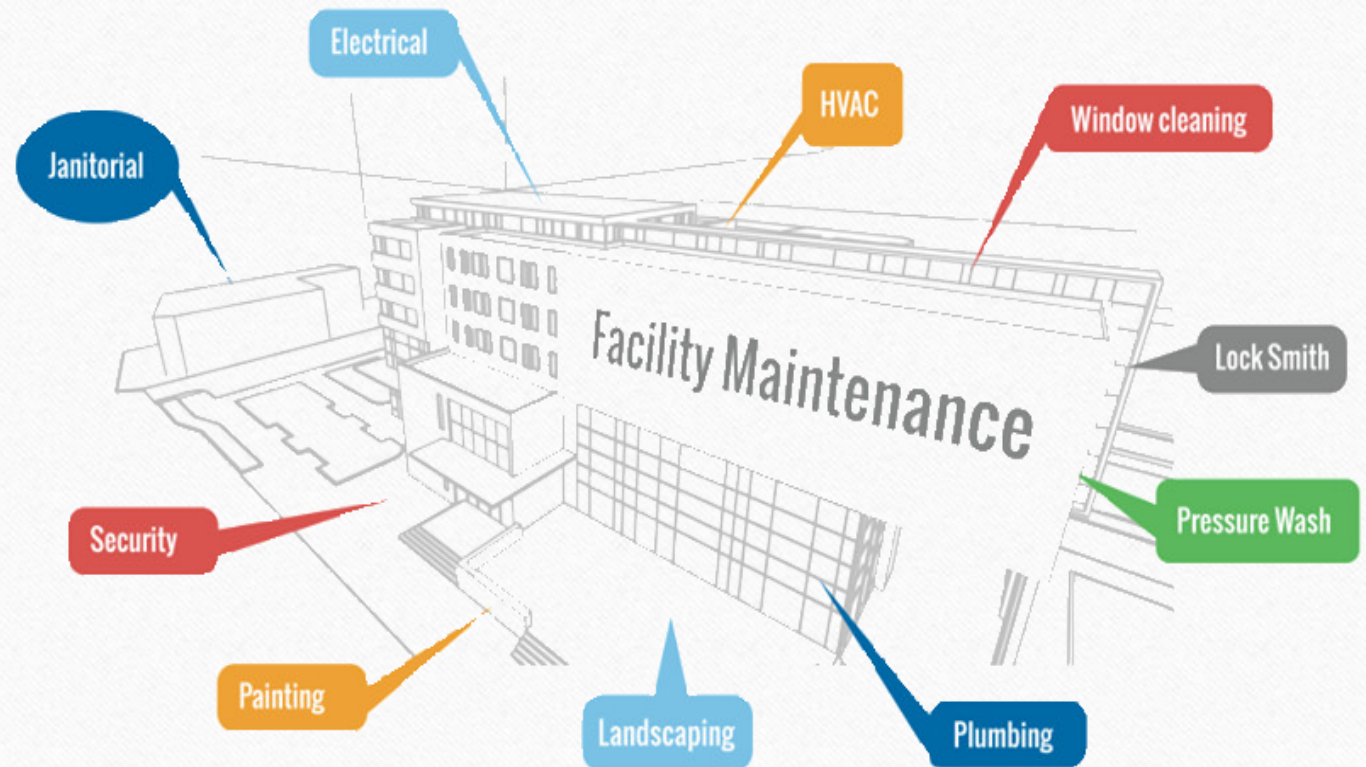


FACILITIES

MANAGEMENT

What is Facility Management?

Facility management (FM) is a profession that encompasses multiple disciplines to ensure functionality, comfort, safety and efficiency of the built environment by integrating people, place, process and technology.



Why Facilities Management is Important?

Keep facilities (ACMV equipment, fire alarm and fire fighting system,...) in good condition.

Reduce health & safety risk (from fire, mold, fungi, virus, faulty equipment,...).

Improve and endorse energy efficiency.

Comply with laws, other standards.



WHAT WE OFFER?

- Integrated Fire Protection System
- Full Kitchen Equipment Preventive Maintenance and Troubleshooting, Repair and Commissioning
- AHU/FCU Full Preventive Maintenance and Troubleshooting
- Cold Room/Freezers Full Preventive Maintenance and Troubleshooting
- Centralized Boiler System Preventive and Troubleshooting
- Kitchen Duct Cleaning
- Electrical preventive testing and maintenance, troubleshooting
- Solar Preventive Maintenance
- Specialized Virus Disinfectant Services

(collaboration and certified by Ecolab Vietnam)



Why Outsource Facilities Management??

