



AmCham 2017 Manufacturing Committee Highlights

by Milton Hagler

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A decorative graphic at the bottom of the slide consisting of a large blue arrow pointing to the right, which transitions into a red shape on the far right.

AmCham Manufacturing Committee



Purpose:

- Assist AmCham manufacturing sector members increase the value of AmCham membership
- Support members with information exchange and staying abreast of industry technological, regulatory and other developments
- Improve communication and sharing, provide networking opportunities for collaborative solutions which could not be achieved as effectively by individual member companies
- Proactive local supply chain development, enhancement and support

Meetings Throughout the Year:

- 3rd Thursday of every month
- Guest speakers monthly, topics included:
 - US Consulate about APEC
 - Decree 20 and BEPS (Base Erosion and Profit Splitting)
 - IATF 16949 Standard for Automotive Industry
 - ISO 9001-2015
 - Key Trade Compliance Trends and Issues in Vietnam

Seminal Events:

- AmCham Supplier Development Workshop 2017
- AmCham Supplier Day 2017

AmCham Supplier Development Workshop 2017



AmCham Supplier Development Workshop 2017

- Teach suppliers about how to work with manufacturers
- Event Date: August 4, 2017
- 1/2 Day Event
- 130 Participants

Comprised of:

3 Presentations:

- How to Present Your Product, Walmart
- Worker Engagement, SROP
- Six Sigma and LEAN, SCSi
- Round Table Discussion — about supplier successes and issues

Participants:

- Were very enthusiastic



AmCham Supplier Day 2017



AmCham Supplier Day 2017

- Local Supply Chain Development
- 4th Annual Event
- Event Date: September 13, 2017
- Aligned with APEC SME Week

Comprised of:

- Matching Session
- Networking Session
- More Involvement of Business Associations
- Display Tables



Supplier Day Key Statistics

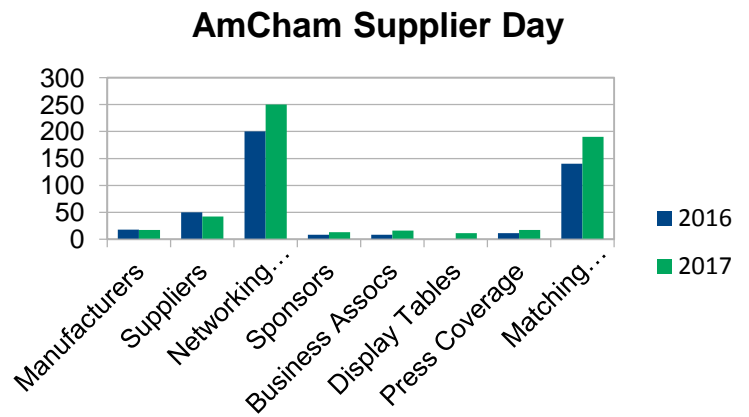


(AmCham Supplier Day 2017 Cont'd)

Key Statistics:

- 17 Manufacturers (US, European, Joint Venture companies)
- 42 Suppliers
- 13 Sponsors
- 11 Company Display Tables
- 16 Business Associations and Industrial Parks support
- Participation of the US Consulate
- 190 matching sessions
- More than 250 total number of participants
- \$2,000 of profit saved for Supplier Day 2018 PR activities

Item	2016	2017	% Diff
Manufacturers	18	17	-6%
Suppliers	50	42	-19%
Networking Session	200	>250	>20%
Sponsors	8	13	38%
Business Associations	8	16	50%
Display Tables	0	11	100%
Press Coverage	11	17	35%
Matching Sessions	140	190	26%



Sponsors and Supporters

(AmCham Supplier Day 2017 Cont'd)



Platinum Sponsor:



Bronze Sponsor:



Gold Sponsor:



Supporters



Survey Results

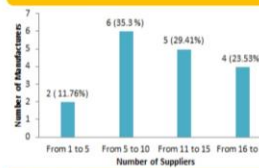


(AmCham Supplier Day 2017 Cont'd)

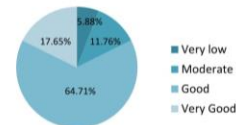
Manufacturer Survey Results

AMCHAM SUPPLIER DAY 2017 SURVEY FOR MANUFACTURERS

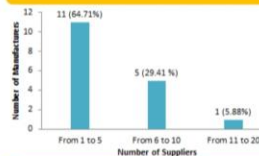
1. How many suppliers did you meet at the matching session?



