



# Supporting informal entrepreneurs in Vietnam

Discover Nguyen Huu Tri and Chau Van Hieu stories: formalizing entrepreneurial activities in the energy field.

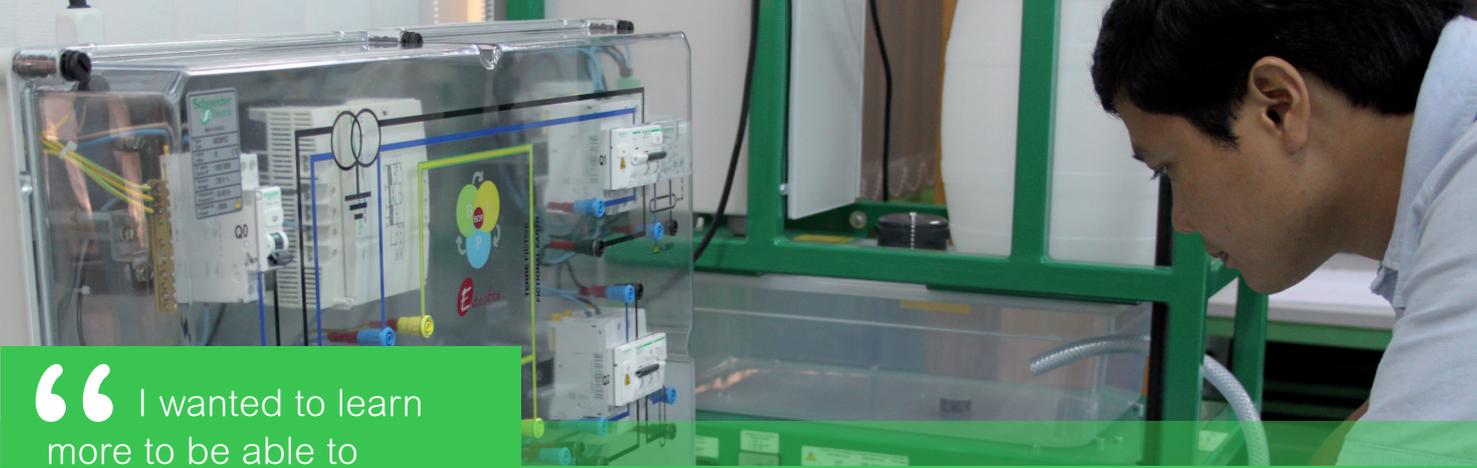
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Schneider Electric Access to Energy Training & Entrepreneurship program

[schneider-electric.com/accesstoenergy](https://schneider-electric.com/accesstoenergy)

Life Is On

**Schneider**  
Electric



“ I wanted to learn more to be able to operate more safely. ”



## Châu Văn Hiếu

35 years old, electrician supported to formalize his activity within Energies Sans Frontières (ESF) incubator in Vietnam.

### What was your background before entering the entrepreneurship program?

Before entering the incubator, I was already working on construction installation, electricity installation and plumbing system.

### Why did you decide to become entrepreneur and to follow this program?

I decided to integrate the ESF incubator after I followed the ESF training program in electrical installation to continue to improve my skills. I wanted to learn more, notably regarding grounding protection, to be able to operate more safely. In addition to this, I wanted to be able to master technologies such as solar systems or impulse relays for controlling lamps at many positions. Finally, my wish is also to increase my income for ensuring living standards to my family.

### What has this program brought to you?

The technical tips, which were delivered to me, were the strong point of this program and have helped me in my activities. I appreciated the focus on the protection of both the customers and the electricians, I think it is very helpful.

### How do you envision your entrepreneurial activity?

For now, I combine my activities in construction and electricity with other jobs, such as Feng-Shui design in domestic houses and the installation of security cameras. In the future, I would like to focus mostly on my activity in construction and electrical system installation.

### What are your objectives for the coming years?

I plan to set-up an action plan and a business plan to create my company. I would like to develop my activities to advice and support customers in their choice of electricity solutions according to their budget in Ho Chi Minh. In the long run, I would also like to follow university courses to get a degree and keep on developing myself.

“ I plan to set-up an action plan and a business plan to create my company. ”



## Nguyen Huu Tri

44 years old, electrician supported to formalize his activity within Energies Sans Frontières (ESF) incubator in Vietnam.

### What was your background before entering the entrepreneurship program?

Before entering the incubator, I already had an enterprise as electrician.

### Why did you decide to become entrepreneur and to follow this program?

I decided to integrate the ESF incubator because I want to evolve to become a subcontractor for firms operating in the electricity field. I needed help to enhance my technical skills, develop my managerial skills and get the concrete tools to open my own shop selling electrical hardware devices.

### What has this program brought to you?

The technical support which was provided to us was great. I learned how to operate to have safer and better installed systems and how to design schematic diagrams. I also learnt how to do business and interact with customers, in situation where they need advices.

### How do you envision your entrepreneurial activity?

For now, I combine my activities in civil electrical installation with other jobs, such as painting, making rooftop plaster ceiling, installing safety cameras or plumbing systems. In the future, I would like to focus only in the opening and development of my shop.

“ I learnt how to do business and interact with customers. ”

### What are your objectives for the coming years?

As I said, I wish to open my own shop, selling, installing, maintaining electrical hardware devices.

“ I needed to enhance my technical skills and get the concrete tools to open my own shop. ”