- ✓ **Resource Savings - Maintain Minimal Headcount with Efficiency Facilities Management**
- ✓ **Specialized Expertise - Right Men Doing The Right Jobs**
- ✓ **Staff Flexibility Management and No more Turnover/Re-training Problems**
- ✓ **Core business focus**
- ✓ **Tools/Equipment/Technology at optimum operation condition**



A Member of CapitalLand

CHANEL

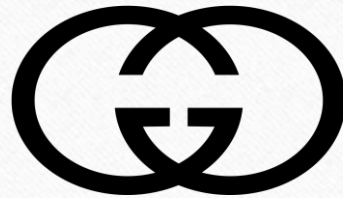


ME LINH POINT
Tower



Apple

GUCCI



SAIGON CENTRE



THE CLIENTS





SHERATON SAIGON HOTEL

SAIGON CENTRE - TAKASHIMAYA





ESTELLA PLACE (MALL)

KLEEN-PAK FACTORY





RIVIERA POINT

ASCOTT RESIDENCE





HOCKHIN FACTORY

SATRA WAREHOUSE



INTEGRATED FIRE PROTECTION SYSTEM

(Fire Alarm/Fire Protection/CO₂ System/Kitchen Ansul System)

SHERATON SAIGON HOTEL



**FULL KITCHEN EQUIPMENT PREVENTIVE MAINTENANCE,
TROUBLESHOOTING, REPAIR and COMMISSIONING**

SHERATON SAIGON HOTEL



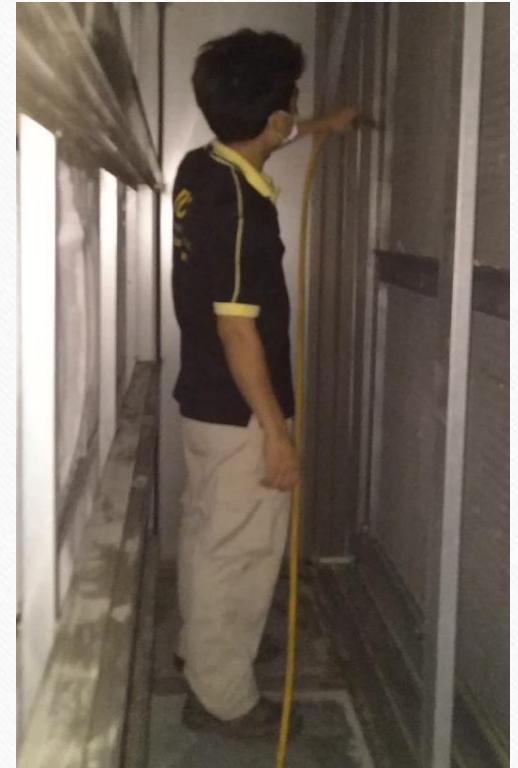
Bacteria Monitoring (EnSURE Touch)

SHERATON SAIGON HOTEL



- Verify sanitation in 10 seconds
- Keep food safety data in one place
- Make audits easier
- Compare the effectiveness of sanitation procedures
- Objectively prove standards have been met
- Communicate success with insightful reports
- Identify problem areas
- Provide on-the-spot training and feedback
- Meet FSMA, GFSI, and ISO standards
- Protect brand reputation
- Reduce risk of food poisoning, facility closure, and product recalls
- Lower food safety costs by bringing testing in-house
- Provide evidence of due diligence – HACCP
- Optimize processes and limit down-time
- Makes environmental monitoring as easy as using a smartphone
- Make multi-site training more effective with remote screen sharing on the instrument

**AHU/FCU FULL PREVENTIVE
MAINTENANCE and TROUBLESHOOTING**
SAIGON CENTRE



INTEGRATED FIRE PROTECTION SYSTEM (Fire Alarm/Fire Protection/CO₂ System)

