

Supply Chain Management and Capacity Building Webinar

Jun 12, 2020

**Frank Weiland, Technical Director
USAID Linkages for Small and Medium Enterprises
(LinkSME) Project**

Introducing myself - Frank Weiland

Frank W. Weiland D.Sc.
Technical Director USAID LinkSME

Introduction:

Frank holds a D.Sc. degree in mechanics, a mechanical engineering degree from Grundig Akademie Nuremberg/Germany and is a certified supply chain management expert.

He has more than 30 Years of experience in automotive sales and development, supplier- and supply chain management and procurement. He has gained his experience by leading automotive- and manufacturing excellence projects in 26 Countries around the globe.

Formerly working at the leading German automotive OEM manufacturer at his R+D Center as Simultaneous Engineering Team- and Module Leader, before taking the function as head of purchasing and supplier quality at BMW SE Asia's operations in Malaysia, Indonesia and Thailand.

He was supporter and coach to the Thai Automotive Institute (MOIT) in developing Thai automotive supplier and he is guest speaker for supply chain- and automotive Industry related topics at many international events and exhibitions.

After living 11 Years in Thailand, Frank moved to Vietnam in 2015 to setup a Branch for a US based global leading supply chain management company. In Sep. 2018 he joined the 5 Year USAID LinkSME project as technical director and as one of the three key people for the project implementation in Vietnam.

Since 2016 he is the Chairman of AmCham's manufacturing committee in HCMC, supporting the improvement of manufacturing conditions for FF and Vietnamese companies and integrate Vietnam SME's into the global SC.

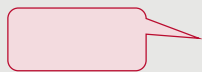
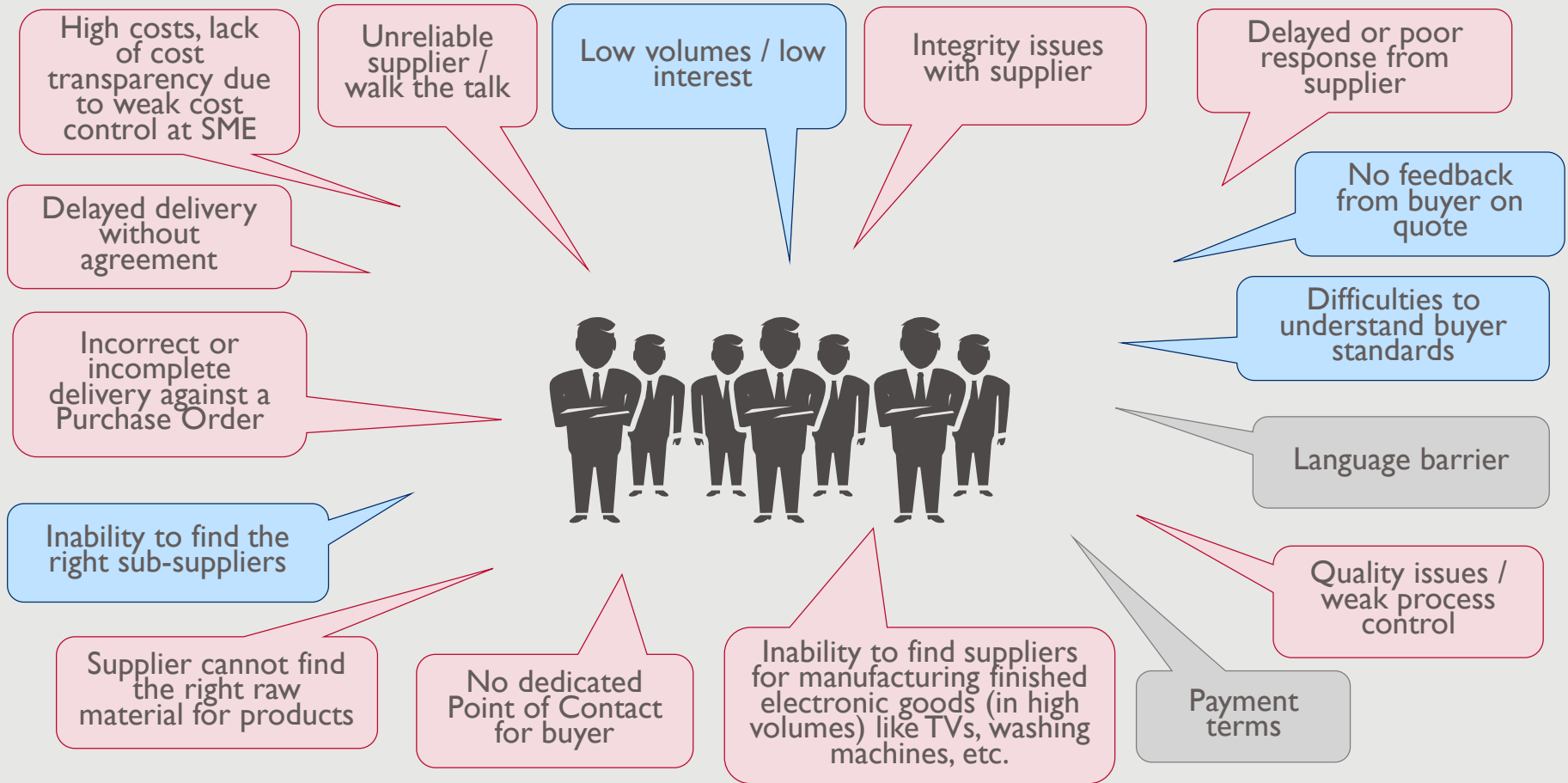


