



Cooperative Education Report

Sales & Marketing at Energita Technologies Company Limited.

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**This Report is Submitted in Partial Fulfillment of the
Requirements for Cooperative Education
Bachelor of Business Administration-International College
Academic Semester 1/2022
Siam University**

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We have approved this cooperative report as a partial fulfillment of the cooperative education program semester 1/2022.

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Acknowledgement

I want to express my appreciation to Siam University for offering me the opportunity to learn about so many different firms with distinct working cultures. The entire experience gave me a chance to broaden my knowledge in a theoretical context and gave me a window into the world of practice.

First and foremost, I would like to express my gratitude to my co-op adviser, Dr. Duminda Jayaranjan, for his continual advice, encouragement, and support throughout the internship as well as for assisting me in the completion of this report. His wise counsel and suggestions have proven to be quite beneficial. I'd also like to thank my managing director, Mr. Anant Mahore, and my sales coordinator, Mr. Varavut Ekbundit, whom without I would not have been able to comprehend the various aspects of the company and its value to the nation. I also want to thank them for always serving as a mentor and supervisor during my time there.

Second, I would like to express my sincere gratitude to all the employees Energita Technologies Company Limited personnel for their cooperation and sharing the expertise necessary for the department's smooth operation. I also want to thank them for their assistance and for allowing me to work on my own in the different parts.

Finally, I'd like to take this chance to express my gratitude to everyone who has assisted me throughout my internship in learning, knowing an organization more thoroughly, and gathering knowledge. This report would not exist without their assistance.

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Project Title : Sales & Marketing at Energita Technologies Company Limited
Credits : 5
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Academic Advisor : Dr. Eng. Duminda Jayaranjan (D. Eng.)
Degree : Bachelor of Business Administration (International)
Major : International Business Management
Faculty : International College, BBA
Semester/Academic year: 1/2022

Abstract

The aim of this report is to explore the company business of Energita Technologies Company Limited which is related to the energy and environment. This company is about selling and providing services and sustainable solutions. This report describes overall about Energy & Environment that can provide turnkey solutions to the industries such as engineering procurement & construction. Then it describes overall about the activities that are performed as an intern. This report mainly focused on digital tools as it is a part of mini research. This report shows the experiences, challenges and that I have learned during the internship period.

During the internship, it was found that problems were faced talking with customers, maintaining excel sheets, and exhibition events. Then it describes the suggestions for Energita Technologies Company Limited needs digital tools such as Facebook, Instagram, Linked In, and YouTube. These are the digital tools and some key features for online marketing.

Keywords: Energy and Environment, Turnkey Solutions, Digital Tools, Internship, Energita Technologies Company Limited.

Table of Contents

| | |
|--|----|
| Abstract | 4 |
| Chapter 1: Introduction | 8 |
| 1.1 Company Profile | 8 |
| 1.1.1 Thermax Ltd | 11 |
| 1.1.2 Bry Air Asia Limited | 14 |
| 1.1.3 Eco Axis | 14 |
| 1.1.4 Location | 15 |
| Chapter 2: Internship Activities | 23 |
| 2.1 Job Description | 23 |
| 2.2 Job Responsibility | 24 |
| 2.3 Mini Process Diagram for each job responsibility | 40 |
| 2.4 Contribution as an intern | 54 |
| Chapter 3: Learning Process | 57 |
| 3.1 Indicate the problem faced or noticed | 56 |
| 3.2 Mini Research Topic | 56 |
| 3.3 Mini Research Includes | 56 |
| 3.3.1 Literature Review | 64 |
| 3.3.2 Methodology | 64 |
| 3.3.3 Result and Discussion | 64 |
| Chapter 4 Conclusion | 68 |
| 4.1 Conclusions | 68 |
| 4.2 Recommendations | 68 |
| References | 70 |
| Appendices | 72 |

