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(BMWK).



Foreword

The “Survey on current and future capacity development activities of provincial public institutions or enterprises with duty and function in Energy Efficiency (EE)” is a project under the Vietnamese-German Energy Dialogue (VGED). It is a cooperation between the Vietnamese Ministry of Industry and Trade (MOIT) and the German Federal Ministry for Economic Affairs and Climate Action (BMWK) to increase energy efficiency and promote experience exchanges between German and Vietnamese stakeholders in energy sectors, implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. The project intends to have an overview survey on the capacity of provincial-level public institutions and/or enterprises with tasks and functions on energy efficiency. Provincial-level public institutions and/or enterprises such as provincial Industrial Promotion and Development Consultancy Centers, provincial Power Companies, Centers of Promotion and Energy saving have always been a powerful instrument of government to implement strategic vision. In Vietnam, a network of provincial-level public institutions and/or enterprises on energy efficiency such as provincial Industrial Promotion and Development Consultancy Centers, Centers of Promotion and Energy Saving has been established, together with provincial Power Companies has played a key role in implementation of National/ Provincial Energy Efficiency program and promoting energy saving activities. Therefore, continuous capacity development activities are necessary to maintain the well-functioning provincial-level public institutions and/or enterprises so they can make a sustainable contribution for long-term improvement of national energy efficiency. The overall objective of this assignment is to conduct a survey to collect sufficient data from provincial-level public institutions and/or enterprises which have duty and function on energy efficiency and evaluate their capacity for conclusion and recommendation on the need for support on capacity development activities to achieve National/ Provincial Energy Efficiency program.

Abbreviations

BMWK	German Federal Ministry for Economic Affairs and Climate Action	VNEEP3	National program on energy efficiency and conservation use of energy in the period of 2019-2030
DEESD	Department Energy Efficiency and Sustainable Development	VGED	Vietnamese-German Energy Dialogue
DOIT	Department of Industry and Trade		
DSM	Demand-side management program		
DR	Demand Response program		
EE	Energy Efficiency		
ESCO	Energy Service Companies		
ESP	GIZ Energy Support Program		
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit		
IDC	Promotion and Industrial development consulting Centers		
KEU	Key energy User		
MOIT	Ministry of Industry and Trade		
PC	Power Company		
RE	Renewable Energy		
TOE	Ton of Oil Equivalent		
VECEA	Vietnam Energy Conservation and Energy Efficiency Association		
VNEEP1	National program on energy efficiency and conservation use of energy in the period of 2006-2010		
VNEEP2	National program on energy efficiency and conservation use of energy in the period of 2012-2015		

Acknowledgment and Disclaimer

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This survey is sponsored by BMWK. The content of this document is solely the responsibility of VECEA and does not represent the views of BMWK in any way.

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I. Introduction on objective, methodology, context of tasks

1.1. Overall objective

The overall objective of this mission is to conduct a survey to collect data from provincial-level public institutions/enterprises with duty and function on energy efficiency and to assess their capacity to draw conclusions about the need for capacity development activities to improve and enhance the effectiveness of National /Provincial Energy Efficiency Program.

1.2. Methodology

In order to achieve the objectives and outputs of the mission, VECEA conducted detailed tasks as follows:

- i. Research and evaluate legal regulations on the existing networks of relevant provincial-level public institutions/enterprises which have a duty and function on energy efficiency and conservation.
- ii. Propose criteria to evaluate the current capacities of each provincial-level public institution/ enterprise with functions and tasks on energy efficiency
- iii. Conduct the survey via questionnaires, discussion/ interview with stakeholders to evaluate current capability based on the proposed criteria
- iv. Analyze the survey results and identify barriers and recommendations on what area to be focused on capacity development to overcome the current barriers
- v. Organize final stakeholder consultation workshop to present the result to GIZ/ MOIT and different provincial stakeholders to collect different opinions and finalize the recommendation for capacity development activities which can create sustainable results.

