

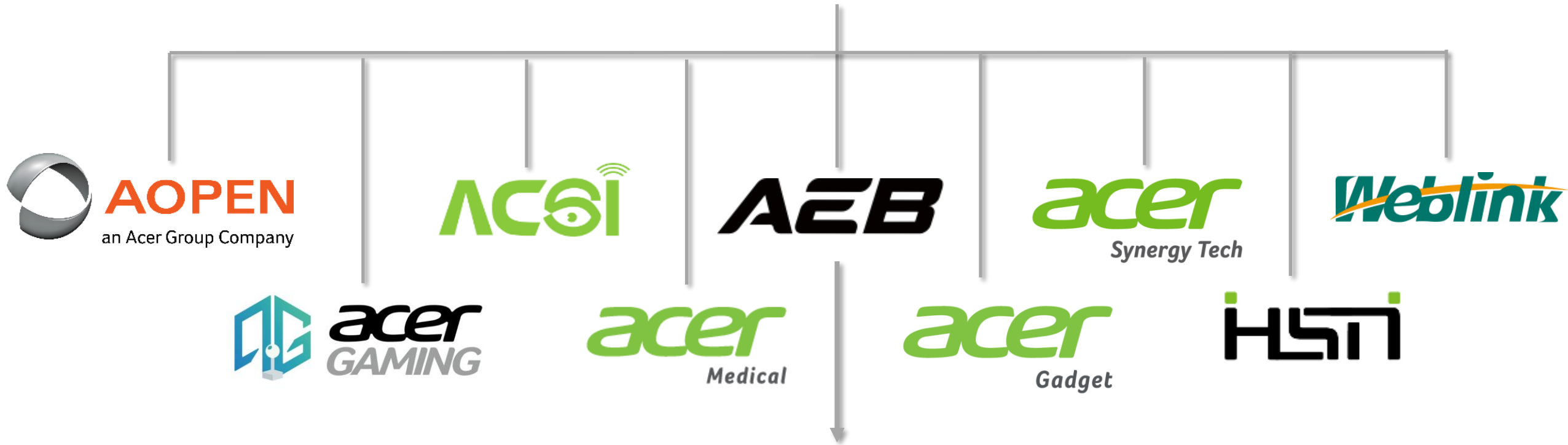
**AEB** 宏碁資訊

**6811 AEB**

**Acer e-Enabling  
Service Business Inc.**



# Acer Subsidiary-Listed Companies



Acer e-Enabling Service Business Inc.  
IT service/ B2B Focus

**Position: Digital Enterprise Enabler**

**Mission: Align global best practice solutions,**

**Achieve Enterprise digital transformation.**

# Teams and Management

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**310<sup>+</sup>** professionals

**60 +**

**Client Success  
Managers**

**30 +**

**Business and IT  
Consultants**

**180 +**

**Platform and Tech.  
Architect/ Developers**

## Jason Chen Chairman

**Biz Strategy/ Co. Governance**  
University of Missouri MBA  
TSMC, Senior Vice President  
Intel, Corporate Vice President

## Sandy Chou President

**Client Success/ Biz Growth**  
NTU EMBA  
Acer, Biz Software BU, GM  
Acer, Key Account, Director

## Tayu Cheng CSO

**Value-Added/ PM Service**  
Univ. of Massachusetts, Master  
of IE  
Acer Mega-Micro Key Tech.  
Director  
III project manager

## Kevin Cheng CFO

**Biz Model/ Financial MGT.**  
UC Riverside MBA  
Acer Global Fin., Chief Tax Officer  
Taiwan Lottery, CFO

# AEB – Core Competences

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- Missioned to Align global best practice solutions and Achieve corporate digital transformation, the team in AEB is built around C3A+P competences:
  - Cloud\_Service: Private Cloud/ Public Cloud/ Hybrid Cloud/ Cloud Managed Service
  - AIoT: Smart Retail/ AI Ward/ Smart Inspection/ AI Factory
  - Application: Mobile/ Web/ Commercial/ e-Commerce/ Value-added system integration/ Turnkey develop & deploy
  - Appliance: Network and Edge Computing/Edge devices
  - PaaS: iCMP Platform/eBook Platform/ ePayment Platform/ Ticketing Platform

