

# Import a German startup in Taiwan

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Software Solutions for Manufacturing Excellence

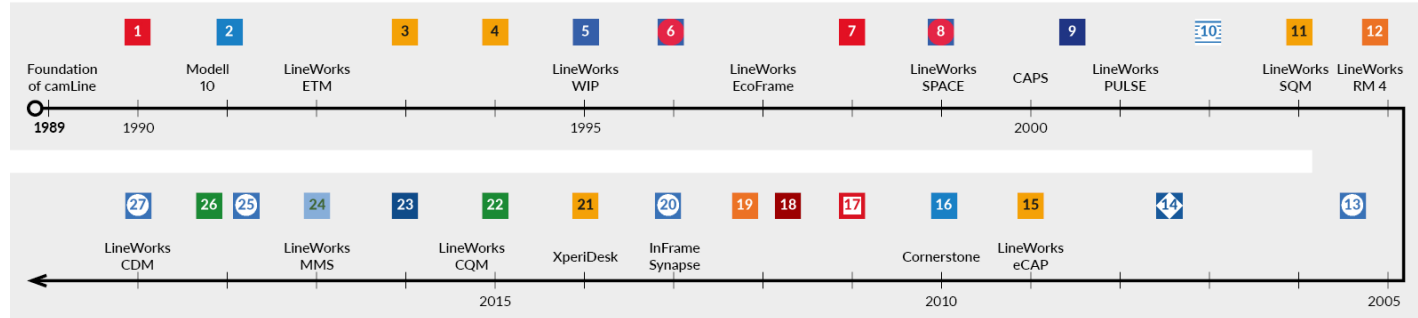


# About **camLine**

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# 35 Years of camLine History and More

All LineWorks modules are developed together with customers



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|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| <p><b>1</b> Traceability Solution<br/>Modell 10<br/>VDO (Automotive),<br/>Bosch Limburg,<br/>Lucent Technologies</p>                                                        | <p><b>2</b> Traceability Solution<br/>Modell 10<br/>Philips Nürnberg</p>                                                                                                                                       | <p><b>3</b> Equipment Tracking and Monitoring (ETM)<br/>LineWorks ETM,<br/>Modell 10<br/>TEMIC Nabern</p>                                                       | <p><b>4</b> Traceability and Data Collection<br/>Modell 10<br/>TEMIC Nürnberg</p>                                                                             | <p><b>5</b> Corporate Traceability<br/>Modell 10<br/>NOKIA</p>                                                          | <p><b>6</b> Computer Integrated Manufacturing (CIM)<br/>Modell 10, RM, SPC<br/>Siemens Halbleiter (HL)</p>           | <p><b>7</b> OEE<br/>LineWorks ETM<br/>Bosch Reutlingen</p>                                            |
| <p><b>8</b> Corporate Online SPC Solution<br/>LineWorks SPACE<br/>Infineon</p>                                                                                              | <p><b>9</b> MES<br/>LineWorks WIP, LineWorks ETM, LineWorks RM, LineWorks EcoFrame<br/>ZMD [today X-Fab]</p>                                                                                                   | <p><b>10</b> Recipe Management<br/>LineWorks RM<br/>IBM (US)</p>                                                                                                | <p><b>11</b> Monitoring, Tracking, and Tracing<br/>LineWorks WIP, LineWorks MaMa, LineWorks CarMa, LineWorks iGate<br/>Conti Temic (Nürnberg, Ingolstadt)</p> | <p><b>12</b> SPC and Recipe Management<br/>LineWorks SPACE, LineWorks RM<br/>Chartered (SG) [today Globalfoundries]</p> | <p><b>13</b> SPC and Recipe Management<br/>LineWorks SPACE, LineWorks RM<br/>ST Microsystems (FR)</p>                | <p><b>14</b> SPC for Printers<br/>LineWorks SPACE<br/>Leading US manufacturer (several locations)</p> |
| <p><b>15</b> Corporate MES<br/>LineWorks WIP, LineWorks PULSE, LineWorks CarMa, LineWorks MaMa, LineWorks OPM, LineWorks MPM, LineWorks PAA<br/>Continental Corporation</p> | <p><b>16</b> Data Management System (WIP)<br/>LineWorks WIP, LineWorks PULSE, LineWorks RM, LineWorks SPACE, LineWorks EcoFrame, LineWorks iGate<br/>Philips (OLED Lighting)</p>                               | <p><b>17</b> MES Solar<br/>LineWorks MES<br/>Oerlikon (several sites)</p>                                                                                       | <p><b>18</b> SPC and Data Collection<br/>LineWorks SPACE, LineWorks SPISE+, LineWorks STARGATE<br/>Entegris</p>                                               | <p><b>19</b> SPC and Recipe Management<br/>LineWorks SPACE, LineWorks RM<br/>Globalfoundries (US, DE)</p>               | <p><b>20</b> Supplier Quality Management<br/>LineWorks SQM<br/>ST Microsystems (FR)</p>                              | <p><b>21</b> KPI Reporting Released<br/>LineWorks mDICE<br/>Continental Corporation</p>               |
| <p><b>22</b> Online SPC Solution<br/>LineWorks SPACE<br/>On Semiconductor (Corporate), Robert Bosch (Reutlingen)</p>                                                        | <p><b>23</b> MES Solutions<br/>LineWorks WIP, LineWorks RM, LineWorks SPACE, LineWorks PULSE, LineWorks EcoFrame<br/>Two worldwide leading German manufacturers of precision sensors and power electronics</p> | <p><b>24</b> SPC, Recipe Management, and Machine Management<br/>LineWorks SPACE, LineWorks RM, LineWorks MaiMa, LineWorks PULSE (MMS)<br/>NXP backend sites</p> | <p><b>25</b> Container Distribution Management<br/>LineWorks CDM<br/>ST Microelectronics</p>                                                                  | <p><b>26</b> Maintenance Management<br/>LineWorks MaiMa<br/>ON Semiconductor</p>                                        | <p><b>27</b> Advanced SPC Solution<br/>LineWorks SPACE, LineWorks SPACE eCAP<br/>ST Microelectronics (Corporate)</p> |                                                                                                       |