List of Figures

| | |
|--|----|
| Fig 1: Company Logo (Energita Technologies Company Limited) | 8 |
| Fig 2: (Steam Engineering Product) | 11 |
| Fig 3: (High-Pressure Condensate Recovery System -HPCRS) | 12 |
| Fig 4: (Dry Rooms Patented Green Dry Purge-(GDP) Technology) | 13 |
| Fig 5: (Equipment of Dehumidifiers) | 13 |
| Fig 6: (Energita Company Location) | 14 |
| Fig 7: (Core Values) | 15 |
| Fig 8: Job Position in the Organization Structure | 16 |
| Fig 9: Call Record of Customers | 22 |
| Fig 10: Customers Data Base | 23 |
| Fig 11: Booth Option 1 | 24 |
| Fig 12: Booth Option 2 | 24 |
| Fig 13: Booth Option 3 | 25 |
| Fig 14: Booth Option 4 | 26 |
| Fig 15: USB Pen drive Option 1 | 27 |
| Fig 16: USB Pen drive Option 2 | 28 |
| Fig 17: USB Quotation of HI premium | 29 |
| Fig 18: USB Quotation of HI premium 2 | 30 |
| Fig 19: USB Quotation of HI premium 3 | 31 |
| Fig 20: USB Quotation of HI premium 4 | 32 |

| | |
|---|----|
| Fig 21: USB Quotation of HI premium 5 | 33 |
| Fig 22: USB Quotation of Tera Biz Co., Ltd | 34 |
| Fig 23: USB Quotation of Grand Premium | 35 |
| Fig 24: Queen Sirikit National Convention Center (QSNCC) | 37 |
| Fig 25: QSNCC Hall 1-2 | 37 |
| Fig 26: Boilex Booth | 38 |
| Fig 27: Booth Infra | 39 |
| Fig 28: Marketing Materials | 39 |
| Fig 29: Collecting Customers Detail | 40 |
| Fig 30: Explaining about the Product | 40 |
| Fig 31: Give Them Brochures and Catalogs | 41 |
| Fig 32: Fulfilled Requirement | 41 |
| Fig 33: Visitors | 42 |
| Fig 34: Front Table for giving the name card and some other gifts | 42 |
| Fig 35: Name Card for the customers | 43 |
| Fig 36: Impact Exhibition and Convention Center | 43 |
| Fig 37: Bry Air (Asia) Pvt. Ltd | 44 |
| Fig 38: Bry Air Customers Details | 45 |
| Fig 39: Process Flow Diagram Selling a product to Customers | 46 |
| Fig 40: Customers Data Base | 47 |
| Fig 41: Exhibition Event | 48 |

Chapter 1 Introduction

1.1 Company Profile



Fig 1: Company Logo

“Energita Technologies Company Limited actively works in the field of Energy & Environment and provides sustainable solutions by offering energy efficient and innovative product to industry. Energita Technologies is an Engineering, Procurement, and Construction Company specializing in offering Turnkey solutions to industries such as Boilers, Power Plants, Water & Wastewater Treatment, ESP, Bag filters, Energy Recovery, Heat recovery, Steam Accessories, etc.- We are focusing on energy efficient boilers, Heaters, Air Pollution Control Equipment like ESP, Bag Filters, Water & Wastewater treatment, etc. Through this show.”

- **Boilers:** The foremost boiler manufacturers in the country, providing steam generation solutions for process and power needs. On offer are a range of options covering the combustion of various solid, liquid and gaseous fuels, heat recovery from gas turbine/ engine exhaust, waste heat recovery, and fired heaters for various industrial processes and applications. It also offers renovation and modernization along with upgrades for old boilers and process furnaces.
- **Power plants:** Power plant is a factory that generates electricity from primary energy. Most power plants use one or more generators that convert mechanical energy into electrical energy in order to supply power to the electrical grid for society's electrical needs. The exception is solar power plants, which use photovoltaic cells (instead of a turbine) to generate this electricity.
- **Water Treatment & Wastewater Treatment:** Thermax is a leader in delivering water treatment plants for the diverse needs of industries. With 50 years of experience in designing, building, and managing the construction of water treatment projects, we create and implement

tailored or standardized industrial water treatment solutions. On the other hand Thermax offers customized as well as standardized wastewater treatment plants for industries, housing societies, and commercial complexes. These systems reduce lifetime costs and could reduce the plant's footprint by more than 60%.

- **Air Pollution Control Equipment:** Air Pollution Control (APC) business of Thermax is a focal point entity for enterprises concerned with the control of particulate and gaseous emissions. Having extensive engagement with diverse sectors and tie-ups with technology majors has empowered the group to deliver unmatched solutions to its clientele. The group offers multifold benefits to process-driven industries like cement, steel, aluminum, copper, etc., helping them recover products at various stages of plant processes and also comply with stipulated emission norms.

