2015.

Being leading advisory service supplier of Vietnam.