2. How do you rate suppliers you met in terms of professionalism, suitability and preparation?



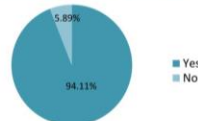
3. How many suppliers will you follow up with for further discussions?



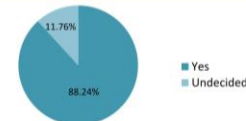
4. Points which were most helpful for your company at the event?

- .Face-to-face discussions with suppliers (easy to deliver requirements)
- .Be exposed to potential suppliers/customers
- .Discuss, understand more about demand, market trend, market information
- .Innovation; New ideas/technology from suppliers
- .New networking
- .Create awareness of manufacturers' service

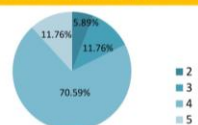
5. Were you satisfied with the preparation and support of AmCham for your company?



6. Will you participate in AmCham Supplier Day 2018 as a manufacturer?



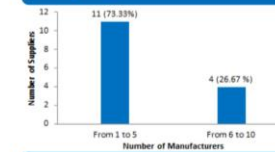
8. Please rate the AmCham Supplier Day 2017 on a scale from 1 (low) to 5 (high)



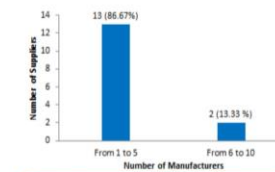
Supplier Survey Results

AMCHAM SUPPLIER DAY 2017 SURVEY FOR SUPPLIERS

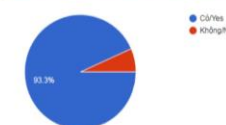
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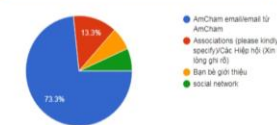
3. How many manufacturers will you follow up with for further discussions?



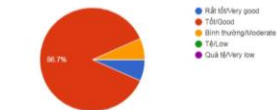
5. Were you satisfied with the preparation and support of AmCham for your company?



8. Where did you get the information about AmCham Supplier Day 2017?



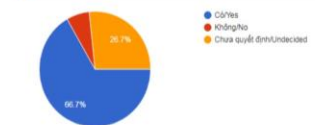
2. How do you rate manufacturers you met in terms of professionalism, suitability and preparation?



4. Points which were most helpful for your company at the event?

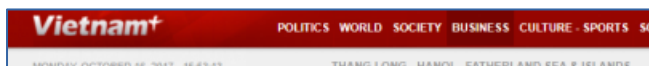
- .Time-efficient business, face-to-face matching without market research/contractors
- .On time meeting with the right people
- .Chance to introduce our services to potential clients
- .Connect potential suppliers/clients, purchasing team
- .Chance to survey US manufacturing in Vietnam
- .Bridge between manufacturers and suppliers.
- .Opportunity to learn how to organize an event.

6. Will you participate in AmCham Supplier Day 2018 as a supplier?



Press Coverage

(AmCham Supplier Day 2017 Cont'd)



Having an Impact



(AmCham Supplier Day 2017 Cont'd)

Long Hau Supplier Day 2017

- Modeled after AmCham Supplier Day
- Event Date: November 7, 2017



AmCham Supplier Day 2018



AmCham Supplier Day and Workshop 2018 Goals

- Build on past successes
- Continue to grow events
- Maintain involvement of chambers and business associations
- Evolve events' approach and modus operandi
- Emphasis training more
- Think bigger
- Start planning even earlier
- 4th Quarter 2018



Reminder: AmCham Manufacturing Committee 2018

Meetings held **3rd Thursday** of every month

We encourage companies to join and participate!

THANK YOU!