1.3. Context of task

The Law on Energy Efficiency and Conservation (Law No. 50/2010/QH12) has been affected since 2011, a system of legal documents guiding the implementation of the Law was promulgated. This is a solid legal and technical basis for Vietnam to implement and uniformly deploy EE activities. Over the years, the Ministry of Industry and Trade has directly directed and implemented many national programs on energy efficiency such as VNEEP1 (period 2006-2010), VNEEP2 (period 2012-2015), and the current is VNEEP3 Program (period 2019-2030). Overview, the programs have positive results. In addition to raising awareness on energy efficiency and conservation, energy efficiency activities have been implemented synchronously in different fields such as production, business and households. 3.4% of the total actual savings achieved by VNEEP1 (equivalent to 4.9 million TOE); 5.65% of the total actual savings achieved by VNEEP2 (equivalent to 11.2 million TOE).

The above-mentioned positive results have contributed significantly and effectively from the public institutions under MOIT and other relevant ministries (including provincial Industrial Promotion and Development Consultancy Centers and provincial Promotion and Energy Saving Centers, etc.) and public enterprises are power companies under the Vietnam Electricity.

Up to now, there hasn't been an official assessment of the capacity of provincial-level public institutions/ enterprises in Vietnam with functions and duties on energy efficiency. Therefore, the Vietnamese-German Energy Dialogue (VGED) is a cooperation between the Ministry of Industry and Trade (MOIT) and German Federal Ministry for Economic Affairs and Climate Action (BMWK), implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH conduct an overview survey on the capacity of provincial-level public institutions/enterprises with duties and functions related to energy efficiency in Vietnam.

Vietnam Energy Conservation and Energy Efficiency Association (VECEA) is the consulting firm assigned to carry out this task.



II. Overview of provincial-level public institutions/enterprises with duties and functions on energy efficiency activities

2.1. Provincial-level public institutions

Provincial-level public institutions with duties and functions on energy efficiency in locality within the scope of the survey are provincial Industrial Promotion and Development Consultancy Centers, Promotion and Energy Saving Centers (hereinafter referred to as IDC), and revenue generating public service delivery units (hereinafter referred to as Centers) under the Departments of Science and Technology of the provinces and cities directly under the Central Government.

Industrial Promotion and Development Consultancy Centers (IDC)

IDC is a public non-business unit under the Department of Industry and Trade with the function of industrial promotion activities; providing public services in the field of industrial promotion and industrial development consultancy (including energy efficiency); DOIT direct direction and management of IDCs; MOIT direction and professional guidance of the local Industry Department under the Ministry of Industry and Trade for IDCs

IDC has legal status and operates under the autonomy and self-responsibility mechanism of public business units in accordance with the law. Functions, duties and powers of IDC are specified in Joint Circular No. 16/2011/TTLT-BCT-BNV dated April 5, 2011, of the Ministry of Industry and Trade and the Ministry of Home Affairs.

IDC's organizational structure and staff include specialized and professional departments of IDC, established in accordance with functions and tasks, ensuring leanness, reasonableness and effectiveness; each department has one (01) Head, one (01) Deputy Head and a number of officials. The number of public employees is determined by job position and decided by the People's Committee of the province in accordance with the functions, tasks and organizational structure of the IDC.

Based on the nature, characteristics, requirements, tasks, and specific workload of each locality, the President of the Provincial People's Committee shall decide to establish the specialized departments of the Center. Thus, according to current regulations, each locality

(63 Provinces and Cities directly under the Central Government) has a Center for Industrial Promotion and Development Consultancy, staffing of specialized departments which includes the field of energy efficiency is not rigidly regulated but depends on the specificity of each locality.

IDC's main activities related to energy efficiency are as follows:

- Consulting, proposing solutions and providing technical support on energy savings for local energy users through energy audit activities, supporting in developing of energy management systems, consulting on the development of green energy models, etc.
- Use communications to raise awareness of enterprises, households, and communities on energy efficiency and conservation.
- Organizing conferences and seminars to disseminate and guide mechanisms, policies and compliance with regulations on energy efficiency and conservation.
- Organizing exhibitions on energy-saving technology and equipment in some localities such as Ho Chi Minh City, Hanoi, Hai Phong, etc.
- Organize training, improve management capacity and technology for enterprises, production facilities and buildings.