# Selection of Cross Industries Customers

## Institution



## Semiconductors & Foundries



## Automotive



## Computing & Lighting



## Medical Devices



## Solar Energy



## Advanced Materials





# A Global Footprint, with Customers in 50+ Countries

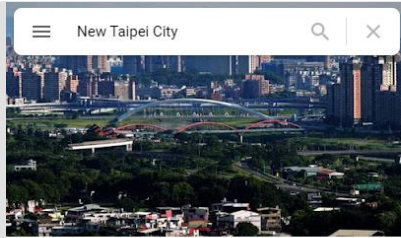
1,200 +  
Customers

1,000 +  
Experts

50 +  
Customer countries

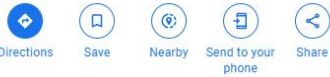
30 +  
Global offices





## New Taipei City

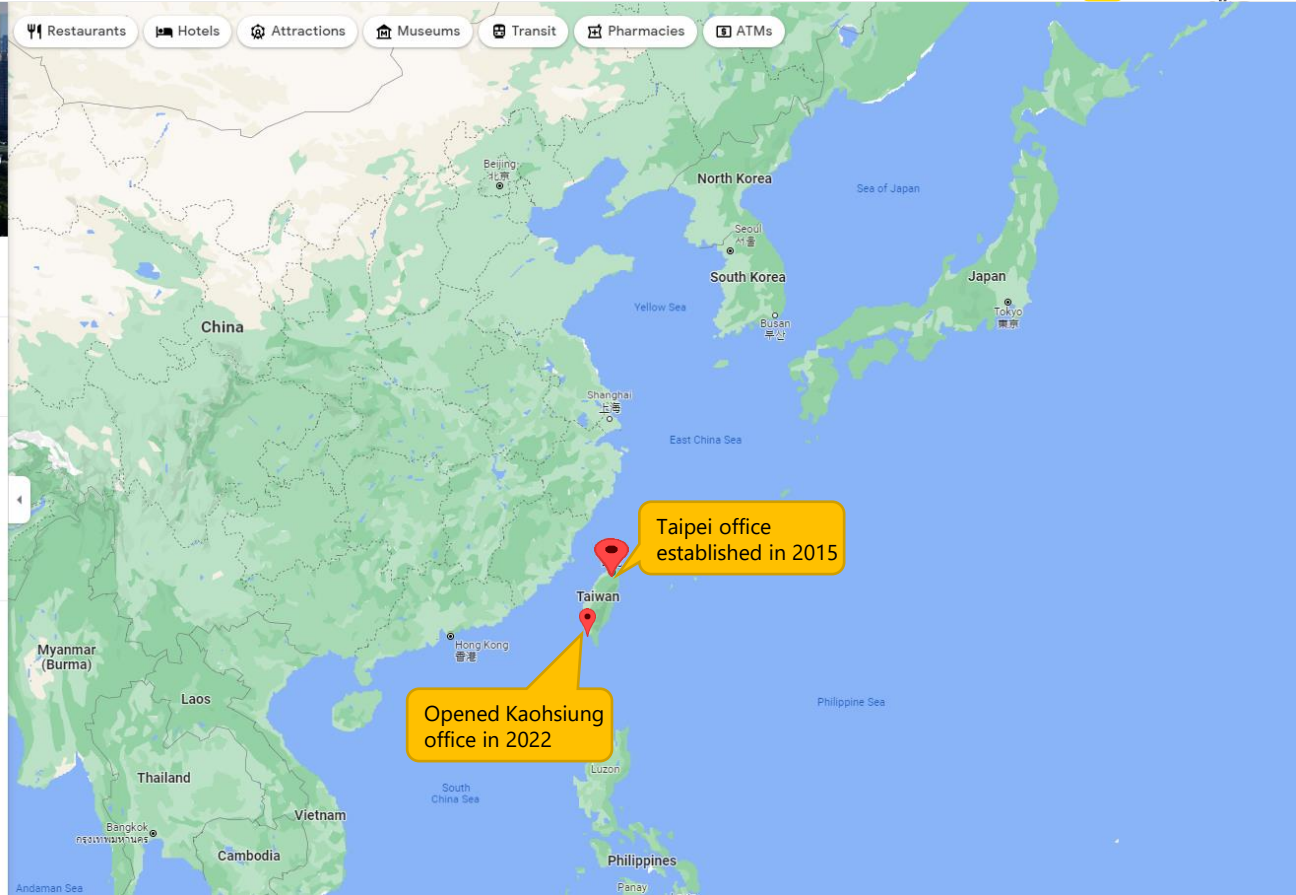
新北市



### Quick facts

New Taipei City is a special municipality in Taiwan. Located in northern Taiwan, the city includes a substantial stretch of the island's northern coastline and surrounds the Taipei Basin, making it the second largest special municipality by area, behind Kaohsiung. [Wikipedia](#)

### Photos





Why choose **Taiwan**

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# Stepping Stone For Entering North Asia Markets



camLine sees Taiwan as a strategic location for entering business markets in China, Japan and Korea, due to the supply chain of semiconductor and manufacturing industries within the region.

Northern Mariana Islands

Guam



# Talent Pool and Culture Similarity Within the Region

- Technical college or university degree account for 48.8 percent of Taiwan's population aged 15 and above
- Fresh graduates with technical background, or experienced employees that worked in IT / Manufacturing industries are easy to find.
- English proficiency population is generally higher than neighboring countries
- Share common culture with China, Japan. Greatly influence by Korean culture for younger generations.



# What are the **Challenges**

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## Local Competitions

Local brand competitors have long term relationship with customers and offering a lower pricing.

Most Taiwan companies are SME business and have limited budget for new investments.

## Foreign Competitions

Foreign brands with more resources from US, Europe, China ...etc are among the competition.

## Culture Differences

- Employees are mostly conservative and shy to express their opinions in public.
- Likes to bargain for cheaper price or asking free services.
- Stamp seals (with Chinese characters) are required for government or legal documents.



What make us **stand out**

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# Customer Collaboration with Strong Industry Experience & Local Service

## Customer Collaboration


We create values for our customers, solving their problems by sharing our strong industry experience as consultant. We worked together with our customers to come out solutions that addressed the common needs in the industry, so as to help them to be in the leading position of what they are good at.


## Local Service


Services is not just technical support but understanding the needs from the local users, cross divisions or key decision makers and come out with a solution that meets their requirements.




THANK YOU

 @camlinetv

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 [camline.com](https://www.camline.com)

 [info@camline.com](mailto:info@camline.com)

**Work Smarter Series:**  
[camline.com/work-smarter/](https://www.camline.com/work-smarter/)