



# Bonfiglioli Vietnam

We Engineer Dreams

27 May 2021

Andrea Genuini

Country Manager South East Asia



*We engineer dreams*

# Bonfiglioli Group

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Brief Company Overview



# Our Worldwide presence



“ Since 1956 Bonfiglioli has been an **Italian family business**.

For **two generations** a member of the family has been leading the company, through market changes.

Today **3700 people** are committed to satisfying Bonfiglioli customers.

”

**14** production facilities

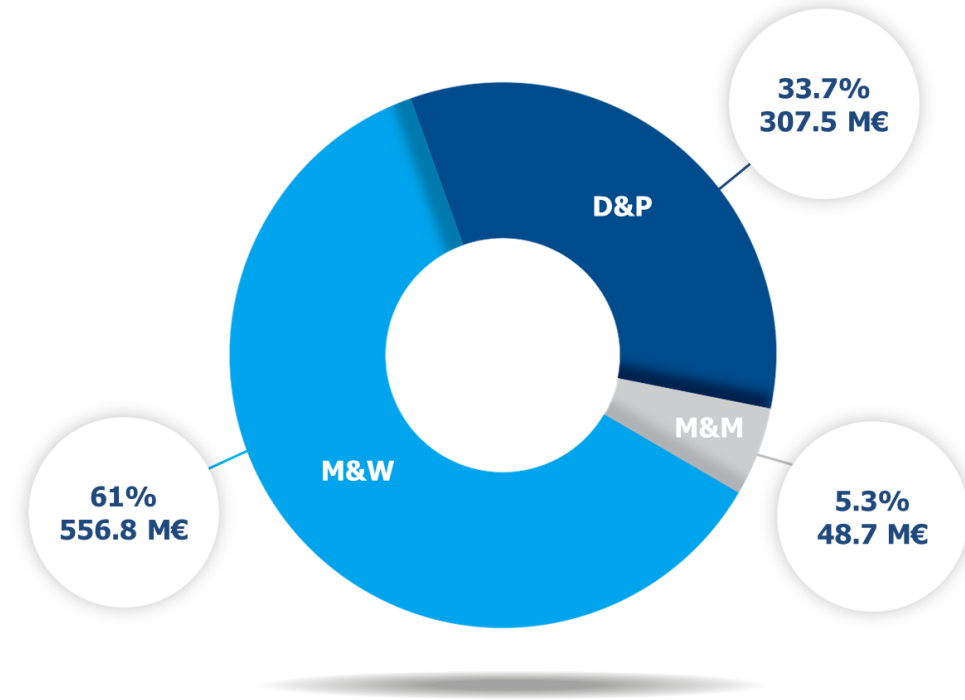
**21** branches

over **550** distribution partners

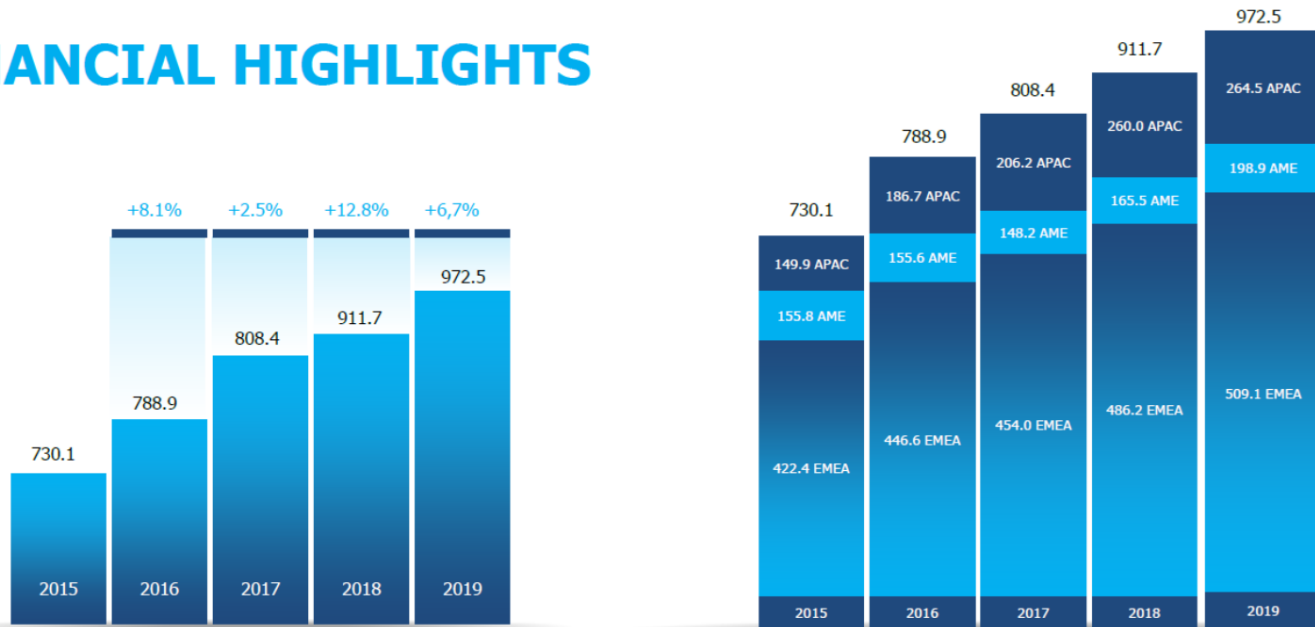


# Our Business Units

- Discrete Manufacturing & Process Industries**
- Mechatronic & Motion Systems**
- Mobility & Wind Industries**



