

企業經營實戰

安勤科技
劉琍綺



Fanless Rugged System

Why Wide Range DC Input?

Prevent to damage the electric components, and provide stability and reliability within a wide range of industrial operating environments



Industrial/Automation Solutions



Industrial/Automation Application I

Factory Automation



Application:

Factory Automation (HMI)

System Requirement

- Touch Panel PC
- IP-65
- Wide Temp.
- Wide Voltage
- Fanless System
- LAN
- ME design (Panel Mount)

Industrial/Automation Application II

Home Automation



LPC-series

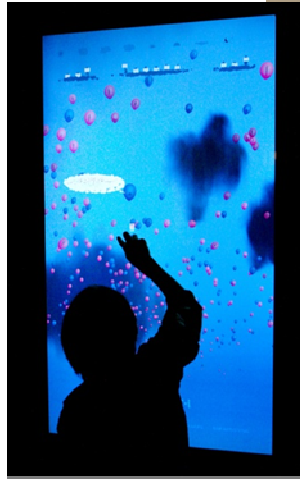
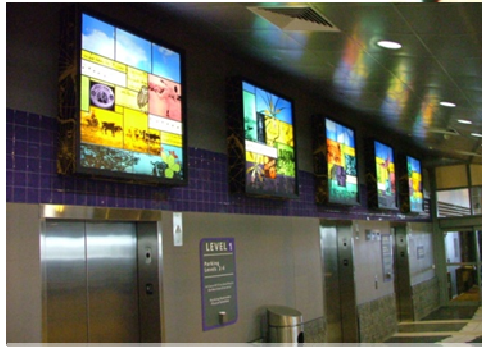


Application:

Home Automation (HMI)

System Requirement

- Small Sized Touch Panel PC
- IP-65
- Speakers
- Light Sensor
- Dual LAN
- Remote control
- ME Design



Digital Signage solutions

Digital Signage-Application I

Interactive Digital Signage



MPC-21W03

Application:

Interactive Digital Sign

System Requirement

- 21" Touch Panel PC
- Monitor Rotated
- Sunlight Readable
- IP-65 front Sealing
- Fanless Operation
- Multi-Media Performance
- LAN/Wireless LAN
- Remote control



