

# CHAMPA ENTERPRISE

BEST SERVICE MIND WITH REASONABLE PRICE



**WE ARE THE TOP LEADING  
I.T SOLUTIONS, SOFTWARE,  
SERVER & INDUSTRIAL  
SUPPLIES COMPANY IN LAO  
PDR**



[WWW.CHAMPAIT.COM](http://WWW.CHAMPAIT.COM)

# ABOUT US

## WHO WE ARE

CHAMPA Private Enterprise is a leading International Sourcing and Supply Chain Management company started by Ms.Vina Nhommalath & Team who is with over 20 years experience in IT Field. We distributing to UN Agencies, INGOs, leading Lao IT companies and machinery products for companies across many different industries and distribute them to domestic and around the world.



Family-owned



Established in 2013



Dedicated Organization



Average 21% annual growth since 2013



Founding principles of fairness, quality,  
and industry-leading customer service





## MISSION

Our mission is to help customers achieve their business objectives by providing innovative, best-in-class consulting, IT solutions and procurement services and to make it a joy for all employees to work with us. OUR SLOGAN SAYS OUR FORMULA OF SUCCESS "BEST SERVICE MIND WITH REASONABLE PRICE"

## VISION

- A leading IT company in Lao PDR in ensuring a reliability and stability for customers.
- A leading company which provides operation and maintenance services to business operations in Lao PDR.
- A leading company which increases value for the customers.

# ORGANIZATION

Ms.VINA NHOMMALATH  
Founder / Managing Director

Ms.Latdavong Yommalath  
Legal Adviser

ADMINISTRATION

Information Technology  
Deaprtment

Research &  
Development

Marketing  
Department

Supply Chain  
Mangement

Risk  
Management

Mr.Patcharasit Jira Sinkit  
Deputy Director

Finance / Customs  
Department

Industrial Department

HR Department

Customer  
Relationship

Staff Training

Technical  
Department

24X7 Customer Service

Clients



## Our Talent

We operate on a Laos scale, with diverse talent base of over 100 associates, across 12 countries as of 31-Dec-2020. We are one of the largest International IT products and Industrial supplies and Specialist in Lao PDR with over 2 decades of experience.

CHAMPA Enterprise as an exceptional performer across nine core Human Resources (HR) areas:

- Talent strategy
- Workforce planning
- On-boarding
- Learning and development
- Performance management
- Leadership development
- Career and succession management
- Compensation and benefits
- Company culture.

Now, we are building a hyper-connected organization using internal social platforms to ensure extensive collaboration and engagement among our employees. This acts as a critical driver of competitive advantage in our employee base. Our ability to provide holistic long-term careers based on continuous learning driven by our management helps us attract and develop the best talent. Our ability to create an 'experience' for our employees have helped us consistently have the highest retention rates in our sourcing industry.



**CHOOSE US**



## WHY CHOOSE US

We have strong experience in IT & Industrial field in Lao PDR, full structural mechanism of management few examples here:

- One Stop Solution for IT or Industrial Needs
- We are leading marking equipment provider in Lao PDR
- Supply Chain Management
- Risk Management and Compliance Assurance Services
- New Product Research and Development
- Talented International Procurement Department.

# CHALLENGE



## Supply Chain Management

**CHAMPA Enterprise**, in its endeavor to optimize supply chain management, sought to improve on time performance (order to available lead time), inventory (work in progress finished goods) and the procuring efficiency. Lack of a common order management system and standardized product definitions along with absence of detailed product costs, led to non-fulfillment of orders and delayed production



## Champa Risk Management and Compliance Assurance Services

Improve speed, rigor, and value of QA processes. (Challenge) Growth in today's uncertain environment has led to multiple business challenges and risks. There is an increasing compliance demand from regulators. Businesses are under tremendous pressure to ensure full compliance, with zero tolerance for errors, as even minor lapses can lead to significant financial and reputational damages.

## Champa Solution

**CHAMPA Enterprise** helps businesses comply with critical industry regulations, and effectively manage and mitigate risks. For instance, our IT and Technical team offerings focus on performance and functional testing. Our CHAMPA Risk and Compliance Suite offers manual testing with a high level of accuracy, creates insightful reports, and enables data integrity and security. Our Assurance and Compliance Solution is an end-to-end framework for the life sciences industry, and unifies testing, validation and QA and compliance. Champa IT is our proprietary QA maturity assessment team that helps enterprises evaluate and benchmark their existing testing, validation, and compliance processes at customer's doorstep. Champa IT is specially customized for the unique requirements of Lao Scale and Multi National Company (MNC) sectors.