## FINANCIAL HIGHLIGHTS



Group Sales  
(EURO/MILLION)

Sales by geographical area  
(EURO/MILLION)

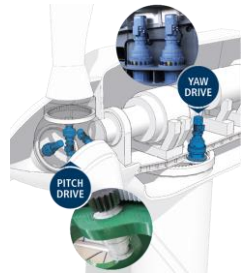
# Our Business Units



## Mobile

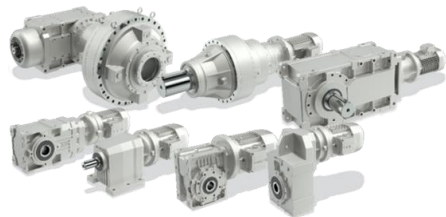


## Electromobility



## Wind

Worldwide leader with a market share of over 35% in wind turbine drives



## Discrete Manufacturing and Process industries



## Mechatronic and motion system



# Bonfiglioli Vietnam

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# Bonfiglioli Vietnam (BVN)



**1 Office building** **2 Canteen** **3 Inbound area** **4 Workshop** **5 Outbound area** **6 Power Station**

## Plant Area [sqm]

Land	93,844
Covered area	22,000
Office	1,600

## Installed capacity [units/year] (1 shift)

Electric motors	450,000
Gear motors	39,000

## Head Count [# people]

Managers	8
Staff	40
Operators	141

# Bonfiglioli Vietnam





# Products made in Vietnam



Gearboxes & Gearmotors

*Bevel*

*Helical offset*

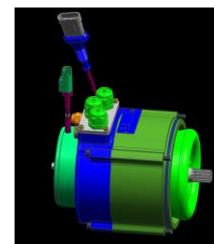
*Helical inline*



Planetary Gearboxes



Electric Motors



Electric motors for electro mobility



Electric motor with permanent magnets

# Bonfiglioli Vietnam

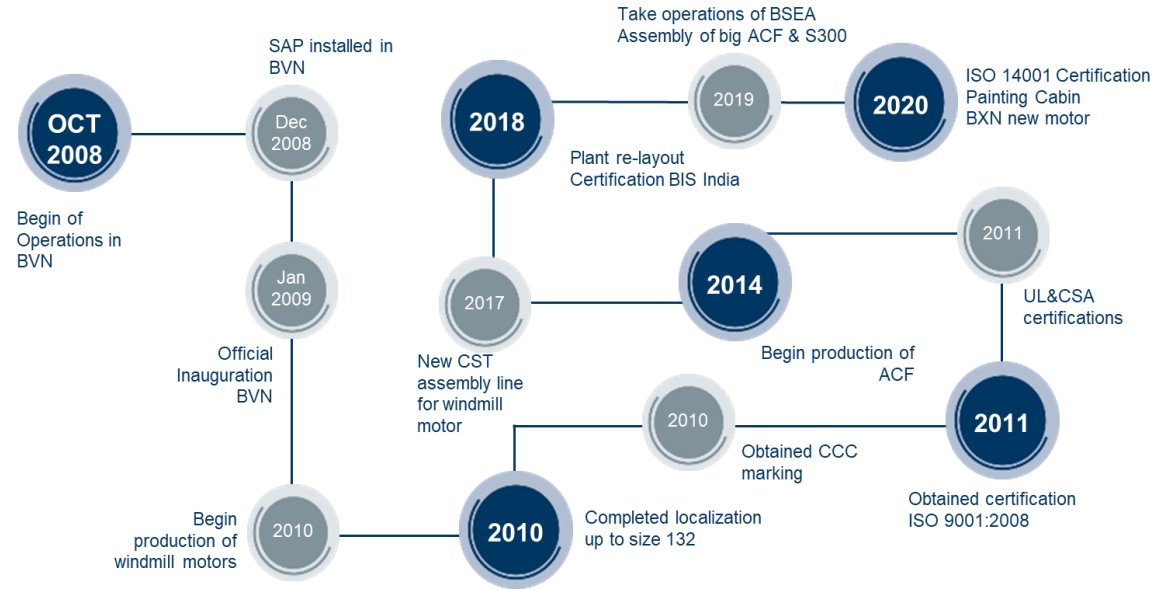
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Our Experience in Vietnam



# Bonfiglioli in Vietnam

A business friendly environment



Bonfiglioli decided to come to Vietnam almost 15 years ago and the main reasons were:

- Supportive, pro-business, environment
- Stable Government
- Modern infrastructures
- Availability of suppliers
- Availability of well educated and skilled managers/staff
- Young/flexible and motivated technicians
- Strategic geographical location in South East Asia