RIVIERA POINT APARTMENT



AHU/FCU FULL PREVENTIVE MAINTENANCE and TROUBLESHOOTING

APPLE OFFICE



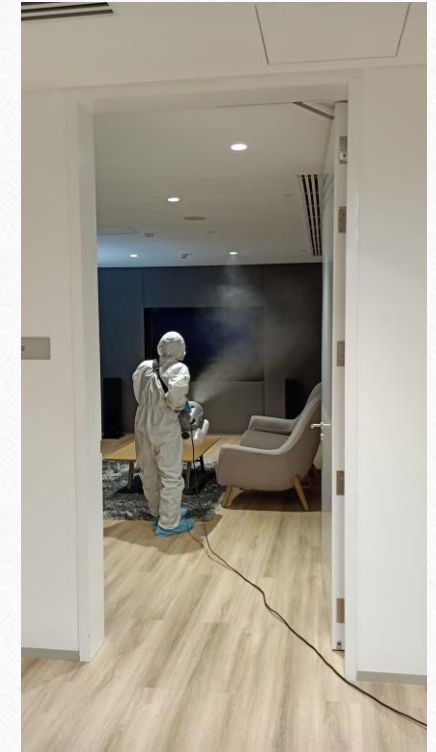
SOLAR FULL PREVENTIVE MAINTENANCE and TROUBLESHOOTING

VBL HEINEKEN BEER



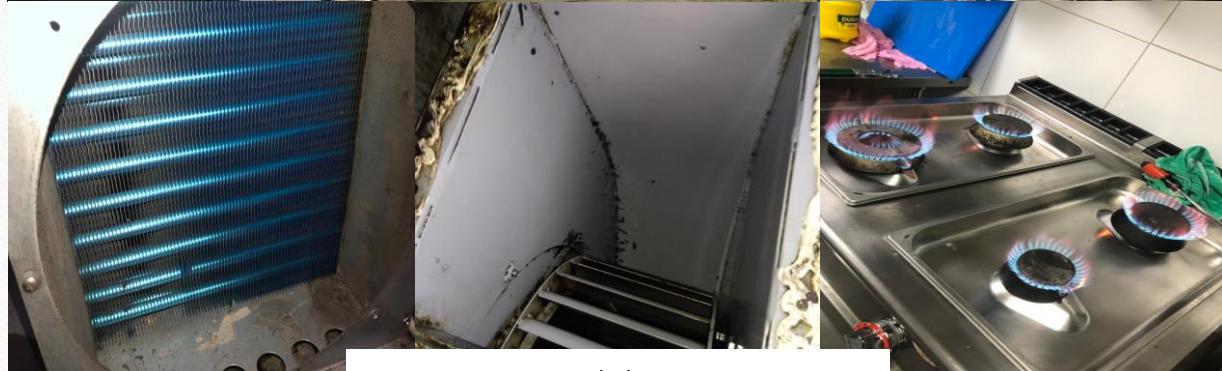
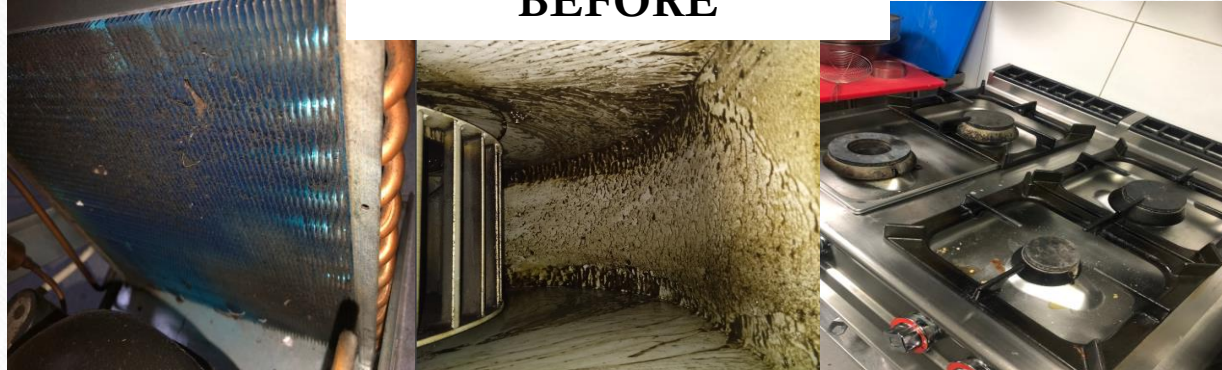
BACTERIA DISINFECTANT SERVICE

