

The Envoy Program In Vietnam

Helping Pennsylvania Companies In
The World's Most Promising Emerging
Market For Manufacturing Companies

Why Vietnam?

A 2007 report by Price Waterhouse Coopers cited Vietnam as the most profitable emerging market in the world for manufacturing companies. It is no wonder, as Vietnam is now one of the fastest growing economies in the world and is undergoing a remarkable transition from a planned economy to a market economy, following a similar path to China. With a government committed to further reform and a dynamic, well-educated, and young population of 83 million consumers, the country presently offers a strong combination of rapid growth and an excellent demographic profile that is fueling industrial production and consumer demand. Furthermore, Vietnam is endowed with natural resources, enterprising people, and a favorable geographic location- bordering China and close to the main regional commercial hubs in Bangkok and Singapore. Venture capital is flowing into Vietnam, including funds specializing in high-tech enterprises. In 2007, Intel received a license to invest \$600 million in a semiconductor assembly and test manufacturing facility in Ho Chi Minh City, choosing Vietnam over both India and China for its latest factory base. In fact, many foreign investors now see Vietnam as a cost-effective hedge to China.



About Envoy

"The Envoy program is launched by AddValue in cooperation with the Commonwealth of Pennsylvania's Department of Community and Economic Development". Envoy allows Pennsylvania companies to request for specific services in Vietnam that are beyond what is offered free of charge by DCED or are not included in DCED's existing export promotion programs

If your company is interested in:

- Sourcing products;
- Identifying companies that provide fabricated parts or manufacturing services to help reduce your manufacturing costs;
- Having a part-time or full time representative in-country to help develop or coordinate on-going projects.

Envoy Services

a. Sourcing

1) Contact List – US\$450 per product category

This service is structured for PA companies who need a list of potential suppliers of the product being sourced for. The list will include basic contact information including company name, address, telephone and fax numbers, email and website addresses (where available), and the contact person.

2) Prequalified Supplier Search – US\$1,200 per product category

We will identify and screen the suppliers. The screening will be done in conjunction with the PA company to determine the type of questions they will like to receive responses on to determine if the company is qualified to offer the type of products and services being requested for.

3) In-country visit – US\$1,500

We will set up meetings and logistical arrangements for a PA company that wants to visit factories in-country. We will set up 2 days of appointments and also accompany the PA company to these meetings. Hotel and travel expenses are separate and will be borne by the PA company.

b. Market Development

The Envoy program is tailored to companies seeking an on-the-ground employee to execute their business and marketing plans without the legal obligations, costs and risks associated with directly hiring foreign nationals. By sharing overhead and operational costs with AddValue, the Envoy subscriber receives a very cost efficient and flexible value proposition.

Companies that could find this service helpful include firms pursuing projects in-country and requiring an in-country coordinator to arrange meetings, logistics and accompany the client to their meetings; or sourcing companies needing assistance to obtain product information and quotes from local suppliers for quality control on finished goods and to arrange logistics for warehousing and shipping.

Cost estimates will vary depending on the skill sets of the Envoy representative required, time commitments (¼, ½, ¾ or full time rep) and the operational costs of the project.

Unique Features Of The Envoy Program

By subscribing to the Envoy program, companies will obtain:

- A knowledgeable, informed partner in Vietnam whose work has already received glowing reviews from many Pennsylvania companies;
- Customized solutions based on clearly defined goals and scope of work;
- On the ground representation at a fraction of the cost of setting up your own direct presence;
- A committed partner that offers a low risk option of building a continuous presence in Vietnam.

Testimonials On The Vietnam Office

"I would like to thank you for the great job that you have done for our rep search. We successfully identified four reps in Vietnam with your help."

AMETEK Drexelbrook

"I just wanted to let you know how good of a job they did with organizing our visit... You have a "great" team in Vietnam."

J&J Truck Bodies

"I am very grateful for the guidance and the arrangements that you provided during my visit and look forward to continuing our work together. Your Vietnam office could hardly have done better. All arrangements were excellent..."

Asko

"I have to say that this is the best lead I have ever received. You have good people over there... Appreciate your work."

Industrial Timber & Lumber

"Thank you for all of your help during our delegation's visit to Viet Nam. I very much appreciate your personal assistance and good cheer!... I am convinced this market will grow significantly in the next few years."

Pennsylvania Hardwoods Council