Know more about our OEM / ODM services

Custom Colours



Know more about our OEM / ODM services

Bespoke designs

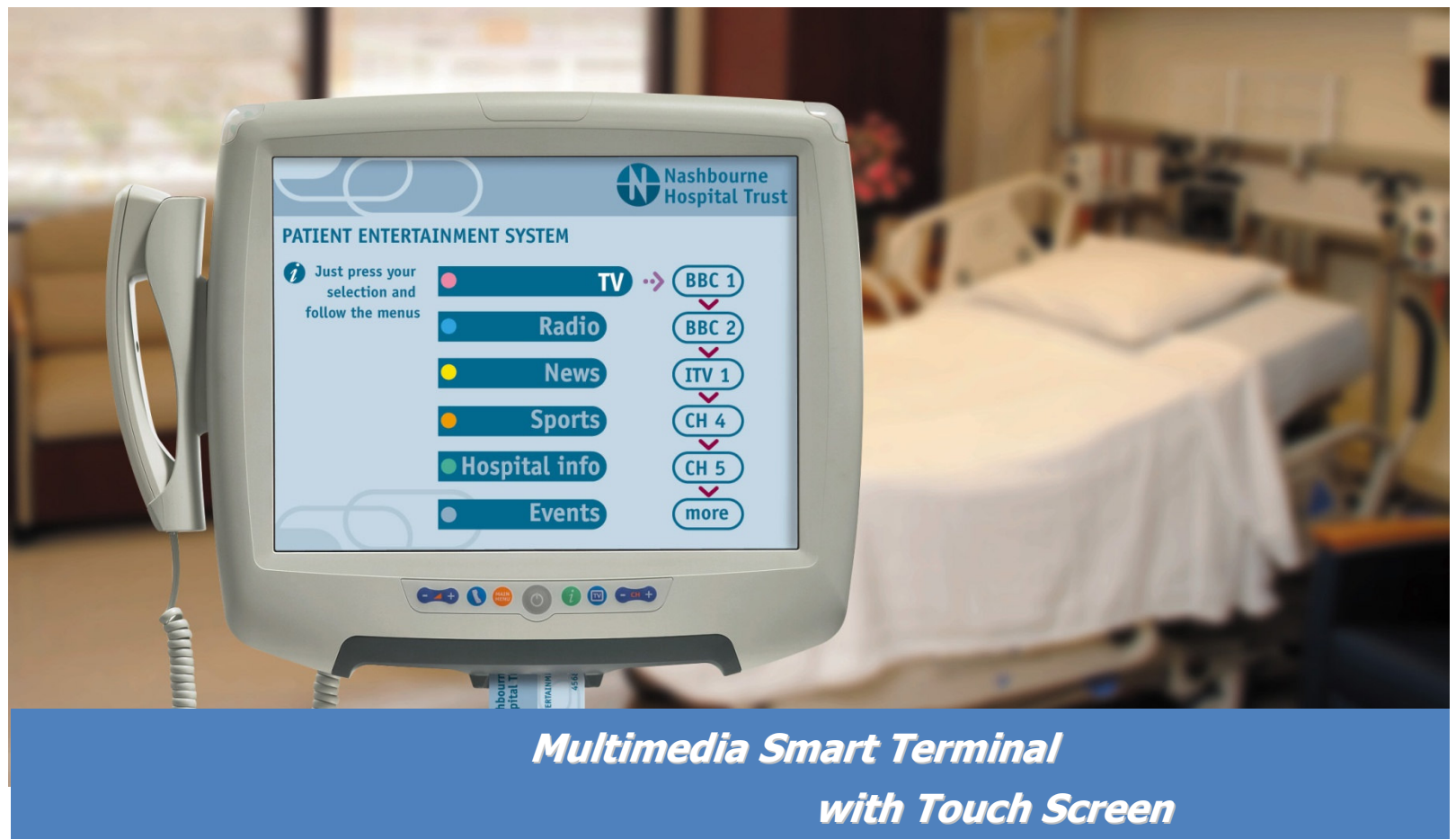


Case Study I

Multimedia Bedside Terminal with Touch Screen

- Location : UK
- Chipset: Intel® 852/CM® 1GHz
- O/S: Linux
- Requirement:
 - WiFi 802.11 b/g
 - VOIP Ready
 - Fanless Operation
 - Low power
 - Shock resistance
 - IP65





System Overview

Consumers and engineers want instant information access, entertainment and e-business transactions, whether they are shopping, traveling in work or in hospital. With Avalue smart terminals, you can deliver a diverse, compelling interactive experience directly to end users. Avalue smart terminals adopt touch screen and flat panel display technology, and can be configured with optional peripherals which is a reason this system could satisfy various applications. This slim-designed Panel PC is a pleasingly quiet computer running with 600MHz / 1GHz passively cooled CPU and superior multimedia performance. The unit provides SCR (Smart Card Reader) and MSR (Magnetic Stripe Reader)

for controlled system-access, touch screen, remote controller and membrane keypads for convenient operation, Wi-Fi interface for wireless connectivity, TV-tuner, LAN, and Multi-media function for entertainment, VoIP and webcam (MTP-1702 only) for communication, USB and mini-PCI for expansion. In addition, Avalue smart terminals are systems with several considerate mechanical designs including IP65, anti-bacteria front panel, VESA compliant mount and various arms and stands for installation. The innovative solution is compact and can be a business differentiator. This "Creative Insight" will ensure that your interactive business can react to events as they happen.