APPLE OFFICE

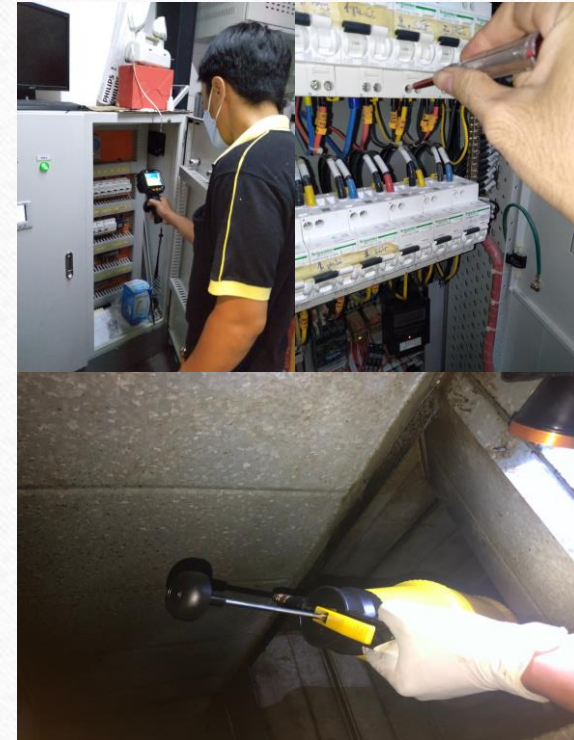


**KITCHEN EXHAUST SYSTEM,
KITCHEN ANSUL SYSTEM, HALTON SYSTEM
PREVENTIVE MAINTENANCE, TROUBLESHOOTING, REPAIR**

BEFORE



AFTER



FIRE FIGHTING TESTING AND RECTIFICATION SERVICE



OUR CERTIFICATES & QUALIFICATION

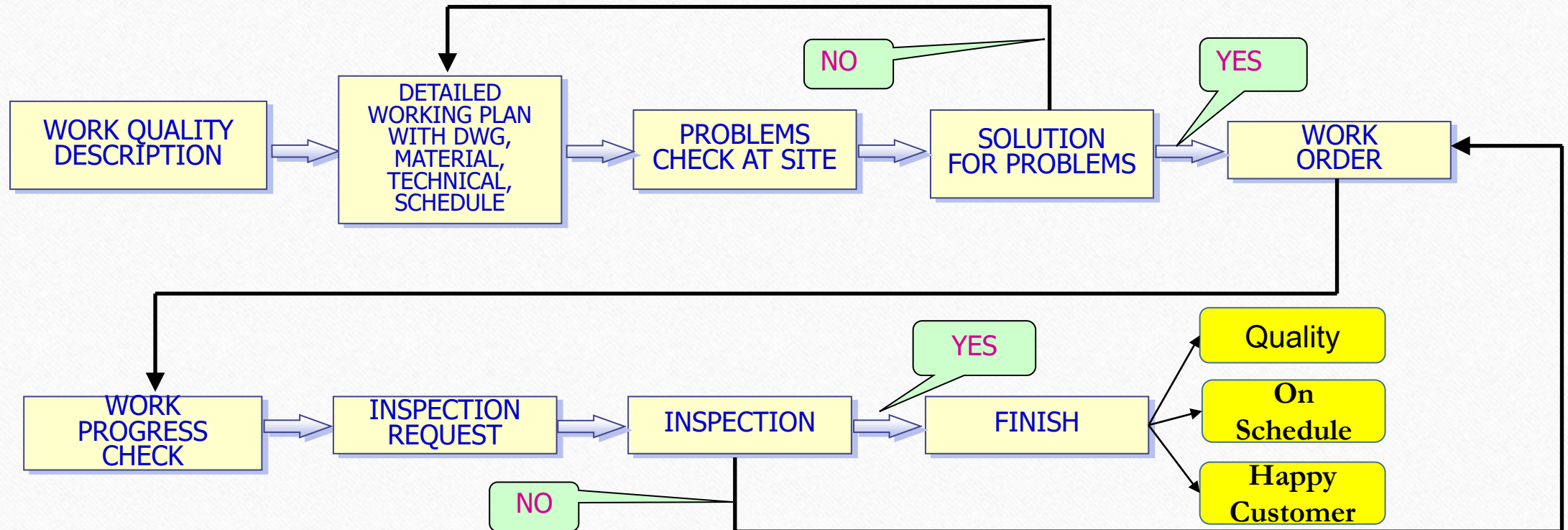
ISO 9001:2008



ISO 9001:2015



OUR ISO MANAGEMENT



OUR CUSTOMER'S COMPLIMENT LETTER

**YHS Factory
(Cambodia)**

YHS **YHS (CAMBODIA) FOOD & BEVERAGE PTE LTD**
 Company Registration No. Inv. 227 E/2013
 Phnom Penh Special Economic Zone
 Sangkat Kantouk, Phleungchhes Rote, Beung Thom, Khan Por Senchey, Phnom Penh, Cambodia
 TEL: 855 23981776

22nd Aug 2017

TO : ION MECHANICAL AND ELECTRICAL COMPANY LTD.
Head Office : Unit 102-104 Phu Ma Duong Building, 85 Hoang Van Thai street, Tan Phu ward, Dist. 7, HCM city, Vietnam
Branch Office: No 17, St. E, Sangkat Kakab, Khan Posenchey, Phnom Penh, Cambodia.

Ref : YHS (Cambodia) Food & Beverage Pte Ltd, Phnom Penh Special Economic zone, Sangkat Kantouk, Phleungchhes Rote, Beung Thom, Khan Por Senchey, Phnom Penh, Cambodia - MEP Package design and build works

TESTIMONIAL
 YHS (Cambodia) Food & Beverage Pte Ltd would like to hereby acknowledge ION 's outstanding performance and the timely completion for our abovementioned project, as the M&E Design and Built contractor.
 Their above expectation and high quality of works, in full compliance to the contract terms and design standards, have enable our production equipment to be commissioned on schedule.
 Your commitment to exceptional customer services and your company's initiative in making an extra effort to make things happen has makes it more than worthwhile to maintain a professional relationship with your company.
 We will anticipate a long term working relationship between our companies in the future.
 Thank you.

Yours truly,

 Weldon Huang
 Vice President, Group Project

Date : 2013/2014

Certificate of Appreciation

To: ION MECHANICAL AND ELECTRICAL COMPANY LTD

This letter is to show our company's appreciation and in recognition of the professional services rendered and the on schedule completion of the MEP Design and Built Works provided for our 10,000m2 Food Processing factory located at VSIP industrial Zone, Binh Duong Province which was completed successfully and on schedule in the year 2014.

Their project team has provide engineering advises and professional problem solving capacity and provided support beyond their scope of works, despite with the tight schedule and challenging site conditions.

We will be glad to consider ION M&E Co.,Ltd again for our future projects again.

General Director
 [Company chop, signature, full name, title]
 Date :