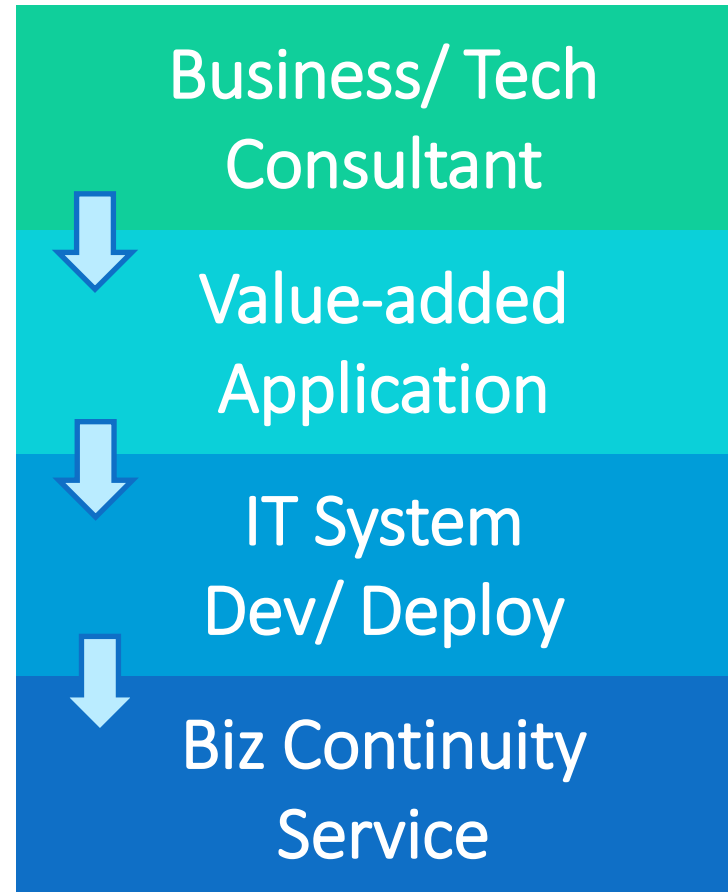
# AEB – Key Accounts Focus

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200<sup>+</sup> partners

## • Key Offerings

2000<sup>+</sup> clients



- High-tech
- Gov./ SOE
- Financial
- Tradition/SME
- Manufacture
- Medical
- Healthcare

# AEB – Platform as a Service Provider

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## AEB PaaS Portfolio



iCMP-MSP service



eBook Platform



ePayment



eTicketing Platform

Innovation

Business Model

R&D

Integr  
ation

Comm  
ercial

## Go Big Strategy

New PaaS

New Field/Market

# Recognitions/ Awards

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## Cloud



Taiwan Microsoft  
Best of Cloud Management  
Service Provider



Taiwan Microsoft  
Best of Cloud Service  
Provider



Microsoft  
Partner of the Year  
Awards



Taiwan Microsoft  
Best of DX Service Provider

## Top Vendor



Autodesk



Adobe



Commvault



Forescout



HPE



Quest



Trend Micro



Veeam

## ESG



Fubon  
Sustainable Supplier



Taiwan Mobile  
Sustainable Supplier



FarEast  
Sustainable Supplier



AEB Won The 2023 Elite Vendor Award  
by Taiwan CIO IT Magazine Survey Report



# Recognitions/ Awards

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## #1 Vendor MSP & LSP & CSP & ASP



台灣微軟解決方案合作夥伴  
Azure - 資料與 AI  
Azure - 數位和應用程式創新  
Azure - 基礎結構  
現代工作  
安全性



台灣微軟進階專長合作夥伴  
身分識別與存取管理  
資訊保護與管理  
威脅防護  
雲端安全性



台灣微軟Azure 專家/受管理的服務提供者  
Azure Expert Managed Service Provider  
Program (MSP)



台灣微軟授權解決方案合作夥伴  
License Solution Partner (LSP)  
Cloud Solution Provider (CSP)  
Surface PC Authorized Reseller  
Surface Hub Authorized Reseller