Center under Department of Science and Technology (Department of Science and Technology)

Centers under the Department of Science and Technology are public business units established in localities. Functions and duty of the Center are specified in the Joint Circular No. 29/2014/TTLT-BKHHCN-BNV. The payroll of civil servants of the Centers, the number of staff is assigned based on job positions with functions, duties and scope of activities assigned by competent authorities.

Main tasks of the Centers under the Department of Science and Technology is research, application,

deployment, technology transfer, science and technology services serving the state management of provinces and centrally run cities.

The number of centers operating in the field of energy efficiency within the framework of National Energy Efficiency Programs is not much, according to a survey of VECEA, in recent years, only Saigon Innovation Hub (under the Department of Science and Technology - Ho Chi Minh City) and Da Nang Energy conservation and Technology consultancy Center (under the Department of Science and Technology - Da Nang City) work in the field of energy efficiency within the framework of VNEEP1 and VNEEP2.

The main activities related to energy efficiency of the Centers are as follows:

- Research, application, deployment and technology transfer in the field of energy efficiency and renewable energy.
- Similar to IDCs, the Centers under the Departments of Science and Technology also participate in activities such as: Consulting, proposing energy savings solutions for local energy user facilities, energy audit, supporting develop energy management systems, clean production models, using renewable energy, etc.

2.2. Provincial-level public enterprises

Provincial-level public enterprises on energy efficiency in localities are local power companies (hereinafter referred to as PCs) directly under 05 power corporations, which are members of Vietnam Electricity (EVN) that includes: Northern Power Corporation (EVNNPC), Central Power Corporation (EVNCPC), Southern Power Corporation (EVNSPC), Hanoi City Power Corporation (EVNHANOI) and Ho Chi Minh City City Power Corporation (EVNHCMC). These are independent accounting corporations in which EVN holds 100% of charter capital or holds controlling shares, contributed capital, or holding controlling rights. The main areas of activity of these corporations are organizing, managing and administrating of electricity distribution, electricity wholesale and retail activities to ensure safe, stable, continuous, high quality and satisfactory electricity supply, meeting the demand for electricity, serving socio-economic development.

Depending on the characteristics of each locality and the organizational structure of PCs, the organization and implementation of energy savings and efficient use activities in the localities are assigned to the Sales Department, the Technical - Security Department, Customer Care Center, etc. Activities in the field of energy efficiency or electricity savings deployed by local power companies are currently focus on the main contents such as:

- Coordinate with agencies to carry out power savings propaganda programs such as: "Earth Hour", "Electricity savings families", "Electricity savings in schools", "Electricity-savings streets", " Replace incandescent/compact lamps with LEDs"; "Consulting on safe, electricity savings and Conservation"; propagate the implementation of Directives No. 171/CT-TTg, Directive No. 34/CT-TTg and Directive No. 20/CT-TTg of the Prime Minister on enhancing electricity savings.
- Piloting industrial-scale hot water supply by solar energy under the ESCO model; Deployment of Demand-side- management (DSM) and Demand Response (DR), Rooftop solar development, etc.

III. Survey results and capacity status of Provincial-level public institutions/enterprises

Details of survey results and general assessment on the capacity of provincial public institutions/enterprises are mentioned in Report No. 2; the main contents are summarized as follows:

3.1. Survey results

Based on the defined criteria on organizational structure, staffing, facilities, human resource capacity, and experience in operating funding in the field of energy efficiency of provincial public institutions/enterprises, we have made a list of survey and interview subjects; organize surveys/interviews through various forms such as: email, Zalo messenger, mail, face-to-face interview, online interview, phone interview, etc.

The survey and interview data are as follows:

- Total number of questionnaires sent: 129 surveys (62 surveys for IDC; 66 surveys for PC; 2 surveys for Centers under the Department of Science and Technology)
- Total number of the interview: 10 individuals (7 interviews for IDC, 3 Interviews for PC)
- Total 45 answers of surveys
- 10 individuals interviewed include 06 representatives of IDC; 01 representative of the Center under the Department of Science and Technology of Ho Chi Minh City; 03 representatives of EVN & power companies.