## Client Benefit

- Mitigate product, service, material and technical risks



## RESEARCH AND DEVELOPMENT:

We Launch your offerings quickly and cost effectively.

**Market Challenge** In a dynamic business scenario, the most critical factor that holds the key to retain market leadership is your ability to search launch and develop new products and services quickly and in a cost-efficient manner, while facing challenges like responding to scale, increased complexity, dynamics of globalization, reduced costs, and reduced cycle times.



### Champa Solution

Champa New Product Development (CNPD) offerings address challenges spanning the complete product development life cycle, from ideation and design to manufacturing and production. We enable you to bring innovative products to the market quickly and efficiently.

### We offer

- Mechanical and Electromechanical Engineering (MEM) including end-to-end design solutions
- Embedded Systems that cover unique designs and address the need to perform real-time evaluations
- Real Time offering to develop end-to-end data acquisition and automation solutions
- Engineering Simulation solution enables you to assess and improve product performance
- Engineering Automation for significant productivity gains and quicker time-to-market responses
- Technical Publications compile product documents synchronized with engineering changes, and reduce product development lifecycles.

### Benefits

- Automate development processes and product designs
- Reduce product development lifecycles
- Obtain faster time-to-market responses
- Facilitate your customers to improve product performance



## "CHAMPA IT" Means Cost Efficiencies For "CLIENTS"

With over 20 years of experience efficiencies providing superior **CHAMPA IT** Services to companies in and around LAO PDR, we understand that every industry has its own set of challenges. Working with an IT provider that knows your business inside and out helps to leverage technology to improve the services you provide to your customers. At **CHAMPA IT** Solutions, we're dedicated to this level of intimacy with our clients, which enables us to deliver custom-tailored IT support.

CHAMPA IT Solutions begins every client relationship with a win-win mindset. We operate from shared goals with each client so that your success is the biggest reward. This starts by not locking our clients into long-term commitments. With quarterly recurring engagements, We're confident in our world-class employees and we work to earn your trust for years to come.

### Managed IT Service Provider:

- One Stop World Class IT Support
- Networking Monitoring & Security
- Authentications
- Infrastructure Management
- Server Installations and Maintenances
- Cloud Storage Provider
- 24/7 Dedicated Customer Service



# PROCUREMENT



ANOTHER IMPORTANT ASPECT OF OUR SERVICE LINE IS THE

Procurement and supply of NGO's supplies, equipment, Stationary, machinery, instruments, tools, spares, materials, chemicals, other consumable, etc. to the energy, manufacturing, power, service and allied sectors of the Lao PDR economy.

**CHAMPA** has attained a high level of success in this direction, having continuously made its operations to be compatible with the extensive volume and unimaginable varieties of procurable supplies, regularly and sometimes, spontaneously ordered by many of our clients. Be it locally or internationally, we source our products from reputable manufacturers or their appointed representatives. This has sustained our growing tradition of servicing every purchase order with very high quality and standard products, to the utmost satisfaction of our highly valued clients.

As part of our procurement and supply development effort, we have taken advantage of the current global information order the Internet. Interestingly, it has contributed drastically to the reduction of our service period vis-à-vis our clients' foreign purchase orders. In addition, this exploit together with our good relationships with local and overseas product manufacturers and their agents have to some extent, made our product prices to be moderate and competitive. By positioning our good selves as an engineering, logistics, manpower support and procurement company, we have always provided our clients with a totally integrated, systematic and contemporary services at the best affordable costs.

# DELIVERY

INITIATION

ORGANIZATION

DELIVERY

TURNOVER

We have been deep knowledge team for handling the Logistics on every moment for our valuable clients, so we know how important each product and each package can be for you, your production and supply chain and, most importantly, your customers. As such we will analyze your business & NGO requirements to ensure we meet and exceed your expectations. We deliver all your needs, and this means we are poised to gain your full confidence and become your business partner for your urgent and delivery needs around the Lao PDR, 24 hours a day, 7 days a week.