## 500+ Cert. 180 Engineers



| VMware Enterprise Partner



| Veeam Partner



| Autodesk 授權經銷商



IT Security



PMP



Dep.  
Management



ISO

## 3 Consecutive Years Global ICT Award

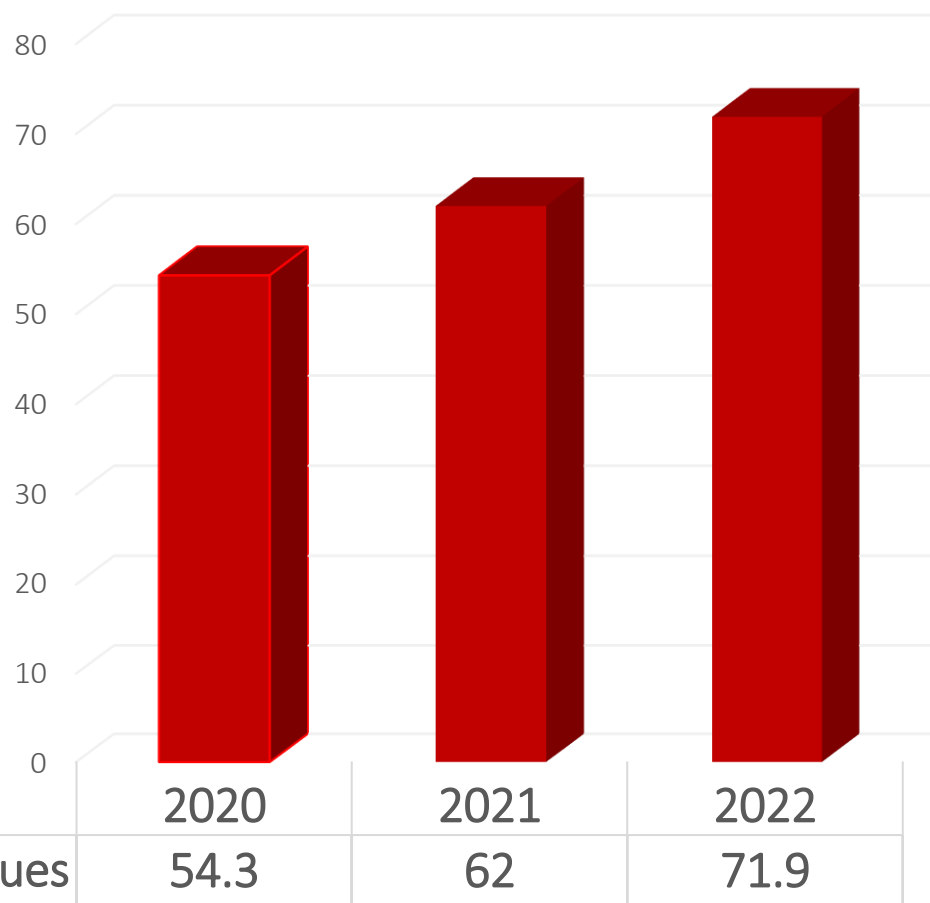
- 2021 & 2022 WITSA  
Public/Private Partnership Award
- 2020 WITSA  
Covid-19 Best Industry Solution