3.2. Current capacity status of provincial-level public institutions/enterprises

Based on the results of the survey/interview with relevant subjects, we assess the general capacity of provincial-level public institutions/enterprises as follows:

In terms of IDCs and Centers under the Department of Science and Technology:

- Lack of experts with experience and skills when monitoring and managing professional activities on energy efficiency in locality such as quality of energy audit reports, consultancy on energy efficiency solutions and guidance for enterprises compliance law, etc.
- The payroll of human resources on energy efficiency is not stable, many positions are held concurrently, and professional staffs have to change positions/work locations (in the period 2015-2020 when the VNEEP3 Program has not been approved yet).
- Lack of specialized equipment, transport, specialized measuring equipment, calculation tools, etc. for local energy efficiency activities;
- Professional training on energy efficiency for human resources of IDCs has not been carried out regularly, information on energy efficiency technology and equipment has not been updated for relevant individuals;
- There is no joint venture or association between IDCs to implement inter-regional energy efficiency activities such as energy conservation technology transfer, investment in energy conservation.
- Except for a few large localities (Hanoi, Ho Chi Minh City, Da Nang, Hai Phong, Can Tho, etc.), the capacity of IDCs in many localities is still limited and not able to independently implement local missions.
- The legal system related to energy audit and energy management system has shortcomings and lacks measures to monitor, inspect and supervise quality management.
- The coordination in the inspection of energy efficiency activities of local state management agencies is still limited.
- It is difficult to access preferential capital sources in the field of energy efficiency, support from the State budget and national programs for IDCs are still limited.

- Most of IDC's energy efficiency activities are from the state capital or funded, revenue from consulting activities for businesses still accounts for a low proportion.

In terms of provincial PCs under the Vietnam Electricity (EVN):

- Most of the PC's human resources work in the field of energy efficiency under the concurrently regime, without much experience; pilot projects on energy efficiency carried out by PCs in the past are mostly through service units.
- Due to the concurrent work regime, most PCs do not have staff specialized in energy efficiency or have been trained but must reallocated.
- There is no skill training program on energy efficiency that is suitable with the operation characteristics of the energy efficiency field of PCs.
- Currently, the budget allocated for energy efficiency activities (mainly communication activities and implementation of pilot projects on power savings) of PCs is still limited, mostly from customer-care capital.
- PCs are State-owned enterprises, with the main field of activity is organizing, managing and administrating power distribution activities, without the function of investing in the field of energy efficiency.

IV. Proposing and Recommendations on capacity development activities of provincial-level public institutions/enterprises with duty and function in energy efficiency

4.1. Proposing contents of capacity development for provincial-level public institutions/enterprises with duty and function in energy efficiency

On the basis of:

1. Analysis of the Overview Report on provincial-level public institutions/enterprises with duty and function in energy efficiency activities and proposed criteria for capacity assessment (Report No. 1)
2. Analysis of survey results on the assessment of the capacity of provincial-level public institutions/enterprises with duty and function in energy efficiency (Report No. 2)
3. Report on receiving comments at the consultation workshop on February 25, 2022 (Appendix 1 of this report)

The VECEA consultant summarizes and proposes a number of contents to improve capacity development activities of provincial public institutions/enterprises with duties and functions in energy efficiency as follows:

- Training: based on the actual needs of provincial-level public institutions/enterprises in Vietnam to determine the capacity development content, including:
 - i. Basic training in general knowledge of energy efficiency and conservation, energy audit, energy management system in industry and buildings, introduction of Technology - energy-saving equipment, community communications on energy efficiency;
 - ii. Advanced training for topics on energy efficiency project development and management, system integration and optimization of mechanical - electrical - thermal systems, digitalization to improve energy efficiency in enterprises;
 - iii. Training on the electricity savings topics that are suitable for the operation of PCs, focusing on

topics such as: Demand Side Management (DSM), Demand response (DR), Organization of community communication campaigns on saving electricity, etc.