- **Absorption Chillers & Process cooling:** Thermax is one of the leaders in vapor absorption cooling and heating systems. Thermax chillers are extensively used worldwide for industrial refrigeration, air conditioning, process cooling, and heating. Our absorption cooling and heating business offer an extensive range of chillers that use waste heat from steam, hot water, thermic fluid, exhaust gasses, and other fuels. On the other hand, Process Cooling Solutions offers various wet and dry cooling solutions to remove heat from different process and manufacturing industries. The range of wet and dry cooling solutions uses air, water, or a combination of both as a medium of heat rejection. This keeps your process fluids at a designed temperature to increase the efficiency of production processes and the operation of equipment.

Process Equipment (Reactors, Pressure vessels, Heat Exchangers):

- i Reactors:** It creates steam to heat used to generate electricity. It is used through nuclear power plants for electricity generation and in nuclear marine propulsion. It contains fuel assemblies, and this reactor is used to boil water into steam.

- ii Pressure Vessels:** A container designed to hold material at high pressures. Pressure vessels, also called air pressure tanks or boilers, are mostly used for applications pertaining to the food and beverage, chemical, pharmaceutical, plastics, and oil and fuel industries. They can also be used for heating and cooling.

iii Heat Exchanger: A heat exchanger is a device that facilitates the process of heat exchange between two fluids that are at different temperatures. Heat exchangers are used to transferring heat from one medium to another. These media may be a gas, liquid, or a combination of both. The media may be separated by a solid wall to prevent mixing or may be in direct contact.

Desiccant Dehumidifiers, Gas Phase Filtration Systems, HT Heat recovery Wheels: Desiccant dehumidifiers work by using a large desiccant wheel to absorb moisture from the process air stream. As the process air is dried, the moisture content of the wheel rises. To remove this moisture the wheel is in constant rotation and a second air stream is heated and passed through the wheel.

Gas Phase Filtration Systems: Gas-phase filtration is the process of using specialized filter media and chemical substances to remove gaseous pollutants from the air. In most gas-phase filtration systems, a substance called a sorbent is used to literally absorb chemical substances and remove them from indoor air.

HT Heat recovery Wheels: It is a type of energy recovery heat exchanger positioned within the supply and exhaust air streams of air-handling units or rooftop units or in the exhaust gases of an industrial.

Fabrication, Piping, Installations & Technical services: Fabrication is the process of constructing products by combining typically standardized parts using one or more individual processes.

Piping: Process Piping is a unique technique used to convert chemicals, gases, and liquids into tangible and valuable products. In a nutshell, process piping incorporates any pipes excluded from a building's mechanical systems and instead channeled towards the production of a specified product.

LPG storage bullets & spheres, Fuel Storages: The fabrication of LPG storage bullets on the other hand, can be completed entirely off-site, in a controlled environment. Reputable tank manufacturers deliver all tanks pre-tested and certified LPG can be relatively quickly deployed to their point of use without the need for pipeline infrastructure but does require significant storage capacity at points across the supply chain to buffer demand fluctuations and accommodate intermodal transportation management.

The first spherical LPG pressure vessels or 'Horton spheres', as they are also known, were built by the Chicago Bridge & Iron Company (CBI) in 1923. With their unique, entirely rounded profile, Horton spheres allow for efficient, large-volume storage of compressed gases in a liquid stage.

With typical capacities ranging from 10,000 to 75,000 barrels (approximately 300,000 to over 2,000,000 gallons) one of the most significant benefits of using spherical storage tanks is the ability to hold very large liquid volumes within a proportionally small amount of space.

Industrial Automation & IIOT for industry 4.0 & 5.0 ready:

Industry 4.0 is revolutionizing the way companies manufacture, improve, and distribute their products. Manufacturers are integrating new technologies, including the Internet of Things (IoT), cloud computing and analytics, and AI and machine learning into their production facilities and throughout their operations.

Even higher value is created when data from production operations is combined with operational data from ERP, supply chain, customer service, and other enterprise systems to create whole new levels of visibility and insight from previously siloed information.

