

**AEB** 宏碁資訊

# AEB 6811

Acer e\_Enabling Service  
Business Inc.

Sandy Chow  
Oct. 17, 2023



# Basic Information



## Digital Enterprise Enabler

<b>Name</b>	ACER E-ENABLING SERVICE BUSINESS INC.
<b>Sites</b>	Taipei ( Daan/Xiji ) , Taichung, Kaohsiung, Shanghai (China)
<b>Established</b>	Feb. 22, 2012
<b>Capital</b>	12.95 Million USD
<b>Revenue</b>	225 Million USD, 2022
<b>Management</b>	Chairman: Jason Chen President: Sandy Chow, CFO: Kevin Cheng
<b>Manpower</b>	Approx. 320

# Milestone

## ■ Mega-Micro:

Acer EBBG established



■ Acquired Acer TWP.

■ Build SI team



■ AEB established on the solid base of Acer EBBG.

■ Go Cloud



■ #1 Microsoft MSP+CSP+LSP



■ Digital Enterprise Enabler/ IPO



**Trustworthy Brand**

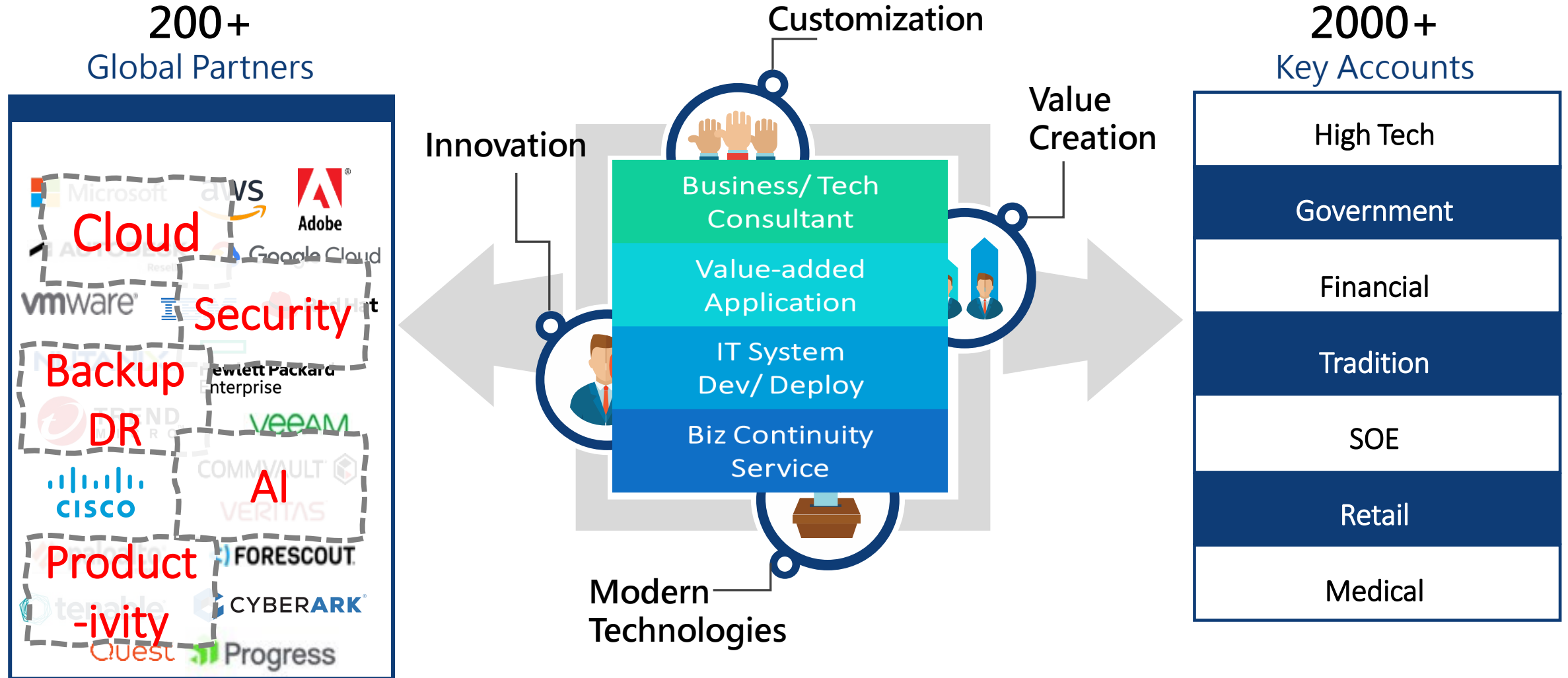
- CIO Taiwan 2023 Elite Vendor

**Vendor Award**

- Microsoft POTY 2023
- Veeam Value-Added Platinum Reseller
- Adobe 2023 Top Distributor



