



HPIE VIET NAM

HUNG PHAT INDUSTRIAL ENGINEERING

INDUSTRIAL MACHINERY • ENGINEERING • PROJECT SOLUTIONS

LOCAL TECHNICAL & PROJECT SUPPORT FOR FOREIGN INDUSTRIAL
EQUIPMENT IN VIETNAM

LOCAL TECHNICAL & PROJECT SUPPORT

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WHO WE ARE

HPIE Viet Nam provides local technical support, project execution and market development services in Vietnam for foreign industrial machinery and equipment manufacturers.

HPIE is founded and led by engineering professionals with hands-on experience in industrial equipment projects, installation, commissioning, MEP coordination and collaboration with international suppliers and engineers.

We support OEMs from site survey and readiness through installation, commissioning, punch-list closure and local after-sales support.

We also help foreign manufacturers identify customers, handle technical inquiries, follow up RFQs and develop the Vietnam market step by step—without requiring an immediate local office or full-time service team.

MISSION

Connecting international technology with the real needs of industrial customers in Vietnam.



FROM SITE TO COMMISSIONING

One local point of contact for OEMs, customers, contractors and site teams

5 CORE SERVICE AREAS

In one glance: HPIE supports OEMs before equipment arrives on site through installation, commissioning and local follow-up.

01

SITE SURVEY & READINESS

Site survey • utilities • access • foundation • lifting requirements • site readiness report

02

INSTALLATION COORDINATION

Local manpower • rigging • positioning • MEP • logistics • subcontractor coordination

03

COMMISSIONING SUPPORT

Site preparation • OEM engineer support • technical coordination • run testing • punch-list follow-up

04

LOCAL AFTER-SALES SUPPORT

Customer follow-up • spare parts • local inspection • maintenance coordination • issue follow-up

05

VIETNAM MARKET DEVELOPMENT

Market mapping • lead generation • technical inquiries • RFQ follow-up • project tracking

PROJECT-BASED • FLEXIBLE • NON-EXCLUSIVE

OPERATING MODEL

HOW HPIE SUPPORTS FOREIGN OEMs



Goal: reduce risks caused by site readiness gaps, limited local coordination and communication gaps between the OEM, customer and contractor.

FOCUS INDUSTRIES & EQUIPMENT

We focus on equipment categories where HPIE can create practical value through engineering, installation and project coordination.

01 PACKAGING & FOOD PROCESSING

Packaging machinery • food processing • production lines
• food-service technology

02 INDUSTRIAL AUTOMATION

Automation • assembly machines • special-purpose
machines • handling systems

03 METALWORKING & PRODUCTION

Metalworking • fabrication • production machinery •
auxiliary systems

04 SURFACE TREATMENT / COATING

Powder coating • spray equipment • pretreatment •
painting / finishing systems

05 COMMERCIAL & INDUSTRIAL

Commercial kitchen • industrial kitchen • environmental •
oil / waste management

06 IMPORTED MACHINERY PROJECTS

Equipment manufactured overseas → shipment →
installation → utilities → commissioning → handover

CORE FOCUS: Imported industrial equipment requiring local site support in Vietnam

WHY FOREIGN OEMs WORK WITH HPIE

1

Local presence - Northern Vietnam

Technical and project presence in Hanoi and Northern Vietnam.

2

Mechanical + Project Engineering

Mechanical engineering, installation, MEP, site execution and commissioning background.

3

English - Vietnamese Coordination

Bridging OEM engineers, Vietnamese factories and local contractors.

4

Imported Equipment Experience

Practical understanding of common challenges when imported machinery is deployed in Vietnam.

5

Flexible Project-based Support

OEMs can engage HPIE for survey, installation, commissioning or full local project support.

6

Local Contractor Coordination

Coordination of mechanical, electrical, piping, rigging and local technicians.

NO NEED FOR AN OEM TO ESTABLISH A LOCAL OFFICE IMMEDIATELY

Test the market → win the first projects → build customers → evaluate potential → then decide on a Local Office / Full-time Service Team / Warehouse

FOUNDER & KEY TECHNICAL CONTACT



ALEX PHUC

Founder / Technical Business Development

MECHANICAL ENGINEER

Mechanical Engineer • Project Management • Imported Industrial Equipment

17+

YEARS OF EXPERIENCE

Founder-level professional experience in engineering, equipment and project execution.

CORE EXPERIENCE

- Project management & site execution
- Imported machinery & equipment
- Mechanical installation & commissioning
- MEP & contractor coordination
- Foreign supplier & engineer coordination
- Industrial coating & powder coating

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ROLE AT HPIE

Business Development
↓
Customer & OEM Contact
↓
Site Survey
↓
Technical / Project Coordination
↓
Commissioning & After-sales

LOOKING FOR A LOCAL TECHNICAL PARTNER IN VIETNAM?

LET'S BUILD YOUR VIETNAM MARKET TOGETHER.

HPIE Viet Nam supports projects from site survey through installation, commissioning and local after-sales—while helping OEMs develop the Vietnam market step by step.



HPIE VIET NAM

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LINKEDIN

YOUR LOCAL TECHNICAL & PROJECT PARTNER IN VIETNAM