The concept of Industry 5.0 is mostly focused on the integration of humans working alongside robots and IoT devices in the automated industrial environments of the future. As opposed to Industry 4.0 which was mostly about leveraging robots and smart machines for maximum efficiency and high performance in manufacturing, Industry 5.0 is centered around the human impact and how the latest technologies, such as IoT and Big Data, can be leveraged to empower human work and capabilities.

Energita Technologies Company Limited carries expertise in the field of Energy & Environment & is an Authorized Channel partner for:

1.1.1 Thermax Ltd: Thermax manufactures boilers to harness the power of steam. The company started by producing small, once-through, "baby" boilers to cater to the steam requirements at hospitals. It was established in 1966, when A. S. Bhathena collaborated with a Belgian company, to commence business operations in Dadar, Mumbai, India as Wanson India

Ltd., manufacturing small boilers. On 15 February 1995, it became a public company on the Bombay Stock Exchange. It has, for long, been known simply as Thermax Limited.

In 2009, it signed a 51–49 joint venture with US firm SPX Corporation to provide equipment and services for the Indian power sector.

In 2010, it signed a joint venture agreement with US-based Babcock & Wilcox to manufacture super-critical boilers for the power sector.



Fig 2: Steam Engineering Product



Fig 3: High-Pressure Condensate Recovery System -HPCRS

1.1.2 Bry Air Asia Limited: Bry-Air has a wide range of products catering to your dehumidification and drying, gas phase filtration, plastic drying, conveying, blending & mold dehumidification, high-temperature waste heat recovery, and Energy Smart cooling using waste heat needs. Bry-Air solutions are backed by intensive research and come with over 55 years of experience in providing highly customized and innovative products for your air treatment needs.

1.1.3 Ecoaxis: EcoAxis' comprehensive portfolio of technology provides a one-stop shop for all of our customer's IIoT technology needs from data acquisition to data processing to data analytics and learning in a secure and scalable fashion without requiring any investment in IT skills and experience. It brings together expertise in conceptualizing your industry 4.0 solution, data acquisition, transmission, storage, processing tools and expertise, advanced analytics and machine learning tools, and skills with the ability to present processed information in a simple, user-friendly way for different stakeholders in your organization.



Fig 4: Dry Rooms Patented Green Dry Purge-(GDP) Technology



Fig 5: Equipment of Dehumidifiers

1.1.4 Location

Energita Company is located at 98, Warodom Place, 22 Suphaphong 1 Alley, Nong Bon, Prawet, Bangkok



Fig 6: Location of Energita Technologies Company Ltd

1.2 Energita Mission and Vision

1.2.1 Mission of the company

“To ensure customer delight by implementing sustainable solutions & prompt services in the field of energy & environment”

1.2.2 Vision of the company

“To be recognized as a prominent engineering & Sustainable Solutions and services provider company in the field of energy and environment, that fully engages our people, passionately embraces new ideas, seeks out transforming technologies and operates with unbending ethical standards”

1.2.3 Core Values



Fig 7: Core Values of the Company

Customers For Life: We want relationships with customers for life not only for temporary reasons but also because our company is new, so our responsibility is to satisfy them with our product and present them in detail what we are doing and what kind of product we have so these are the things that we are trying to do for the customers and also we provide services.

People Who Do: It means we have a team expert for each product someone expert in boiler who can explain everything about the boiler in detail and someone expert in absorption chiller so here they have a team for each product.

Need For Speed: Need for speed means we trying to reach customers faster sending the project on time so that customers will attract fast and increase more so the company will move further, and this company are in touch with them.

No Name Jerseys: We work as a team we give equal credit to everyone so that when he have any challenges inside the organization each and every person have to face them not only the individual person.

Win With Integrity: We always win against competitors with honesty, trustworthiness, and reliability because we believe that if they put more effort the result will be better.

1.3 Organization Structure

Energita Organization Structure is provided below in section 1.3.2 as the company start-up and organization structure is simple.