Bonfiglioli maintains excellent relationship with **Binh Duong Province** and **Becamex** and this allows our group to grow and create jobs for the local community. Bonfiglioli will continue to invest in Vietnam with the aim to create here our manufacturing hub for South East Asia

# Collaboration with Eastern International University (EIU) Binh Duong

Bonfiglioli Production System (BPS) Internship and projects

## TECHNOLOGY Pillar

### LEARNING CONTENT:

- Time and Methods Analysis
- Recognize NVA / VA
- Layout Design of the Kit Area
- Preparation of the Kanban as Material Handling Feeding System in the Assembly Motor Lines

## MAINTENACE Pillar

### LEARNING CONTENT:

- Create Machine Ledger (Machine Components Deployment)
- Create Professional Maintenance Calendar
- Write Operative Procedure for Maintenance Calendars
- SMED for Setup (Single Minute Exchange of Die Technique)
- Write Working Instructions for Setup

## PRJ - Reduce NVA in CST Inserting Area

### LEARNING CONTENT:

- DMAIC Approach to Develop a project
- Problem Solving Techniques to reduce NVA
- Study & Design of Multi Spindle Screw Head (Prototype with 3D Printer)
- Study & Design of a Layout for the Area

**INTERNSHIP** *Practical and invaluable experiences*

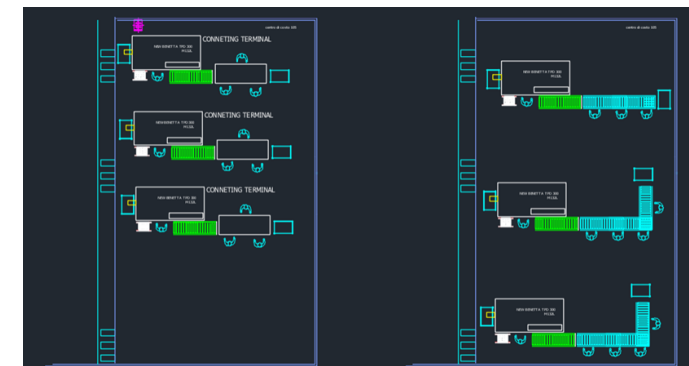
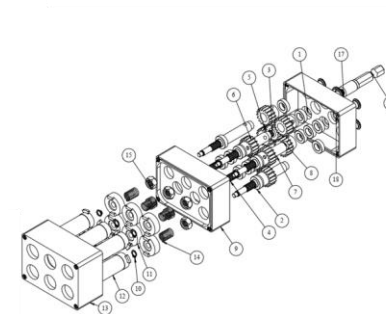


**Ms Nguyen Thach Thao Lam** - Mechatronics Engineering  
**Le Tran Tan An** - Automation and Control Engineering  
**School of Engineering**  
Scope of Work: Technology and Production

- Process engineering involving NVA reduction (Manufacturing Improvement)
- Engineering projects

**Feedback from company:**  
*"Good in drawing, have a proper understanding about motors and other mechanism; a decent critical thinking mind"*

Bonfiglioli Vietnam Co., Ltd



# A Mechatronic lab sponsored by Bonfiglioli



- Portable Testing cases
- Smart Conveyor
- Tic Tac Toe Demo (Triple axis robot)

# Seminars/Training supported by BVN

Date	Organizer	No of attendees	Area/Topic	Place
15-Oct-13	Vietnam Supply Chain Community	25	Factory Visit & Supply Chain Overview	BVN
26-04-14	Vietnam Supply Chain Community	200+	SCM Career Dialogue - Young Talent SCM Training	RMIT University
31-May-14	Vietnam Supply Chain Community	200+	SCM Career Dialogue - Young Talent SCM Training	EIU
11-07-14	EIU - School of Business	29	Field trip for Students, Factory Visit, SCM Operation introduction	BVN
29-10-14	EIU - School of Business	50	BVN SCM Overview	EIU
24-05-14	Sourcing & Purchasing Club	25	Factory Visit & Seminar "FIFO Management"	BVN
29-10-14	EIU - School of Business	50	BVN SCM Overview	EIU
16-11-14	College of Business Administration Management - VCCI	25	Educational Factory Tour, SCM Best Practices Sharing	BVN
26-11-14	EIU - School of Business	30	Field trip for Students, Factory Visit, SCM Operation introduction	BVN
13-04-16	EIU - School of Business	20	Field trip for Students, Factory Visit, SCM Overview, Technologies employed in SCM Operation	BVN
03-04-19	EIU - School of Engineering	20	Field trip for Students, Factory Visit, SCM Overview, Technologies employed in Quality Management & SCM Operation	BVN
23-07-19	EIU - School of Business	20	Field trip for Students, Factory Visit, SCM Operation introduction	BVN
28-11-20	Supply & Purchasing Club	50	Factory Visit & Seminar "Basic MRP Parameters & Safety Stock Management"	BVN
17-03-21	EIU - School of Business	50	Briefing Bonfiglioli SCM and Production Planning Control system	BVN



**THANK YOU**

*We engineer dreams*

 **Bonfiglioli**