- Support to enhance the capacity on ESCO project management for provincial power companies and some IDCs and Centers in the South and Ho Chi Minh.
- Support digitalization in energy auditing and energy management.
- Support and cooperate to deploy the German well-known initiative "Energy Efficiency Network" in Vietnam, initially pilots in Ha Noi or Ho Chi Minh City.
- Select some provincial-level public institutions/enterprises of Vietnam and Germany, to connect, cooperate, and share experience in implementing specific energy efficiency projects.
- Cooperate to develop a pilot model on energy efficiency in industrial production in Vietnam (using modern technology applied in Germany) to assist training activities to improve capacity for Energy Auditor and Energy Manager.
- Support local public institutions to equip specialized equipment and measuring instruments for energy efficiency consulting activities with preferential capital sources.
- Increase the proportion of the VNEEP3 program's allocation of resources to localities to support and promote local energy efficiency activities.

4.2. Recommendations for capacity development activities for provincial-level public institutions/enterprises with duties and functions in energy efficiency

Capacity development activities for provincial-level public institutions/enterprises are necessary and important to enable these institutions to be equipped with the necessary knowledge and skills to successfully complete their assigned tasks in energy efficiency activities.

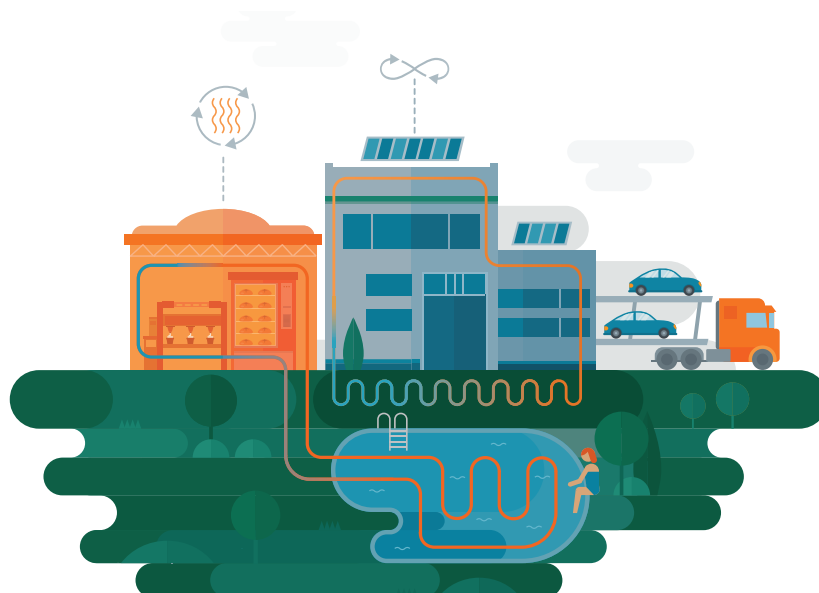
However, due to the great need to improve capacity, it is necessary to select priority targets to allocate appropriate deployment resources. On the basis of recommendations of relevant institutions, representatives and consultation from DEESD experts, the Consultant proposes the following recommendations:

- In terms of regulations, priority is given to amending or supplementing legal provisions related to training activities to improve professional capacity for energy audit and energy management forces at local energy users; creating a legal corridor for ESCO activities and investment incentives in the field of energy efficiency.
- Allocate resources appropriately, prioritize the use of funds from international organizations and the State budget within the framework of VNEEP3 to support capacity development activities for provincial-level public institutions/enterprises.
- Select the contents mentioned in Section 4.1 of this report to organize the implementation of training activities based on the actual needs of each locality, pay attention in prioritizing the content for capacity development in combination with well-know German initiative “Energy Efficiency Network” to promote resources and create opportunities for public institutions/enterprises to support each other in the process of implementing local activities.

With the above proposal and recommendations, the Consultant believes that this Report can be a practical basis for the Energy Efficiency Committee - the Ministry of Industry and Trade to make specific adjustments when developing tasks related to training activities to improve professional capacity for focal agencies on energy efficiency, from central to local levels, with the aim of developing human resources in the field of energy efficiency in a sustainable manner, meeting the demand of VNEEP3.