1.3.1 Job position as an Intern

The Job position as an intern is in the Sales and Marketing Department

1.3.2 Job position in the organizational structure

Energita Technologies Company Limited Bangkok

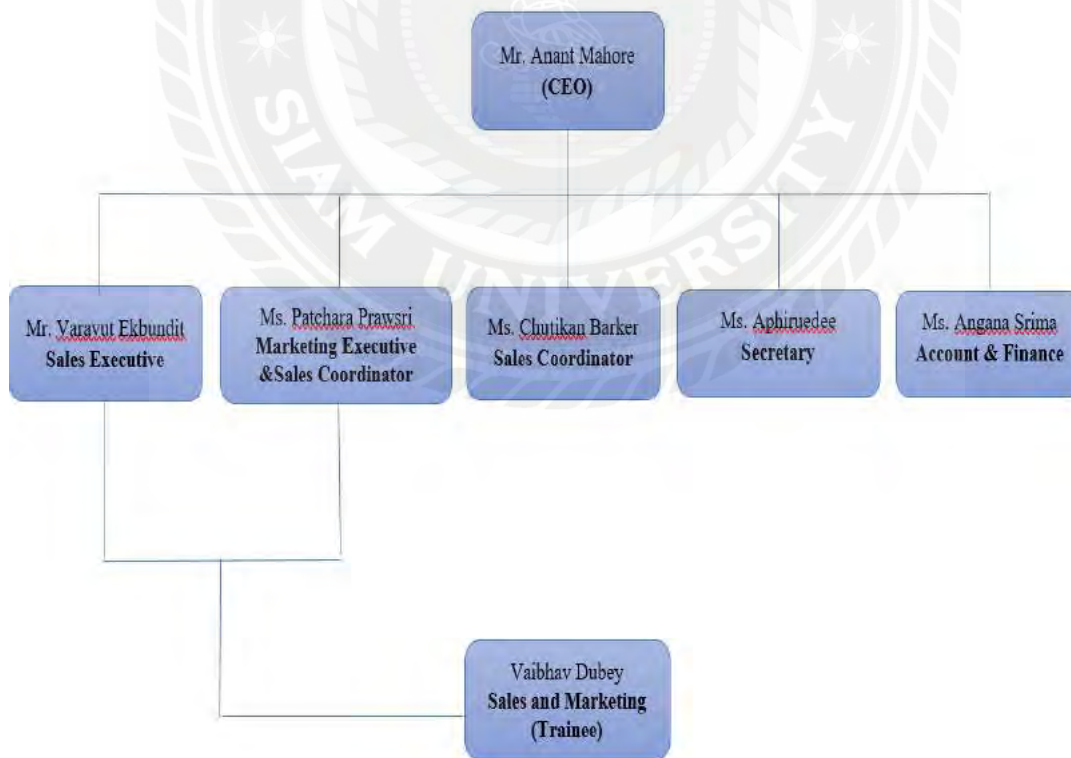


Fig 8: Job Position in the Organization Structure

1.3.3 Intention to choose the company

The intention to choose Energita Technology Company Limited because it's a multinational company and also it's a start-up company inside this company there is a lot of experience staff working so I get to know as an intern how sales work and what are the process I need to learn because my position is in sales and marketing and in this company 5 experience staffs are working so it will help me to gain more experience inside the experience environment for me I decided to choose this company to learn a new skill and gain more knowledge it's a great opportunity for me to know how the work environment is how to be disciplined and how can I express myself. So that I will be in touch with them. So, these are the things that I decided and choose this field for sales and marketing I hope I can improve much better when I see myself after a few months.

1.4 SWOT Analysis

| Strengths | Weaknesses |
|--|---|
| <ol style="list-style-type: none">1. Authorized Representator2. Global Brands3. Customer Reach4. Infrastructure | <ol style="list-style-type: none">1. New Entrepreneur in market2. Dependent on OEM3. Comparer by a new team4. Cost Management5. Imports |
| Opportunities | Threats |

| | |
|--|--|
| <ol style="list-style-type: none"> 1. Focus on Renewable Energy 2. Innovation & New Technical 3. SEA Market 4. Renovable & Replacement 5. Market Operator | <ol style="list-style-type: none"> 1. Existing Established Competitor 2. Political Situation 3. Rise in Energy/ Fuel Cost 4. Manpower Alternative 5. Currency Instability |
|--|--|