USAID Linkages for Small and Medium Enterprises (LinkSME) Project

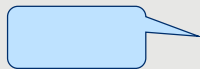
Five year \$27.1 million technical assistance project funded by the United States Agency for International Development (USAID). Working in coordination with the Government of Vietnam, USAID LinkSME aims to

- 1** Contribute to systemic changes in the business environment by institutionalizing regulatory, policy, and administrative procedure reforms; cutting down costs related to administrative procedure compliance; and providing favorable conditions for SME businesses to develop
- 2** Improve the business relationship between Vietnamese SMEs and lead firms; and
- 3** Expand Vietnamese SMEs' capacity to integrate into regional and global supply chain

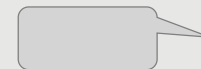
While working with SMEs, several challenges have been identified



Challenges faced by LFs with respect to SMEs



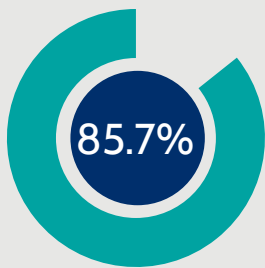
Challenges faced by SMEs with respect to Lead Firms



Common challenges

Moreover, Covid-19 has had some negative impacts on Vietnamese (even Asian) businesses

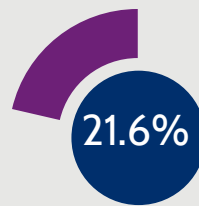
The Coronavirus disease 2019 (COVID-19) has so far had the following impacts on Vietnamese businesses



Businesses negatively impacted



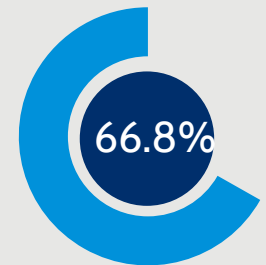
Firms in apparel, electronics, auto & footwear sectors impacted



Laborers streamlined in firms



Firm compelled to halt operations



Firms had to resort to lay-offs, leave without pay, pay-cuts, etc.

It is estimated that if COVID-19 last until end of the second quarter (Q2), Q3, and Q4, 134,000, 160,000, and 205,000 businesses will halt operation, respectively

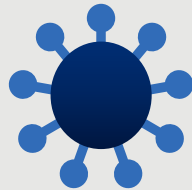
Changing times, and thus supply chains, are opening more doors for Vietnam SMEs

Some events in the last few years are forcing companies to rethink their business as well as sourcing strategies

Trade war



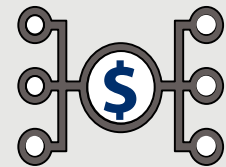
Covid-19



Rising costs in China



Buyers looking to diversify risk



Vietnam SMEs can take advantage if.....

Vietnam SMEs can seize this opportunity if they can improve the below issues:



Cost Reduction



Upskilling labor



Necessary Certifications



Quality Control



Process Control



Customer driven mindset



Transparency



Investing in technology

A dental technician wearing a blue surgical cap, a white face mask, and white gloves is focused on working on a dental model. He is using a handpiece connected to a blue cable. In the background, another person in a blue cap and mask is partially visible, also working. The setting appears to be a dental laboratory or clinic.

Thank You for your kind attention