



# CAPACITY PROFILE

12/2021

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# About ERX Vietnam



- ERX Vietnam was established in November 2020 from the desire to share knowledge with the community and was inspired by Adam Khoo's story about awakening the "X-factor" potential in you.
- ERX is: “**E**xceling you**R X**-factor” – Let us “boost your X-factor”. That is the highlight and distinction of you, your organization, it creates a strong, separate competition and is a success factor.
- ERX Vietnam believes that in each of us there is an “**X**-factor” – and let us help you “discover your potential – elevate your career”!

# About ERX Vietnam



Enterprise data management training center from 2020.

**+500 students**

Organizing Committee of Vietnam Supply Chain Data Analysis Challenge 2021.

**+240 students**

**+ 18 universities**

Supply Chain Management Education Center.

**+2.571 followers**

Manage & sponsor professional document translation projects  
Procurement Vietnam.

**+26 members**



# About ERX Vietnam



www.erp.vn

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/EXRVIETNAM

(028) 35142046

TRUNG TÂM ĐÀO TẠO THỰC CHIẾN  
QUẢN TRỊ DOANH NGHIỆP ERX VIỆT NAM

“ Cùng bạn  
đánh thức tiềm năng –  
nâng tầm sự nghiệp ”

46/4 Đường Nguyễn Cửu Vân, Phường 17,  
Quận Bình Thạnh, TP Hồ Chí Minh

## Our team

Let's meet our team members  
who are translators of Procurement  
Academic Documents and have  
rich experiences.



MR. NGUYEN MINH  
NGOC



MR. HUYNH KHOA  
NAM



MR. MINH TUAN

ERX Saturday, October 23, 2021  
09:30am - 12:00pm

DATA MANAGEMENT BUSINESS WEBINAR

### HOW TO APPLY SQL IN EXCEL

Business technology refers to the applications of automation tools for reporting, analyzing, consolidating. Applying SQL is the appropriate and simple method for everyone.

OUR AMAZING TRAINER

Mr. Nguyen Minh Ngoc

REGISTRATION  
https://forms.gle/9wv7ndy4j186  
(+84) 92 273 97 99  
www.erp.vn

LIVE

ĐƠN VỊ TỔ CHỨC



NHÀ TÀI TRỢ



## WHERE ARE OUR CONTESTANTS FROM?



60+ TEAMS  
230+ CONTESTANTS  
18 UNIVERSITIES





# Vision – Mission



## Vision:

A leading educational center that trains **students and professionals** in the field of **Supply Chain Management** in a dynamic, constantly changing and challenging environment.



## Mission:

A place to awaken the potential in each individual, helping learners improve their performance and supply chain management through **"coaching"** and **"learner focus"** methods.



# Core values

**Take learners  
as the center**



**Make positive change**



**Develop yourself  
and others**



**Lifelong learning**



# Key training services

## 1. Data intensive training:

(the program is applicable to all participants, even if they have no programming knowledge, have lost the basics of Excel, have worked for many years without using Excel ...).



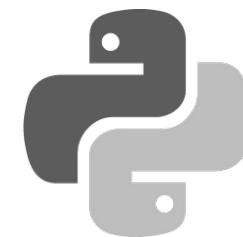
Excel skills for workers, from basic to advanced.



VBA programming skills in Excel from A to Z.



Automated reporting skills, data visualization with Excel, VBA and SQL.



Basic and advanced Python programming skills in handling Supply Chain, Logistics and E-Commerce problems.



Dashboard manipulation skills with Power BI.

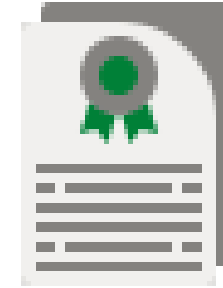




# Key training services

## 2. Intensive training on Procurement Management:

(the program is applicable to all participants, even if they have no professional procurement management's knowledge, students, people who works at other jobs wants to move to procurement/purchasing area...)