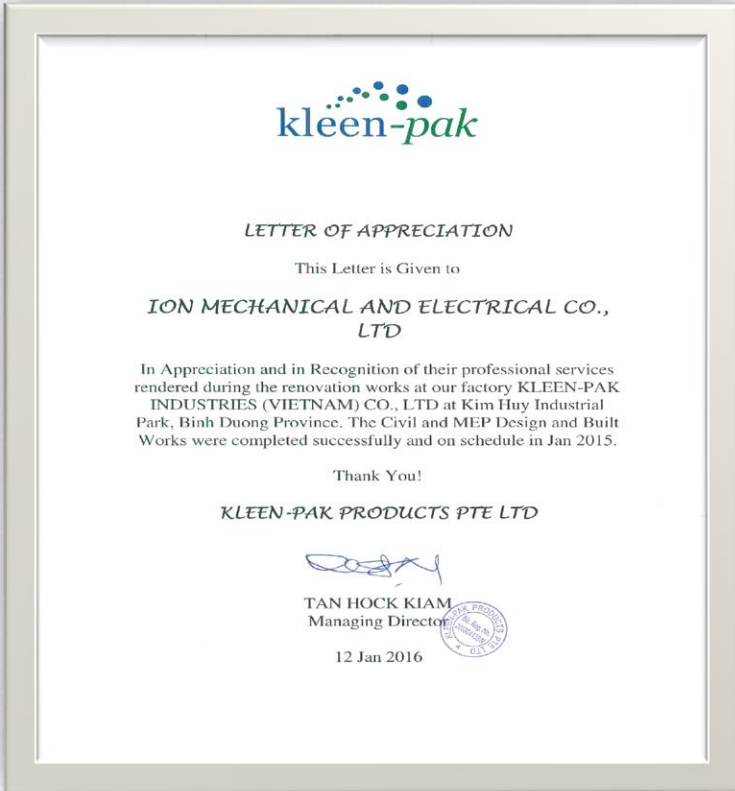


LEE SWEELING

**HOCK HIN
FACTORY**

OUR CUSTOMER'S COMPLIMENT LETTER

**SHERATON
SAIGON 5 STAR
HOTEL**



**KLEEN-PAK
FACTORY**

WHY WE ARE DIFFERENT FROM OTHER FM

- ✓ We customized our FM packages according to customer operation's structure and requirement
- ✓ We specialize in what we are doing and we take pride of it
- ✓ We believe in providing a long term and sustainable solution in our maintenance process
- ✓ We offer sustainable green energy savings solutions for our client
- ✓ We always strive to be in the front line of innovative technical solutions and management system
- ✓ We are covered by umbrella 3rd party insurance

OUR PARTNER

FM SOFTWARE MANAGEMENT SYSTEM

Granlund Manager CMMS

- Cloud – based system (SaaS)
- Fully mobile for iOS and Android
- Very user friendly software
- Quick and fast system set up and implementation
- Available in local languages
- Automatic monthly updates
- No limitation to the number of users
- Suitable for all industries and buildings
- Modular solution covering both maintenance and energy
- Innovative and state of the art technology: Mobility, BIM, Big Data, Data Analytics...

Control and visibility for maintenance

Kiểm soát và hiển thị cho bảo trì

"We haven't been able to produce data to support the decision-making processes before. Now with Granlund Manager we have a maintenance process in place, which we also have been lacking."

"Trước đây, chúng tôi không thể tạo ra dữ liệu để hỗ trợ quá trình ra quyết định. Bây giờ với sự quản lý Granlund, chúng tôi đã có quy trình bảo trì mà chúng tôi cũng đang thiếu."

**Heikki Karvanen, Vice President,
Country Real Estate Manager, ABB China**



ABB

ABB is a pioneering technology leader in electrification products, robotics and motion, industrial automation and power grids, serving customers in utilities, industry and transport & infrastructure globally. Continuing more than a 125-year history of innovation, ABB today is writing the future of industrial digitalization and driving the Energy and Fourth Industrial Revolutions. ABB operates in more than 100 countries with about 132,000 employees.

ABB là công ty tiên phong dẫn đầu về công nghệ trong các sản phẩm điện khí hóa, robot và chuyển động, tự động hóa công nghiệp và lưới điện, phục vụ khách hàng trong các ngành tiện ích, công nghiệp, giao thông và cơ sở hạ tầng trên toàn cầu. Tiếp nối hơn 125 năm lịch sử đổi mới, ABB ngày nay đang viết nên tương lai của số hóa công nghiệp và thúc đẩy các cuộc Cách mạng Công nghiệp và Năng lượng lần thứ tư. ABB hoạt động tại hơn 100 quốc gia với khoảng 132.000 nhân viên.

Building on Innovation

OVER
1,000,000 m²
AND **1,000**
END USERS



Granlund Manager References

Danh sách tham khảo phần mềm quản lý Granlund

Industrial clients

Khách hàng khu công nghiệp

ABB

Factories in China and Northern Europe
Electrical and electronical products

Wärtsilä

Factory in Finland
Diesel Engines

Coloplast

Hungary production plant
Medical and Health care products

Bayer Nordic

Production plant in Finland
Medical and Health care products

Konecranes

Factory in Finland
Electrical and electronical products

Prysmian Cables & Systems

Factory in Finland
Energy and telecom cable factory

Hartwall

Brewery in Finland
Brewery

Fazer

Bakery and food production plant in
Finland
Food products

Murata Electronics

Factory in Finland
MEMS Sensors Factory

SSAB

Northern Europe, several
production plants
Steel mills and production

Finnish Red Cross Blood service

Research and production plant
Medical blood products

HELEN

Energy company in Finland
Electricity, district cooling and
heating power plants



We haven't been able to produce data to support the decision-making processes before. Now with Granlund Manager we have a maintenance process in place, which we also have been lacking.