## BRANDS

## I.T SOLUTIONS

**TOSHIBA**  
Leading Innovation >>>



**IBM**  
Solutions for a small planet™

**acer**



**lenovo** **ASUS**

**msi**™

**FUJI XEROX**



**Canon**

**D-Link**®  
Building Networks for People

**HIKVISION** **TP-LINK**® **OKI** **SONY**

## INDUSTRIAL



**DR. WEIGERT**  
Hygiene mit System

**SK SATO**  
SATO KEIRYOKI MFG. CO., LTD.

**Dräger**

**MELT-O-CLEAN**



CHAMPA Enterprise work with a partner you can trust. Champ collaborates with and supports some of the most well-known brands and businesses around Lao PDR and the globe, providing essential knowledge, discretion, and capability where and when our clients need it. Our work helps ensure proper certification and greater market access, the ability to meet product performance and quality metrics, and the promotion and elevation of a brand's name and reputation. We improve the value proposition of our clients' products through the strength and robustness of our services, and, as a result, more and more new and well-known clients join the Champa Enterprise all the time



# PARTNERS



**business partner**



CHAMPA Enterprise partnership with brands you can trust. We always work for reputed and trusted companies as industry experts, we have intimate knowledge of the daunting challenges your customers face. Our global partners CHAMPA Accelerate, exists exclusively to address these challenges. CHAMPA Accelerated team connects the power of our partners innovative technology platforms with IBM, HP and CISCO data intelligence, accelerating the results of the services we offer our shared customers and, ultimately, accelerating business growth. It is the most comprehensive source of analytics and artificial intelligence source for businesses.

**BEST SELL**



VIDEOJET Technology is one of most trusted product in the world for production industry with 44 years of innovation, development, manufacturing and sales of high quality coding and marking equipment and supplies. CHAMPA provides the Videojet's right coding and marking solution through the broadest range of technologies, and is committed to providing quality equipment, supplies, and service designed to perform with maximum reliability, efficiency, ease of operation and little maintenance. Videojet large and small character inkjet printers, laser coding systems, thermal transfer printers and labeling equipment apply variable data such as best-by dates, production date, lot number and operator information, as well as linear and 2D bar codes onto virtually every possible product packaging, shipping container or pallet.

CHAMPA ENTERPRISE is the direct Nationwide dealer and service provider of VIDEOJET machines and supplies to The Lao PDR. Videojet is the right choice for Small & Medium Enterprises and manufacturing units for make them to trusted brands and reduce production cost and wastages at the factory.

Printing codes on metal parts and components has become essential in many industries, including automotive, aerospace, electronics, pharmaceutical, and beverage. Codes can be used for traceability, to provide production data, and to defend against piracy and counterfeiting.

# OUR CLIENTS



UNOPS



United Nations  
World Food Programme



The charity for girls' equality



pepsi



ບໍລິສັດ ອີທີແອລ ມະຫາຊົນ  
ETL PUBLIC COMPANY



HUAWEI



ບໍລິສັດ ຢາສູບລາວ ຈຳກັດ  
Lao Tobacco Limited

# TECH/IT SERVICES



## Field Service

Certified Service Engineers – 20+IT/Mechanical Engineering professionals with up-to-date training and instant access to our technical knowledge library Rapid response time – Service Engineers are nearby and ready to meet your urgent needs Parts availability – Service Engineers have key spare parts on hand to help expedite repairs.

## Service Packages

Our tailored service packages are designed to serve customers with any level of experience likewise, **Annual Maintenance Contract & Short Term Maintenance Contract** For details, talk to your CHAMPA ENTERPRISE Technical Representative.

Options include:

- Server and Software Installation for Banking Sector, Enterprises & Large Scale Industries
- IT Accessories.
- Consultative and Estimation services
- Wear parts exchanges
- Scheduled preventive maintenance visits Key operator training
- Print adjustments and code optimization
- Including parts and labor

## Customer Training

Operator training packages – available to ensure your operators understand key printer features and are prepared for new coding requirements Maintenance training packages – available to empower your staff to maintain your Videojet equipment with the highest standards

## 24×7 Technical Support

40+ technical experts on staff to assist within hour

**CONTACT US**

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## CHAMPA PRIVATE ENTERPRISE

Unit 18, Khanphengmuang Road, Phonpaoa Village,  
Vientiane Capital, Lao PDR. PO Box 5812.

E-Mail: [Info@champait.com](mailto:Info@champait.com)

Phone : +856-21-262442, 021-261876

Website: [www.champait.com](http://www.champait.com)

*Thank you!*



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