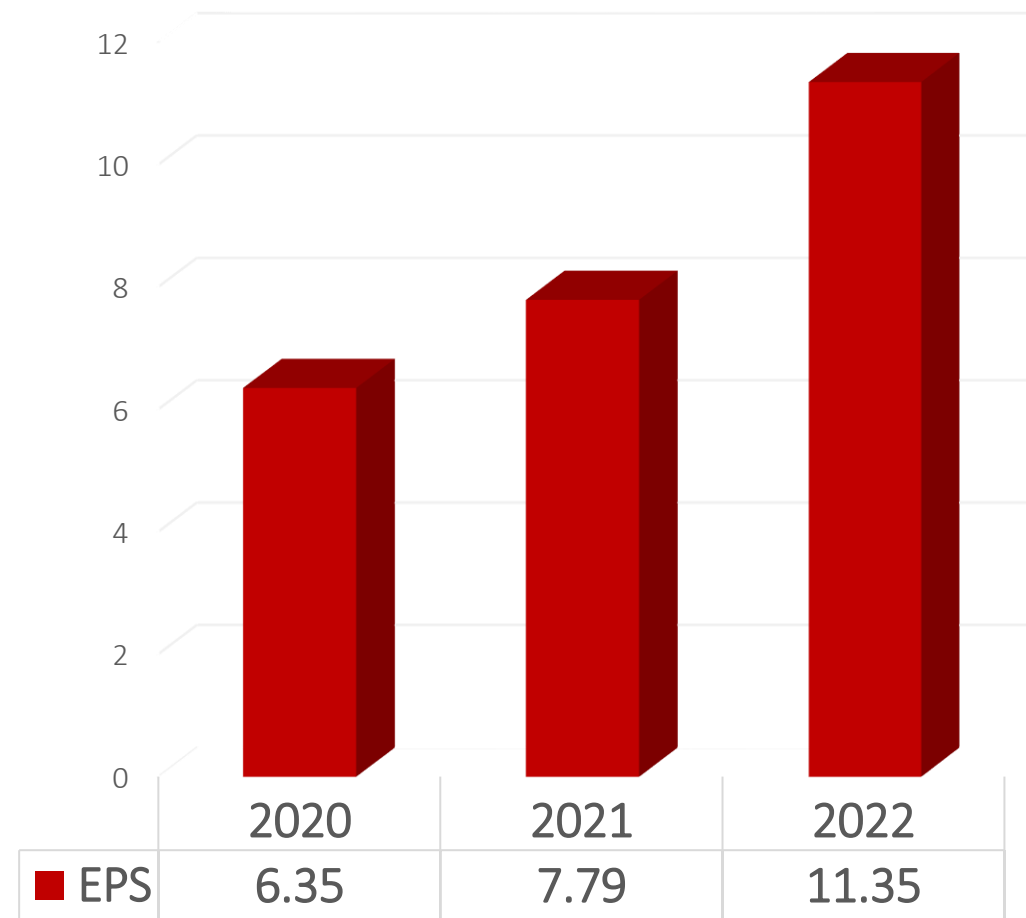
# Financial- Revenues/EPS

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REVENUES (100 M NT)