Case Study II

Mobile Nursing Cart/ Mobile Nursing Station

- **Location : UK**
- **Chipset: Intel® 852/CM® 1GHz**
- **O/S: Linux**
- **Requirement:**
 - **Fanless Operation**
 - **Low power**
 - **Shock resistance**
 - **VOIP Ready**
 - **IP65**
 - **High brightness 500 nits**
 - **WiFi 802.11 b/g**
 - **Wide view angle**





*IP-65 compliance
Fanless Operation
Wireless/Bluetooth*

MTP-1702/1501-A New Solution of Mobile Nursing Cart

System Overview

Avalue MTP-series provides a new way on developing mobile nursing cart with its slim design, fan-less operation, various peripherals and VESA compliance installation. By integrating Avalue MTP-series, UPS, traditional nursing cart and software, a multi-function e-nursing cart is successfully built-up. With a glance of this machine, it's easy to understand why MTP-series could perfectly fir the demands of this medical platform.

e-platform is a main trend in the future. Mobile nursing carts is obviously an interesting and key role in this field. With a nursing cart, it brings users:

Efficiency: It's easy to understand why a mobile nursing cart could improve nursing staff's efficiency: database integration, information seeking and acquirability and possibility of multi-task. It enables a nursing cart as a mobile nursing station.

Accuracy : According to the standard medication safety guide, it's a must to follow a rule "3 checks and 5 rights" before any action of giving patients pills or injection. Many medication errors are made by manual/labor checking and bringing disputes between medical personnel and patients' families. Mobile nursing carts provides accuracy by completing all the confirmation with computers there for the mistake will be rapidly reduced.



Ergonomic & Practical Evolutionizing Hemodialysis

System Overview

The concept of multidimensional communications has become a clinical reality: The Hemodialysis system harnesses breakthrough technology for more effective therapy on every level. The most communicative dimension of this system is its outstanding network compatibility. Created to interface with advanced data management software, the centralized bidirectional network monitors treatment safely and reliably from start to finish. Therapeutic regimens are logically integrated in administrative processes. It ensures that quality assurance and reliable verification meet both current and future requirements.



- 你的人生目標？
- 希望在5年後、10年後達到什麼境界？
- 目前面臨最大挑戰是什麼？
- 哪些未來的外在力量可能會影響你的生活？



能力

人力

財力

學習期	20	–	30歲
成長期	30	–	40歲
成熟期	40	–	50歲
成就期	50		歲以上



企業之運作
老闆在想什麼？
如何在企業中生存而傑出？



聽懂與用心

- 老闆出國前交代女佣每天早上十點鐘要到庭院灑水。
- 天空下著雨，看見女佣仍拿著水管在灑水。



聽懂與用心

- 田間農作物栽培需要定期噴灑肥料、農藥
- 大雨或颱風前還看得到田間噴灑肥料、農藥的作業在進行



聽見與聽到

- 小鎮唯一的老鐵匠有一個認真卻迷糊的徒弟，一天，老鐵匠對徒弟說：『我要由火爐夾出一塊火紅的鐵塊，等我拿出來點頭時，你就用力敲下去』。聽見了嗎？
- 徒弟回答聽見了。於是老鐵匠夾出鐵塊，點了頭，……小鎮就在那一天因為意外，失去了唯一的鐵匠。