### “Procurement industry overview”

for students, beginners in Procurement (according to international standards APICS, ISM, IFPSM ...).



“How to Become a Procurement Manager” is for Procurement managers or Procurement executives who want to upgrade to management level in the future.



“Category management”: in-depth knowledge of sourcing process management, negotiation, contract management and supplier productivity.



“In-depth negotiation in Procurement”: knowledge, specialized negotiation skills for Procurement, communication skills, skills in price and financial indicators analysis.



## Customers and partners







## Lecturers' team





## TEAM OF lecturers – experts

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Mr. Nguyen Minh Ngoc – Chairman of ERX Vietnam Co., Ltd.

Mr. Ngoc is known in the market as a professional in the field of management and specialized training in Supply/Purchasing and programming (VBA, SQL, Power BI, Python). He has more than 13 years in the field of supply chain management and more than 15 years in the field of research and development of tools in Excel, VBA, SQL, Power BI and Python.

Title:

- Senior Procurement Manager – Ab-InBev Vietnam
- Senior Procurement Manager – Greenfeed Vietnam.
- Procurement Manager – OIBJC Vietnam.
- Procurement Leader – Holcim Vietnam.







## TEAM OF lecturers – experts

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Mr. Hoang Trung – Lecturer of ERX Vietnam Co., Ltd.

Mr. Trung is known in the market as one of the people who shares his knowledge about Excel VBA and has a good reputation in teaching Excel VBA for large enterprises (typically Honda Vietnam, Techcombank...) and countless individuals over the past 05 years.

He is also the admin of the pages “Tra da Excel” and “Hoc Excel de nhu an keo”.

Currently, he is the main instructor of the courses “Excel thực chiến cho người đi làm”, “VBA A to Z”, “Dashboard – báo cáo tự động”, Power BI Fast\_Track, Python for Supply Chain





## TEAM OF lecturers – experts

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Mr. Do Minh Duc – Lecturer of ERX Vietnam Co., Ltd.

Mr. Minh Duc is currently a lecturer in the course "Excel thực chiến dành cho người đi làm", "Dashboard báo cáo tự động" & "Power BI". He has 07 years of procurement experience in the manufacturing and retail industries in domestic and foreign companies and is also an expert in the field of ERP for Procurement (MM - SAP module).

Title:

- Operations Supervisor - Medical Saigon Group.
- Procurement Specialist – Greenfeed Vietnam.







## TEAM OF lecturers – experts

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Mr. Hoang Ngoc Tien – Lecturer of ERX Vietnam Co., Ltd.

Mr. Ngoc Tien is currently a consultant for the course “Python for Supply Chain”. He has over 03 years of building software/platforms for AI as Autonomous Guide Vehicles (AGV), Optical Character Recognition (OCR), and Virtual try-on clothing.

Title:

- AI Engineer – TMT Solutions
- AI Engineer – Uniduc JSC





## TEAM OF lecturers – experts

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Mr. Nguyen Thanh Dat – Lecturer of ERX Vietnam Co., Ltd.

Mr. Thanh Dat is currently a Subject-master Expert (SME) in the “Supply Chain Planning” program at ERX. He also has over 5 years of experience in Supply Chain Management, crossing multiple industries such as electric manufacturing, dairy, and education.

### Title:

- Supply Planning Manager – FrieslandCampina Vietnam
- Logistics Manager - FrieslandCampina Vietnam
- Supply Chain Project Planning – Schneider Electric Vietnam



# EDUCATION PROGRAM

From Zero To Hero





# INTRODUCTION

- Excel "**completion**" for office workers, applicable to all professions: human resources, accounting, finance, business, purchasing, marketing, logistics....
- All skills **from basic to advanced**, practical exercises with high application.



## EXCEL MASTERY

## EXCEL 365



# INTRODUCTION

- **The tool automates** tasks in many fields from production management, supply chain management to accounting - finance, business, marketing management.
- **Hundreds of times** faster than using regular Excel.