Strengths

1. **Authorized Representation:** Our Company is the authorized representative of Thermax, Bry air Asia, and Eco Axis. Specially Thermax is the authorized representative because we are in the market and whatever instructions we follow we just follow Thermax we have so many products always when we attach the Thermax logo for making more valuable in the market.
2. **Global Brands:** Our brand is not only in Thailand also it creates a global brand image in all over the world like Cambodia, Indonesia, China, the USA, the Philippines, and India for Example boilers, Absorption chillers, Power plants Water Treatment, and Waste Water Treatment. These are the turnkey solutions.
3. **Customers Reach:** We reach every existing customer in Bangkok. All customers have a great response they are satisfied with our products we fulfilled their requirement. In case we cannot reach them or their customers, they don't have much time they try to create zoom meetings so that each staff can communicate and listen to their point of view.
4. **Infrastructure:** we have a wonderful infrastructure for each product such as boilers water treatment & wastewater treatment

Weaknesses

- 1. New Entrepreneur in the market:** We are new in the market we created our product globally. There will be a lot of challenges it should be some risk because there are a lot of competitors in the market so how to increase customers is the biggest target for us people who use this or not we need to understand their requirements.
- 2. Depend on OEM:** The company is dependent on original equipment manufacturer suppliers it takes time to process and must wait for them to supply the materials.
- 3. Comparer by a new team:** The problem with this company is staffs are not permanent in this organization workers cannot be stable they work and few months they leave this company so they don't have any fixed team for this company.
- 4. Cost Management:** For this company, it's a little problem to manage the cost associated with running a business t including collecting, analyzing, and reporting cost information to more effectively budget, forecast, and monitor costs. Because Energita is new in the market.
- 5. Imports:** It means they bring the products into the country for sale that have been made elsewhere.

Opportunities

- 1. Focus on Renewable Energy:** - This company always focuses on renewable energy. Mostly all renewable energy sources are sustainable because this company is focused on energy and the environment like Boiler, Power Plant, Water Treatment & Wastewater Treatment, Air Pollution Control Equipment, Absorption Chillers & Process cooling Process Equipment (Reactors, Pressure vessels, Heat Exchangers)
- 2. Innovation & New Technical:** - Heating process, Cooling Process, Pollution control process, chemical provider, and steam engineering process.

3. **SEA Market:** - Our product is in the Southeast Asia market which includes Thailand, Cambodia, Indonesia, China, and the Philippines.

4. **Renovable & Replacement:** - Renovation is the act of replacing the product renovate in a proper way something to a better state, while a replacement is an act of completely getting rid of that thing and exchanging it for something else.

Threats

1. **Existing Established Competitors:** These are the old company that already exist in the market like Getabec Company, Arrow Energy, Boonyium , and Forbs Marchael these are the competitor of Energita technologies company limited because they already established but for this company is new in the market.

2. **Political Situation:** In this situation means there are many rules and regulations in the Thai government so that the outsider company cannot invest money in Thai Company.

3. **Rise in Energy/ Fuel Cost:** Energy prices are now expected to increase some percent on average in 2022 In this case, Fuel Bunker Oil, Diesel, Bio Diesel Natural Gas, LPG, and Biogas capacity ranges are 0.05 TPH to 35 TPH for industrial boilers and for the power boilers capacity up to 250 TPH these all are increasing accordingly

4. **Manpower Alternation:** Our workers are not stable they work and after a few months they leave the job.

5. **Currency Instability:** A small amount of inflation generally indicates good economic growth, however, too much of an increase can cause the economy to become unstable, leading to depreciation and decline in the value of a currency. The interest and inflation rates of a country have a huge influence on the country's economy.

1.5 Objectives of the Cooperative Studies

As a business student, my main purpose of choosing Energita technology company limited is to know how exactly sales and marketing work as a trainee they give me a better opportunity to express myself in this organization so that I can develop my future career in sales and marketing. The benefit of joining this company is to implement the knowledge gained in regard to sales and marketing through experiences I am the only person who entered as a trainee and experience ideas and skills can help me to make me strong so that I can look forward to any other task.



Chapter 2: Internship Activities

2.1 Job Description

I am working as an intern at Energita Technology Company Limited Bangkok. My position is in sales and marketing as a trainee. On the first day of the internship, in sales, they gave me the responsibility such as read the company profile and understand the product, then search the factory or company and then call them for an appointment (like customers detail name, phone no, email, company name) collect these and then put this information in the excel sheet.

for the exhibition event which was held on 14 September 15 September, and 16 September that which is a huge event is. He told me that I have to make it happen what we need for the event

My boss gave us this type of work for the exhibition.