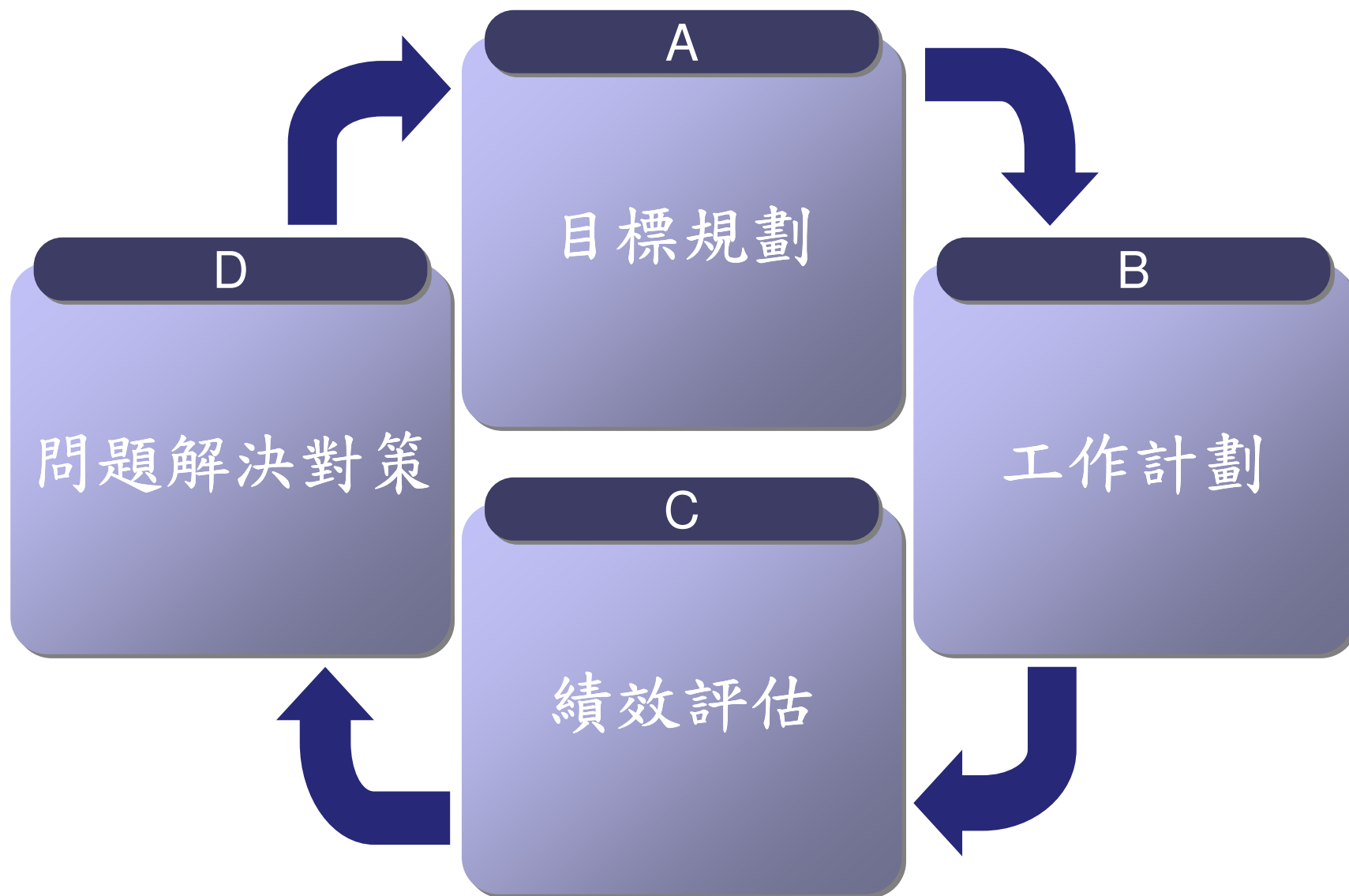
公司願景

經營理念

長程計劃

5年計劃

	2010年 (99年)	2011年 (100年)	2012年 (101年)	2013年 (102年)	2014年 (103年)
資本額	4.6億				
營業額	25億				
人數 / 生產額	200人/ 1000萬				
GP	5.2億				
預估EPS	4.2元				
預估 費用	2.8億				
目標 /計劃					
增資 計劃					