# Business Model



# R&D Competence/ Achievement

## #1 Taiwan Microsoft Certified

- Microsoft Solutions Partner in 6 designations\*
- Microsoft Azure Expert Managed Provider (MSP)
- Microsoft License Solution Partner (LSP) & Cloud Service Provider (CSP)

\* Data & AI (Azure), Digital & App Innovation (Azure), Infrastructure (Azure), Modern Work, Security, Business Applications

 <p>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 商務應用程式</p>	 <p>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</p>	 <p>台灣微軟 Azure 專家/受管理的服務提供者 Azure Expert Managed Service Provider Program (MSP)</p>	 <p>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</p>
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## 500+ Cert. 180 Engineers

			
			
			
VMware Enterprise Partner	Veeam Partner	Autodesk 授權經銷商	

			
IT Security	PMP	Dep. Management	ISO

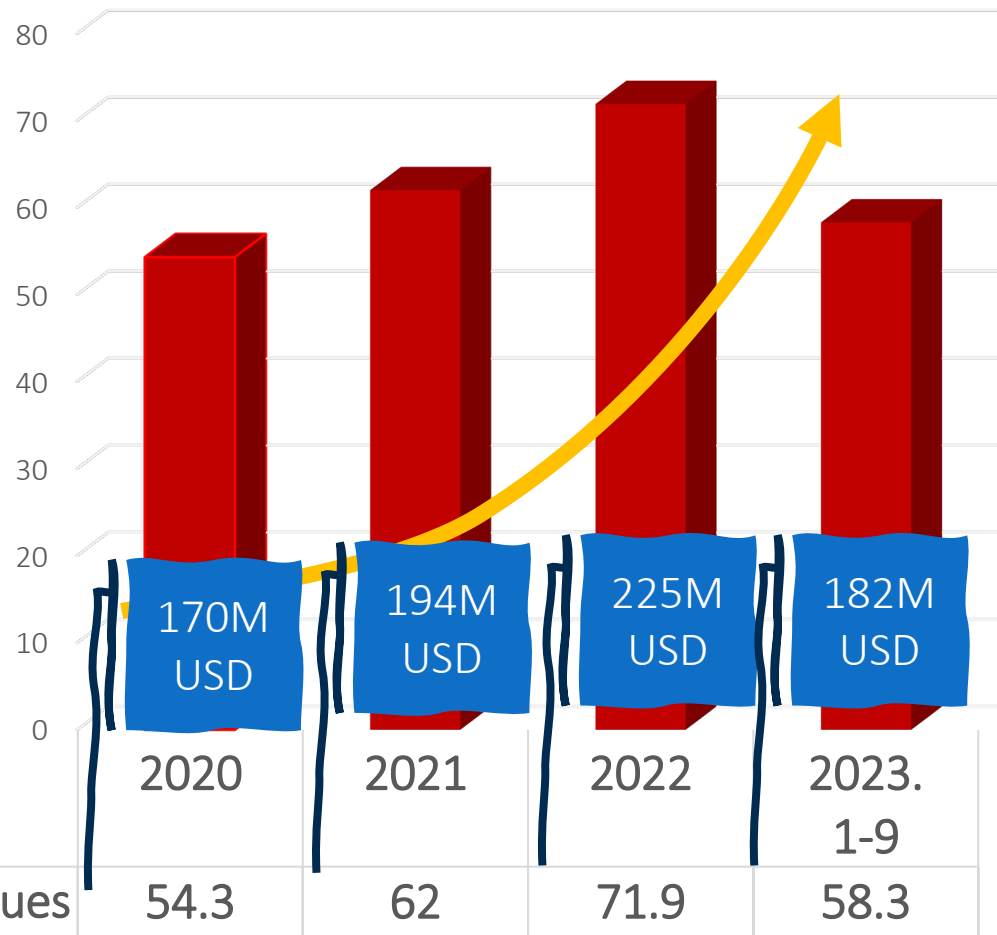
## 3 Consecutive Years Global ICT Award

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

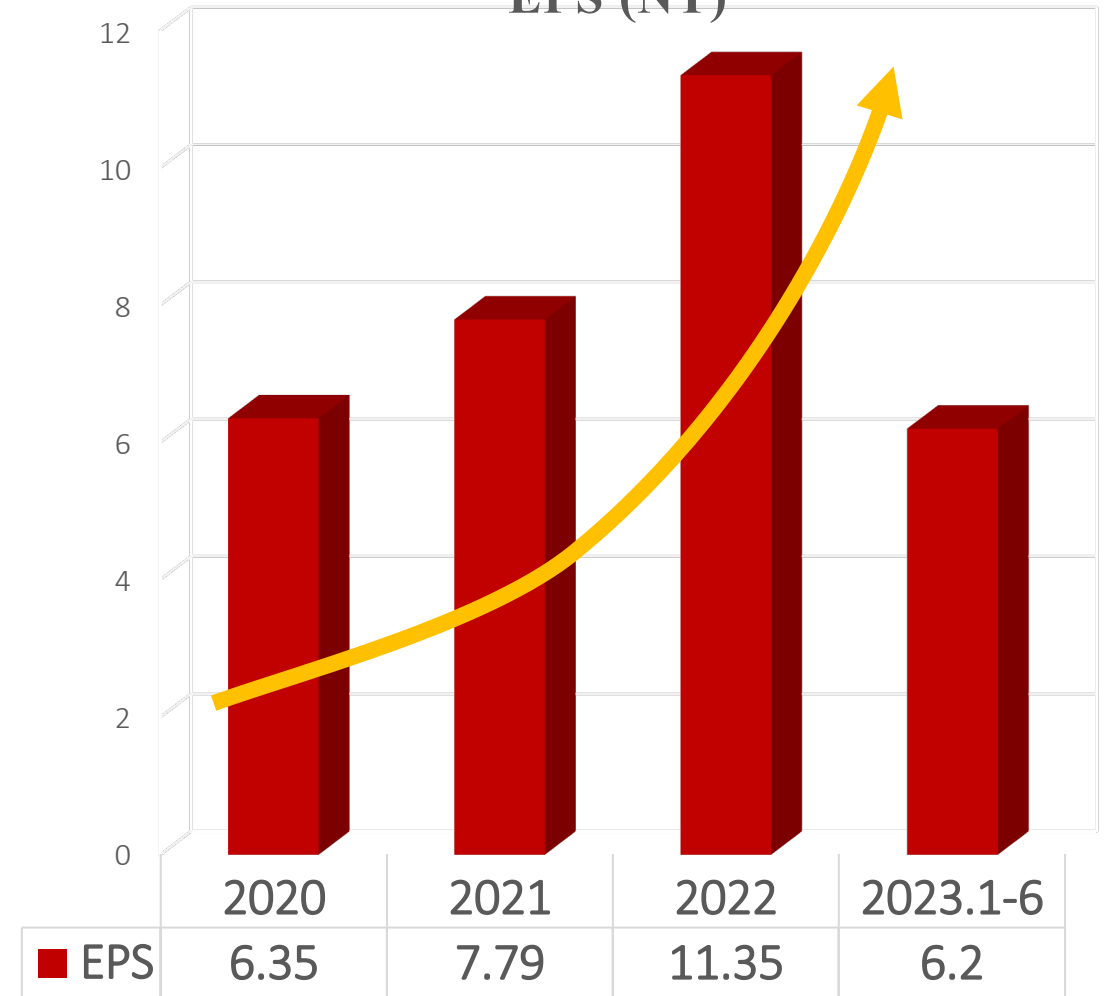


# Financial- Revenues/EPS

## REVENUES (100 M NT)



## EPS (NT)



# Business Strategy

Grow with Cloud

Grow with Partners

Grow with Clients

## Cloud Service

- MSP/ Security
- Multi/Hybrid Cloud
- Sustainability Cloud



## Data/ AI

- Azure Open AI
- Data Governance/ Platform
- Digital Asset Protection
- Vertical Application



## Go Regional

- China market
- SEA
- India





# Q & A