A background image showing two men in a business meeting. One man is holding a smartphone, and the other is looking at a laptop. Overlaid on the image are various white circular icons: a target with an arrow, a bar chart with an upward arrow, a handshake, a person silhouette, a tic-tac-toe board, and a green infinity symbol.

**AUTOMATED TOOLS  
WITH VBA**

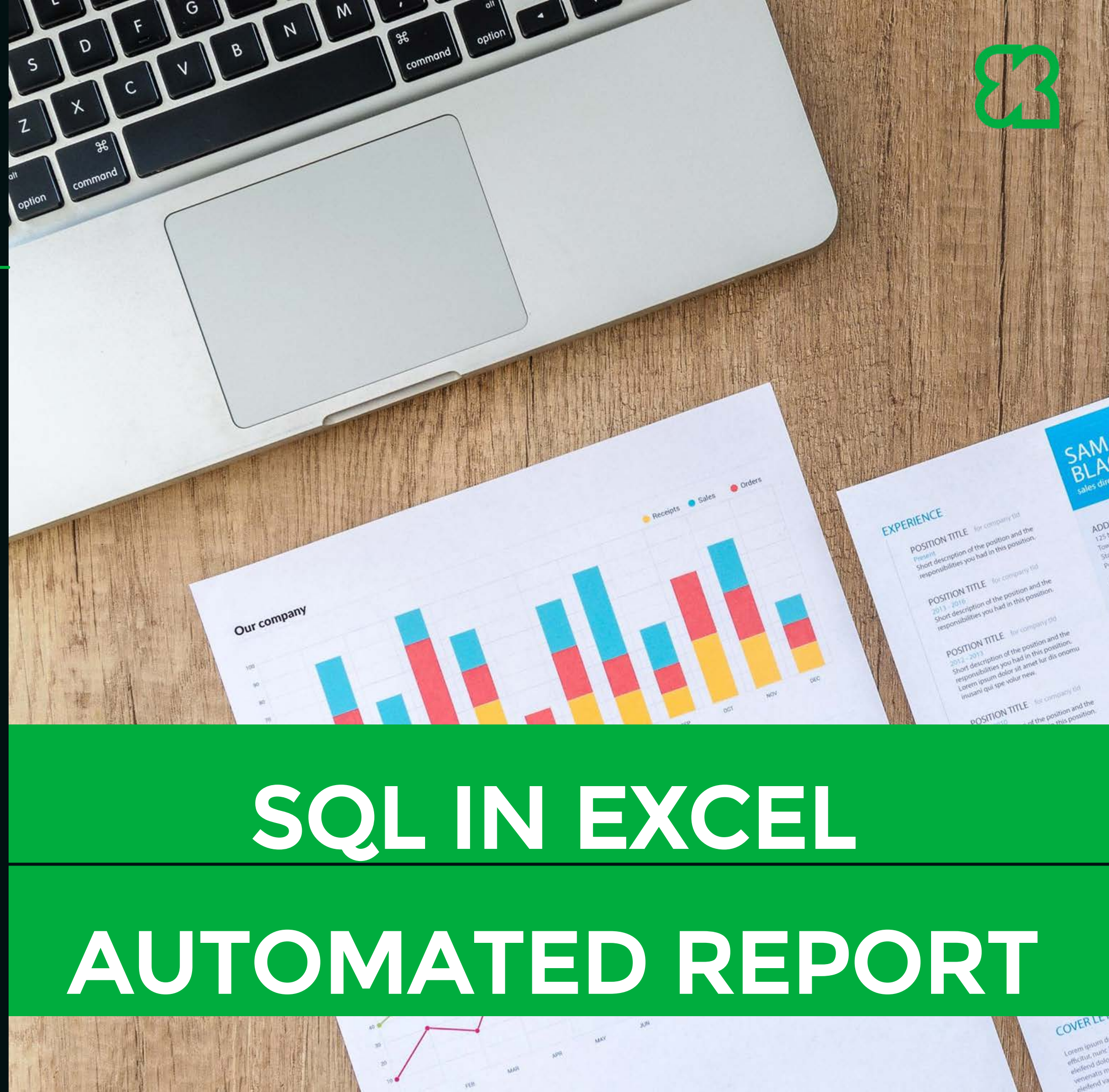


# INTRODUCTION

- Combine **Excel + VBA + SQL** to create automated reports and visualizations with just a few "clicks".
- Create **inter-departmental reports**, KPI reports, business administration reports, supply chain management...

## SQL IN EXCEL

## AUTOMATED REPORT





# INTRODUCTION

- **Python** application in supply chain management.
- Solve optimization problems in 04 processes throughout the chain: **Plan - Source - Make - Deliver**.
- Solve problems in logistics, e-commerce.



## PYTHON FOR SUPPLY CHAIN



# INTRODUCTION

- Foundation in **Supply Chain Management** – The “Procurement Department” position in the Supply Chain.
- Procurement in shipping and strategic purchase.
- Manage “**category**” in purchasing.
- Supplier **capacity** management.
- Manage supplier **relationships**
- Top **3** essential skills: negotiation, communication and stakeholder management.
- **Career & Advancement** in the Procurement Industry.



# PROCUREMENT IN HANDS



# INTRODUCTION

- In-depth **Procurement management** (category management, project management).
- **Leadership** in Procurement (negotiation, communication, problem solving, stakeholder management, coaching, leadership...).
- **Analytical skills**, data visualization & automatic reporting.
- Procurement management tools, quotation management, bidding support, decision-making on bid selection.



## HOW TO BECOME A PROCUREMENT MANAGER



# INTRODUCTION

- Project management “**strategic sourcing**”.
- Market research, internal analysis (price, specifications, key requirements from stakeholders...).
- Determine supply, analyze supplier **capacity**.
- Negotiation, contract **management**.
- **Continuous improvement**, relationship management and supplier capabilities.



## CATEGORY MANAGEMENT



# INTRODUCTION

- Negotiation **planning**:
  - Self-assess the negotiation capacity of the organization, set up a negotiation scenario.
  - Influencing factors, expected outcomes and benefits are willing to “trade off”.
- Negotiation **carrying out**
  - Specialized language for Procurement.
  - Price and financial indicators analysis.
- Negotiate **direct and indirect procurement contracts**, service and projects.



## ADVANCED NEGOTIATION

# TRAINING BY BUSINESS REQUIREMENTS

- The customized training program will be tailored by ERX Vietnam's instructors for the specific characteristics, goals and participants of each business.
- With the mission of bringing a training program with practical application to work practice, suitable to the specific culture and context of businesses and students, ERX Vietnam focuses on ensuring the quality of services from training needs analysis, content design, organization, implementation, and coordination with the Human Resources department to evaluate the results after training.







Our training method mainly focuses on coaching, understanding your **"insight"** and accompanying you on the path of "awakening your potential - elevating your career".

With ERX VN, everyone is a **"Hero"** even though the starting point is **"Zero"**.

# WHY ERX VIETNAM?

# TRAINING PRINCIPLES

TRAINING BY DOING	TRAINING BY APPLYING	TRAINING BY COACHING	TRAINING BY SHARING
			
Real combat training, focusing on learners. Students practice on <b>real case studies</b> . Learning combines doing.	<b>"Learning with practice."</b> Trainees are guided to apply their knowledge to their own work and have periodic evaluation after training to ensure that the knowledge learned is applied in reality.	Focus on tapping into each student's <b>"inner potential"</b> , helping students solve problems by their way rather than providing immediate solutions.	Share <b>success and failure stories</b> , share <b>practical experiences</b> through specific examples, help students have real experiences and draw their own lessons.



# Contact

For more information

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# Sincerely thank you!



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