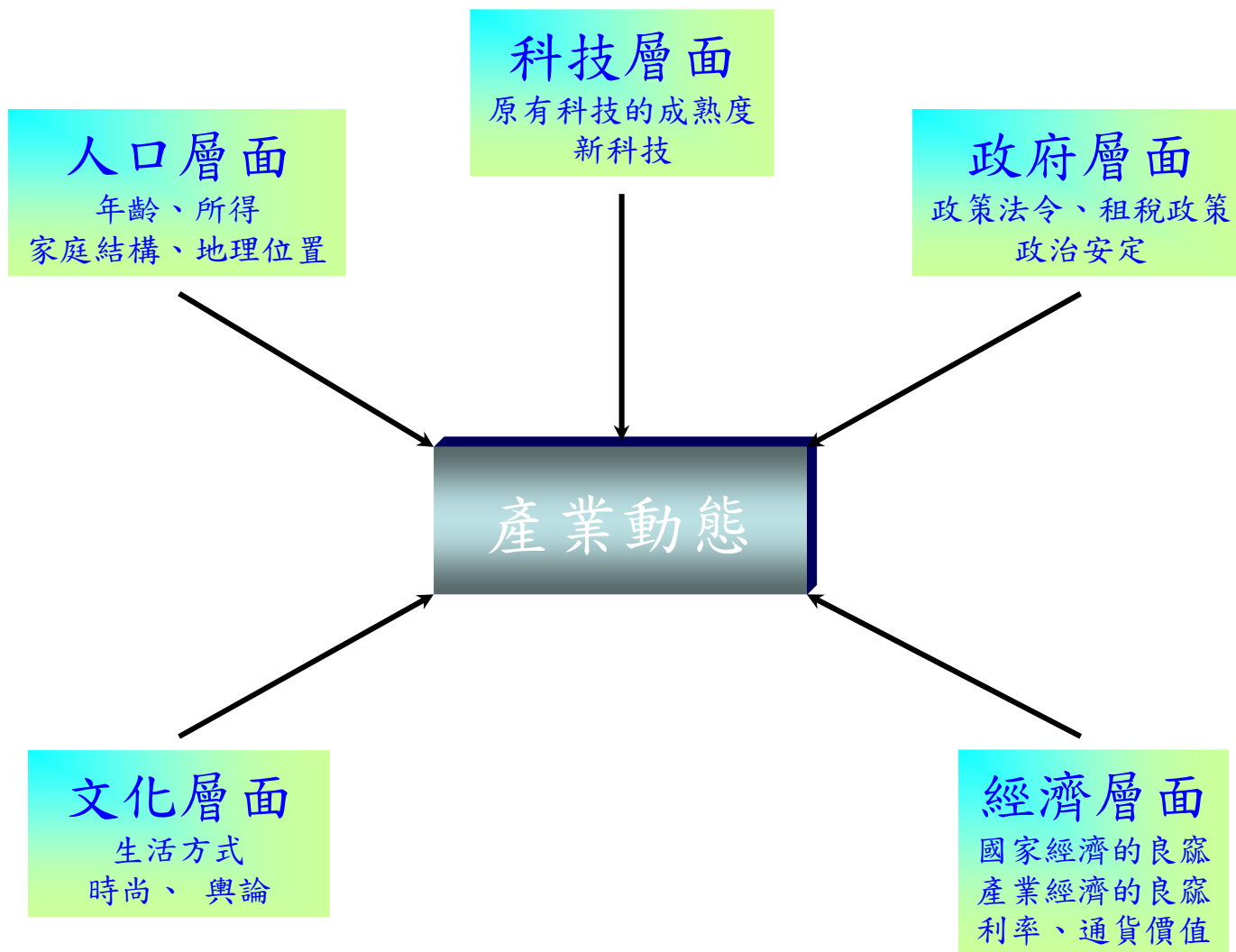
目標規劃

1. SWOT分析(內/外在分析)
2. 財務分析
3. 目標擬訂
4. 策略訂定
5. 行動計劃



外在分析 – 環境分析

環境分析的 5 個層面



S W O T 分析

優 勢

劣 勢

機 會

威 脅



公司目標



部門目標



個人目標

行動計劃

•策略目標	•97年度						•執行計劃或工作 •方法	•責任單位
	•1-3	•4-6		•7-8	•9-12			
•建立主管升遷訓練系統	■			■			•擬定中高階主管必訓課程 •列入主管升遷考核	•管理部
•職務說明書中各項工作事項之SOP建立完成	■	■	■	■	■	■	•每月月底請每位同仁繳交職務說明書中一項SOP	•管理部
•網羅研發技術人才	■	■	■	■	■	■	•運用104人力銀行、免費徵才網站、安勤網站上登錄徵才、員工介紹等各種管道	•管理部
•員工培訓	■	■	■	■	■	■	•安排職能別外訓 •每月安排心靈激發讀書會	•管理部
•教育訓練資料庫/知識管理庫之建立	■	■	■	■	■	■	•各月外訓同仁之心得資料電子檔案分類歸檔並編冊公佈	•管理部



❖ 做個人SWOT分析

❖ 目標

❖ 態度

❖ 建構人際人脈

❖ 累積個人知識/能力/資源

❖ 贏得機會與信任

話說有二個和尚，他們分別在相鄰的二座山上的廟裡。