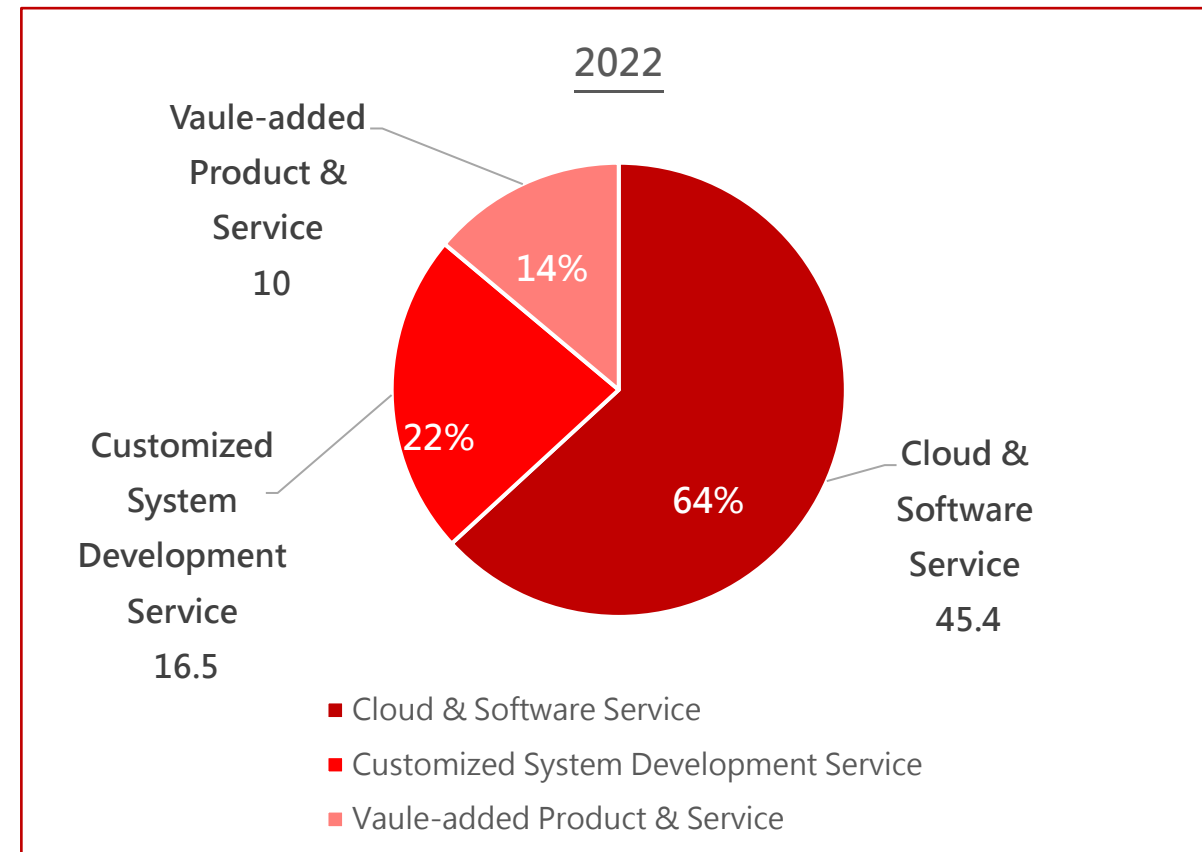
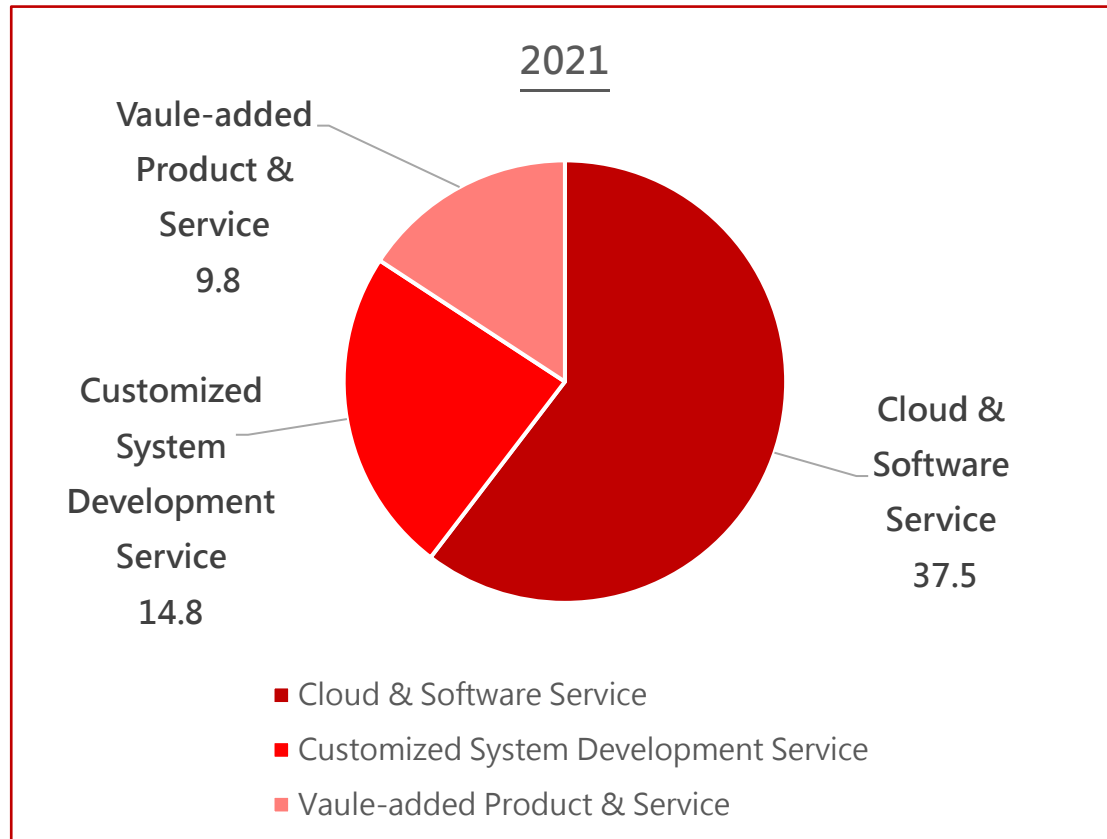