1. Talk to Booth Maker
2. Marketing Material
3. Return Gifts for Guest
4. Inquiry Form
5. Beverages
6. List of Hosting Team
7. Dress Code
8. Booth Infra

In other work, I try to put every information in my diary and ask my staff for the script that what I have to talk to the customers for presenting the company profile, and for the suppliers what I have to ask (For example talk to booth maker, and Return gifts to the suppliers) Around 1 month before exhibition I did these things After exhibition means from next week my task was to put this information in the excel file and file name should be Customers Data Base this data will be for customers information and add another section for suppliers database because inside the booth there was two type of people that they visit in our booth Customers and Suppliers. After that, I must start searching on google for calling the customers for factories in Pathum Thani or Samut Prakan per day call and write down the details in my diary and later I have to put this information in an excel file.

2.2 Job Responsibilities

Step 1: Read the Company Profile: The first day of the internship my supervisor told me to read the company profile our company is related to energy and environment and Energita company is the authorized representative for Thermax, Eco Axis, and Bry Air Asia. What type of product is all about Boilers, Power Plants, Water Treatment & Wastewater Treatment, Absorption Chillers, and Process Cooling Equipment so these are the product that my staff told me to read and read the capacity of this product and from the next step

Step 2: Search: From this, my supervisor gave me the instruction that searches Factory in Pathum Thani or Samut Prakan, but it should be engineering or purchasing, and write down the name of the factory, address, office number, and phone number search at least 20 factories or company and maintain it in my diary that how many company or factory did I search to write down every information, for example, factory name, address, and office phone number.

Step 3: Write Down the Script In My Diary: For this, I have to write down the script in my diary that what I have to talk to the customers I need to know the concept and I need to know what I have to talk about the customers because most customers are Thai how can I deal with them and convince them.

Step 4: Start Calling: Here are the things when I have to call the customers and ask them if they are from the engineering department or purchase department after that when I call, I just need to put the record in the excel file such as customers feedback, Date, Company Address, Contact person, Contact no, email, note (it means feedback of the customers. Most of the customers are Thai so I must convince them for the appointment meeting sometimes customers are very busy some they don't have time to talk.

| Customer Data | | | | | | | |
|---------------|----------|---------|-----------------------------|------------|---------|------|---------|
| Date | Customer | Address | Contact Person/ Designation | Contact No | Mail ID | Note | Line id |
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Fig 9: Call Record of Customers

As you can see in step 3, I mention about search it on google factory in Pathum Thani or Samut Prakan these 20 factories I have to call them. This one was very challenging for me because I must talk to the customers in Thai as I already mentioned in my script how to talk first Sawasdee Khrap. I want to contact the Engineering Department so after they gave me the contact so I ask them are you from the engineering department then I said I want to introduce my company profile and they say may, I know what is a company about so I have to tell them our company is related to energy and the environment we have a product Boiler, Water Treatment & Waste Water Treatment, Air Pollution Control Equipment, Absorption Chillers & Process cooling, Process Equipment (Reactors, Pressure vessels, Heat Exchangers) After that I ask them are you using these kinds of the product if they say yes then I have to ask their Name, Phone number, and Email. After that, I have to request them like can I ask permission to present our company profile to your company we will not take much time we just take 10 minutes and then if they agree so we see our schedule and ask them can present on this day around 11:00 o clock something like that I have to convince them because most of the customers are not same

- **Booth Maker:** In this, my responsibility was to talk to the booth maker and ask him for the quotation and send more designs of the booth so my supervisor told me that call him for the meeting at the office and ask him what time he will meet.

OPTION 1

For this option, it mentions only the Energita Logo but here is the plan they want to put the Thermax logo also here they mention one tv 3 chairs and one table for the samples and 4 posters from the back side and one television upper part white and the lower part is all brown. But here is less information.



Fig 11: Booth Option 1

OPTION 2

For this option the upper part will be red and the lower part will be white color Here we want to put a thermax logo, so that it will look nice and attractive . For the option 1 they put the television in front but for option 2 color is different and the television is on the back side.