ABB | CHINA

CONTROL AND VISIBILITY IN MAINTENANCE

ABB China wanted to develop its maintenance and took a modern Computerized Maintenance Management System (CMMS) Granlund Manager into use. With Granlund Manager it is now possible to get control and visibility for the whole maintenance process, and ABB China now challenges itself in doing things in a more professional and systematic way. The software was already functioning completely in Chinese, which was very important for the company.

ABB China was looking for a tool to improve its maintenance. The company decided to take Granlund Manager into use in all its 43 branches. The system was first implemented in the China Headquarters in Beijing.

- With Granlund we found a company that has a long experience in the field, says **Heikki Karvanen**, Vice President, Country Real Estate Manager at ABB China.

ABB China valued the fact that Granlund has a local office, local staff and existing references in China. It was also very important that the software was already functioning completely in Chinese

- You have to be able to communicate with the local organization, Karvanen emphasizes.

Doing things in a more professional and systematic way

ABB China now challenges itself in doing things in a more professional and systematic way.

- It is a major step for us to take this system into use, Karvanen points out.

Although the cooperation is at the very beginning, the first benefits are easy to see: with Granlund Manager it is now possible to get control and visibility for the whole maintenance process.

- We haven't been able to produce data to support the decision-making processes before. Now with Granlund Manager we have a maintenance process in place, which we also have been lacking, Karvanen describes the key elements of the new cooperation for ABB China.

OVER
1,000,000 m²
AND 1,000
END USERS

Access to big data and reports after implementation

The cooperation started with an implementation and user training for the personnel in the Beijing Headquarters. The ABB's team behind the successful implementation includes Joyce-Suzhi Wang, ZhiHui Dong and Aya-Yanyan Yang.

- First we provided the training to team leaders. Now the system is set up, so the rollout will take place the same time in other sites, Project Supervisor Aya-Yanyan Yang explains.

Yang sees the introduction of Granlund Manager a big change for the end users.

- We need to change the mind-set of users. After the system is fully implemented, we can get big data, we can create monthly or quarterly reports, we can evaluate the workload, and so on. It is very important to be able to do this, Yang stresses.

Learning a new culture of maintenance

Karvanen agrees that the biggest change will be in learning the new process, to have a culture of maintenance.



» Read more: granlundgroup.com



- Earlier, things only got repaired when they were broken. This kind of way of working is expensive, and it will be even more so in the future, Karvanen explains.

- Doing the right things with the right cost, this is what we are looking for. This way we can produce even higher quality of service, and lift up competence of the people, among other benefits, Karvanen believes.

Operating in a more proactive way in the future

- We are aiming to operate in a more proactive way in the future than we do today. This means providing services based on actual requirements and needs. We have also other projects going on, and they support these targets as well. We are at the beginning of this journey, but this has been a good start so far, says Karvanen.

Granlund has a local and global support for ABB China.

ABB China has been happy with the cooperation with Granlund.

- The support has been good, you have helped us to solve all technical issues fast, Yang praises.

We need to change the mind-set of users. After the system is fully implemented, we can get big data, we can create monthly or quarterly reports, we can evaluate the workload, and so on. It is very important to be able to do this.



Aya-Yanyan Yang, Project Supervisor, ABB China

Granlund specialises in software services, consultancy and design. We focus strongly on innovation and development and our aim is to create wellbeing in the built environment. Granlund was established in 1960. Today we have customers in over 30 countries and employ hundreds of experts in Finland, Scandinavia, China, the UAE and UK.

MAIN CUSTOMER BENEFITS OF GRANLUND MANAGER

- Gives visibility and ownership to asset data
- Helps to plan and monitor maintenance actions
- Reports and optimises energy consumption
- Helps to save costs and energy



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industry and transport & infrastructure globally. Continuing more than a 125-year history of innovation, ABB today is writing the future of industrial digitalization and driving the Energy and Fourth Industrial Revolutions.

ABB operates in more than 100 countries with about 132,000 employees.

After years of fast growth, ABB has established a full range of business activities in China, including R&D, manufacturing, sales and services, with 17,000 employees located in 139 cities, 40 local companies, and online and offline channels across over 300 cities.

In 2016, China continued as ABB's second-largest market worldwide, with around 84% of sales from locally-made products, solutions and services.

ION

Facilities Management in a Smart Way

Thank You