EPS(NT)



# Financial- Revenue by Product lines

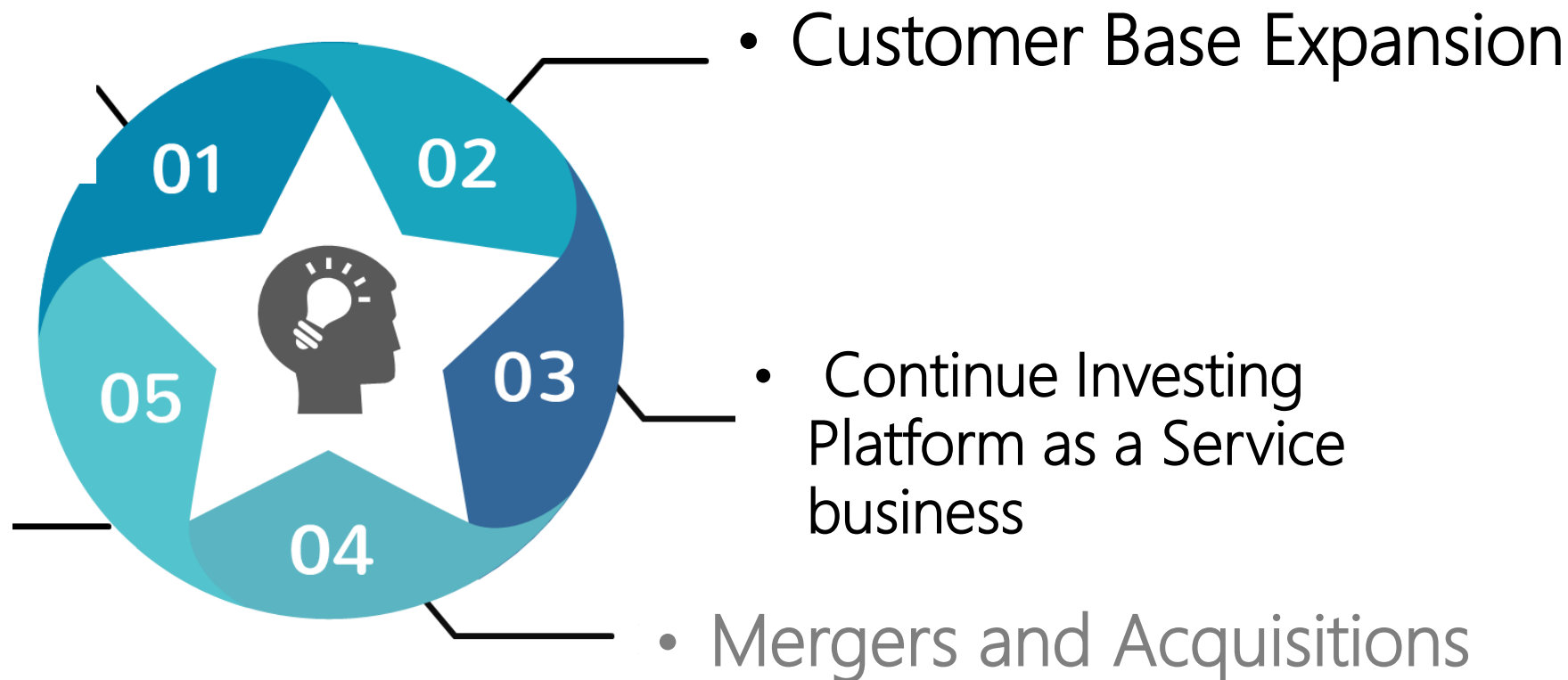
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# Next Step

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- Increase Product Portfolio
- Rollout Overseas Markets



## Continued Focus on Cloud Strategy



## Investing in IT Security Solutions



## International Market Development



# Summary

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**AEB**

an Acer Group Company

**Digital Enterprise Enabler.**  
**Achieve Enterprise digital transformation**

**AI 2.0**

Focusing in Intelligent  
Solutions

**Data Governance**  
The Last Mile in  
IT Security



*The Best  
is Yet to Come !*