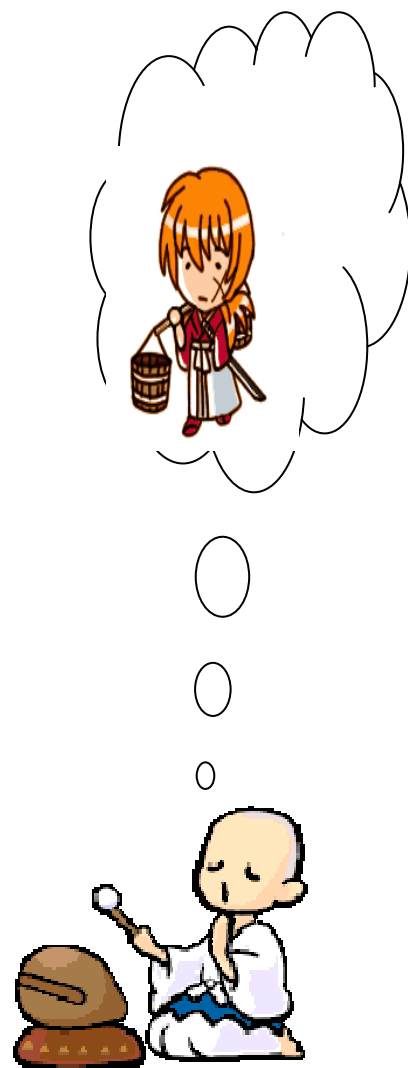
這二座山之間有一條溪於是這二個和尚，每天都會在同一時間下山去溪邊挑水，久而久之，他們便成為好朋友了。就這樣，時間在每天挑水中，不知不覺已經過了五年。



突然有一天，左邊這座山的和尚沒有下山挑水，右邊那座山的和尚心想：「他大概睡過頭了。」便不以為意。

哪知第二天，左邊這座山的和尚，還是沒有下山挑水，第三天也一樣，過了一個星期，還是一樣直到過了一個多月，右邊那座山的和尚，終於受不了了。

他心想：「我的朋友可能生病了，我要過去拜訪他，」看看能幫上什麼忙。」



於是他便爬上了左邊這座山，去探望他的老朋友等他到達左邊這座山的廟，看到他的老友之後，大吃一驚 因為他的老友，正在廟前打太極拳，一點也不像一個月沒喝水的人。

他好奇地問：「你已經一個月，沒有下山挑水了，難道你可以不用喝水嗎？」



左邊這座山的和尚說：「來來來，我帶你看。」於是，他帶著右邊那座山的和尚走到廟的後院指著一口井說：「這五年來，我每天做完功課後，都會抽空挖這口井。即使有時很忙，能挖多少就算多少。」

如今，終於讓我挖出井水，我就不必再下山挑水，我可以有更多時間，練我喜歡的太極拳。」





挖好屬於自己的井，
不要害怕改變，危機就是轉機。



不要忘記把握時間，挖一口屬於自己的井，培養自己另一方面的實力，隨時都有水喝！