References:

- *Decision No. 279/QĐ-TTg dated March 8, 2018 of the Prime Minister approval of the National Program for Demand Side Management period 2018 - 2020, with a vision to 2030.*
- *Decision No. 280/QĐ-TTg dated March 13, 2019 of the Prime Minister approving on the National Energy Efficiency Program for the period of 2019-2030*
- *Decree No. 189/2007/ND-CP dated December 27, 2007 of the Government defining the functions, tasks, powers and organizational structure of the Ministry of Industry and Trade;*
- *Decree No. 26/2018/ND-CP dated February 28, 2018 on the Charter, organization and operation of Vietnam Electricity;*
- *Joint Circular No. 16/2011/TTLT-BCT-BNV, dated April 5, 2011 Guiding the functions, tasks, powers, organizational structure and staffing of the Center of Industry Promotion and Consultancy for Public Development under the Department of Industry and Trade.*
- *Joint Circular No. 29/2014/TTLT-BKHCH-BNV, dated October 15, 2014 Guiding the functions, powers and organizational structure of specialized agencies on science and technology under provincial and district-level People's Committee.*



APPENDIX 1

SUMMARY REPORT OF THE CONSULTATION WORKSHOP ON CAPACITY DEVELOPMENT FOR PUBLIC INSTITUTIONS IN VIETNAM

(Hanoi, February 25, 2022)

1. General information

Organizer: Vietnam Ministry of Industry and Trade (MOIT) and Federal Ministry for Economic Affairs and Climate Action (BMWK).

Workshop format: online

Total number of delegates attending: 46 delegates include:

- Representative of the Ministry of Industry and Trade: Mr. Trinh Quoc Vu - Deputy Director of Energy Efficiency and Sustainable Development - Ministry of Industry and Trade
- Representative of VECEA: Mr. Nguyen Dinh Hiep – Vice President and General Secretary
- Representative of GIZ: Mr. Markus Bissel - Head of Energy Efficiency component - Renewable Energy and Energy Efficiency (4E) Project
- Representative from the Federal Ministry for Economic Affairs and Climate Action (BMWK): Dr Nicole Glanemann - Deputy Head of Division for Bilateral Energy Cooperation
- Representative of Energy and Environmental Technology Association (NEU): Mr Micheal Geissler - Executive Director
- Representative from Leipzig Utilities Company: Dr. Olga Naumov – Senior Manager
- Representative of Leipzig City's Center of Energy and Environmental Technology: Mr. Mirko Dietrich – Chief of Office/NEU
- Representative of ZVEI electrical equipment business association: Mr. Christopher N. Müller – Senior Manager of Energy & Climate Policy/ZVEI

2. Content

- Overview on Vietnamese public institutions in energy efficiency - Mr. Nguyen Dinh Hiep - Vice President,

General Secretary of Vietnam Energy Conservation and Energy Efficiency Association (VECEA)

- Survey results – Current capacity of provincial public institutions and recommendations for next steps
Mr. Duong Chi Cong – Representative of Vietnam Technology Solutions Joint Stock Company
- Energy Services Successful Business Models the German Experience - Mr. Michael Geißler - Executive Director/BEA
- Introduction about organizational structure and activities in the field of Energy Efficiency - Ms. Olga Naumov – Senior Manager – Leipzig Energy & Environmental Technology Center
- Introduction to Netzwerk Energie & Umwelt - Mr. Mirko Dietrich – Chief of Office/NEU - Leipzig Energy & Environmental Technology Center
- Introduction to organizational structure and activities in the field of Energy Efficiency- Mr. Christopher N. Müller – Senior Manager Energy & Climate Policy - ZVEI Electrical Equipment Business Association

3. Summary of discussion

Mr. Nguyen Dinh Hiep moderate the discussion, the ideas discussed and shared include:

Vietnamese side:

The comments of Vietnam (05 comments, 4 messages) focused on the main topics:

- Capability development training: in addition to energy auditing and energy management, there are many other topics on capability development for ESCO, introduction of energy efficiency technology and equipment, systems integration, system automation to improve energy efficiency in industrial facilities, buildings, etc.
- German experience in energy efficiency network development, cooperation and implementation plans in Vietnam's localities;

