



**ESEC**<sup>®</sup>  
EAST SEA ENERGY ENVIRONMENT



**Project: EcoStruxure Power SCADA**  
**Customer: VINACOMIN - CAO SON COAL VIETNAM**

**TURN IT BALANCE**

# Customer Profile



**Vinacomin - Cao Son Coal Joint Stock Company is a Vietnam-based coal mining company. It is mainly involved in the exploration, mining, and processing of coal and other derived mineral products. The Company also engages in industrial construction and transportation services, as well as offers repair and maintenance works for mechanical vehicles and equipment used in mining activities. Other manufacturing activities include rubber and construction materials. The Company is a subsidiary of Vietnam National Coal - Mineral Industries Group (Vinacomin).**



# The Competition



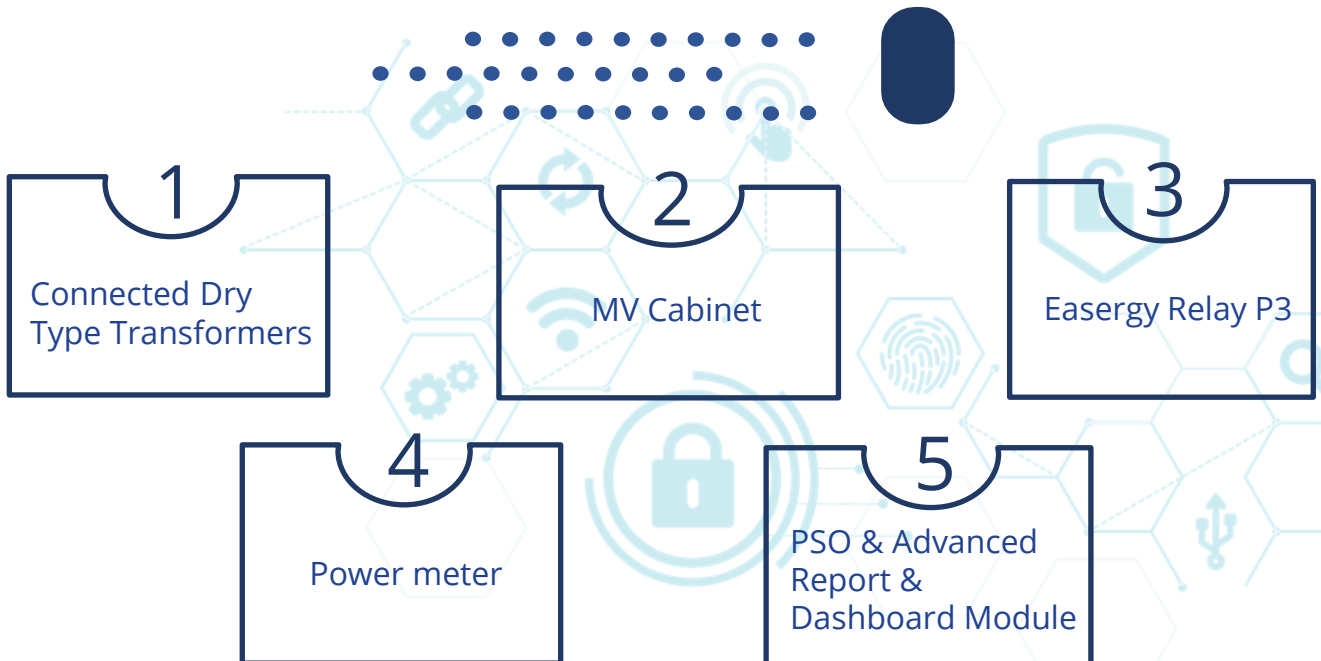
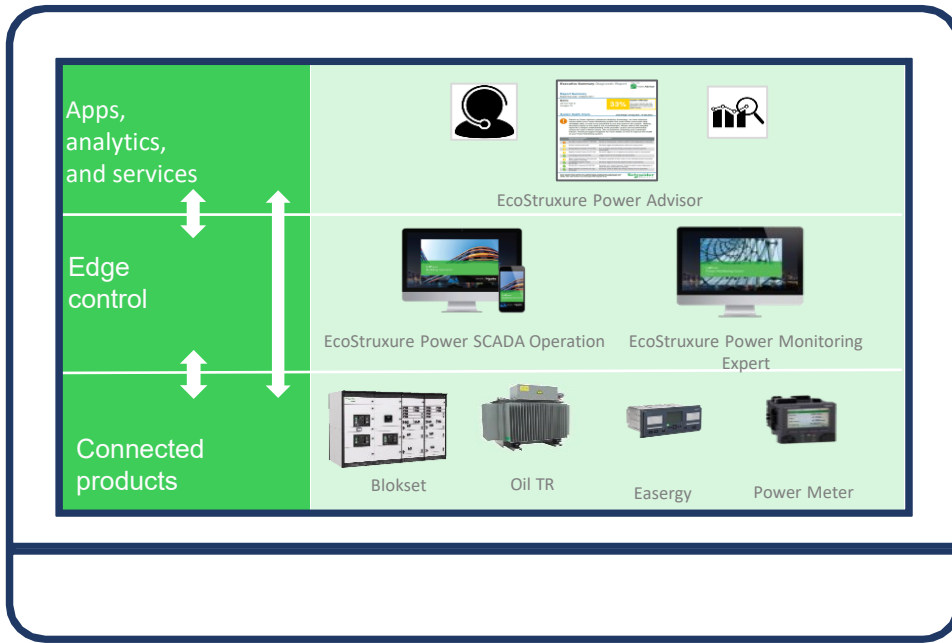
- **Siemens & ABB have a huge installed base covering the electrical network( MV/LV/Transformers/ Drives) and software ( Process automation , SCADA ) in the Mining industry.**
- **The contractor is an ABB loyal customer so it was very challenging to push our full hardware/software package.**
- **Convincing the End User to change his perception towards SE solutions.**

# Customer Challenge

- — Real-time monitoring of operational performance and consumption
- — High reliability of power supply & power quality
- — Energy saving
- — More efficient, More Reliable, More Safety, More Digital



# The Solution





# Customer benefits



Increase the life time consistency

Have a strong Operation & maintenance System

Asset Performance, Energy Management, Network availability & Reliability

A full integrated solution for a complete digitized Electrical distribution

**TURN IT BALANCE**