- Experience in promoting and transferring EE technology and support from the Federal Republic of Germany;
- Experience in deploying to develop ESCO model in Germany;
- What is the form of cooperation between German partners and Vietnamese organizations and businesses, does the German side support investment in equipment?
- Does the scope of cooperation under the project include the field of renewable energy?
- Does cooperation among stakeholders include equipment support to implement energy efficiency activities in localities?
- Support and cooperation to deploy the pilot Energy Efficiency Network in Hanoi or Ho Chi Minh City.
- Select suitable partners from Vietnam (Hanoi City, Ho Chi Minh City, Power Corporations under EVN) and Germany to connect, cooperate, share experience in implementing specific energy efficiency projects.
- Cooperation in building a project/pilot model on energy efficiency applying modern German technology equipment and management model in Vietnam to capacity development activities for energy auditors and energy managers.

German side (BMWK):

In addition to 05 comments presented with relevant contents such as organizational structure and functions of BEA, NEU, ZVEI; EE activities, EE network, EE technology and equipment, etc. in Germany, representatives from BEA, NEU, ZVEI exchanged, discussed, and explained all issues and questions of the representatives of Vietnamese institutions/enterprises.

4. Summary of suggestions after the workshop

Based on the speeches of the BEA, NEU, ZVEI and VECEA, the comments of the participants, the comments of Mr. Trinh Quoc Vu (MOIT) and the conclusion of the consultation workshop of Mr. Markus Bissel (GIZ), it can be seen that the need for capability development training and experience sharing cooperation in energy efficiency for public institutions and enterprises in Vietnam is currently necessary, with diverse cooperation contents, different objects and fields; VECEA summarizes the suggestions as follows;

- Regarding the capability development training: based on the specific needs of Vietnamese public institution/enterprises to determine training content and divide into two levels: 1) Basic training on energy audit, energy management system in industry and buildings, Introduction of technology - energy savings equipment, public communications on energy efficiency; 2) Advanced training with topics on energy efficiency development and management project, system integration, optimization of mechanical - electrical - thermal systems, digitalization to enhance energy efficiency in enterprises, etc.
- Support capacity development in the management of ESCO projects for public institutions (power companies under EVN) and some IDCs in the Southern region and Ho Chi Minh

List of Delegates attended the Online Consultation Seminar

(February 25, 2022):

No.	Full name	Title/Unit	Address
1	Mr. Trinh Quoc Vu	Deputy Director of Department of Energy Efficiency and Sustainable Development (DEESD), Ministry of Industry and Trade	54 Hai Ba Trung, Hoan Kiem, Hanoi Tel: 0913 534 464
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17	Mr. Ngo Tran Dien Hai	Representative from Ba Ria - Vung Tau Promotion and Industrial Development Consultancy center	No. 8 Tran Hung Dao, Ward 1, Vung Tau City Tel: 0847 644 717
18	Mr. Truong Van Cuong	Representative from Quang Tri Promotion and Industrial Development Consultancy center	Nam Dong Ha Urban Area, Dong Luong Ward, Dong Ha City, Quang Tri Tel: 0982 685 009
19	Mr. Vuong Quang Sang	Representative from Soc Trang Promotion and Industrial Development Consultancy center	4th floor, No. 14, Chau Van Tiep, Ward 2, Soc Trang city, Soc Trang Tel: 0949 560 969
20	Mr. Nguyen Van Tung	Representative from Nam Dinh Promotion and Trade Promotion Center	No. 31 Vi Xuyen, Nam Dinh city, Nam Dinh province Tel: 0912 135 605
21	Mr. Nguyen Manh Thang	Representative from Lao Cai Promotion and Trade Promotion Center	Kim Thanh Commercial Area, Duyen Hai Ward, Lao Cai City, Lao Cai Tel: 0903 223 598
22	Mr. Nguyen Truong Hoan	Representative from Quang Tri Promotion and Industrial Development Consultancy center	Nam Dong Ha Urban Area, Dong Luong Ward, Dong Ha City, Quang Tri Tel: 0982 685 009
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