Fig 12: Booth Option 2

OPTION 3

In this booth the color is orange which look very nice and comfortable but, in this picture, there is no television so that we are trying to make the booth properly



Fig 13: Booth Option 3

OPTION 4

This option, is the one that we are trying to use for the exhibition as you can see that there is so many spaces around a 4-meter a maximum of three tvs we are planning one table and 4 chairs because when the guest will be there they will sit and observe our booth so we provide more chairs because the one who is exhibitor for example if he tired so that he can sit just for 15 minutes these booth look very nice and attractive around 5 exhibitors will be their take care of the booth and boilex. As you can see this picture looks attractive and related to our logo so we can keep the stuff at the back side and it will be easier to work and observe the customers over there.



Fig 14: Booth Option 4

- **Marketing Materials:** It means for the marketing material we need inside the booth for brochures and catalogs of each product because when the visitors will visit in our booth, so I have to ask them their interest of which product and what are their requirement so accordingly we have to give them and provide them a better solution.
- **Return Gifts for the Guest:** For this, my responsibility was to search for customized pen drive design ideas on google which was not easy for me and then search suppliers who make

customized pen drives Pen drives should be 8 GB and 16 GB. Ask them for the quotation of 8 GB 500 quantity and 16 GB 500 quantity if the price will be high trying to negotiate with them this one was my job.

- **Inquiry Form:** When the visitor will visit inside the booth which form do we need to collect the customer's data
- **Beverages:** For the beverages, we will give them a water bottle with brochures. to the guest
- **List of Hosting Team:** It means how many exhibitors will be over there in queen Sirikit
- **Dress Code:** For the dress code he asks me which dress will be better for the exhibition so basically, I thought that our company t-shirt with black pants and a black blazer for the blazer two things will be beneficial for us first one is saved from cold because 8 hours we have to stand inside the queen Sirikit in front of air conditioner and second things it will look more professional
- **Booth Infra:** It means how many tables and chairs we need so I have to think about that according to the space how many tables and chairs will be suitable inside the booth and how many tv do we required so accordingly I have to give some ideas.

Quotation Of Booth

Return Gifts: This means for visitors the one who will visit the exhibition so we will give customized Pen drive which we add our company profile and, in our Pen, drive we add us two company logos one is Energita and another one is Thermax logo 8 GB 500 quantity and 16 GB 500 quantity so we can use it for the next exhibition also with boxes because it looks nice and professional to give to the guest.

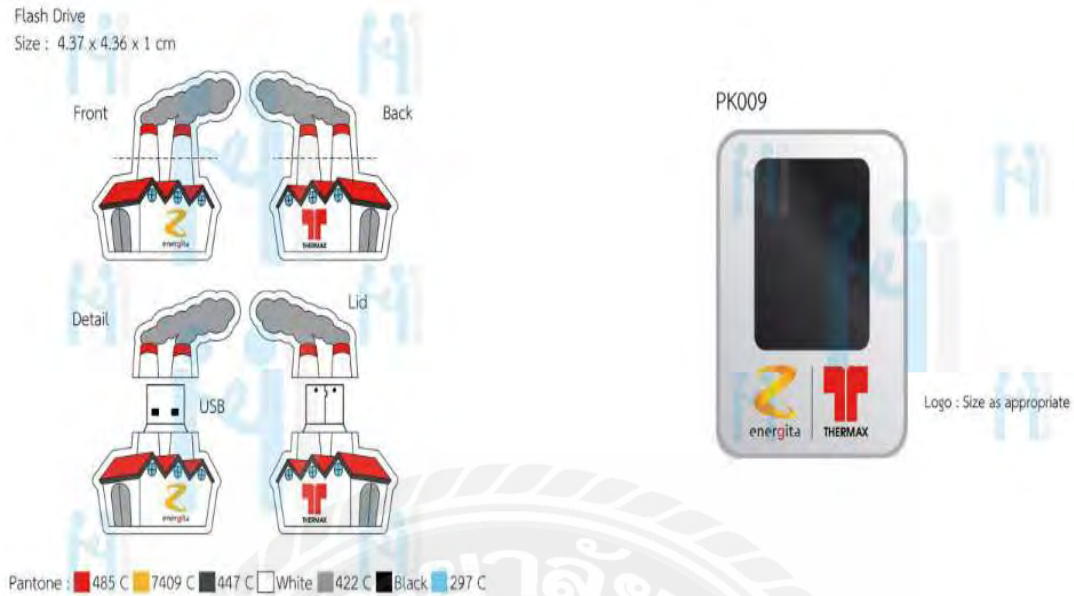


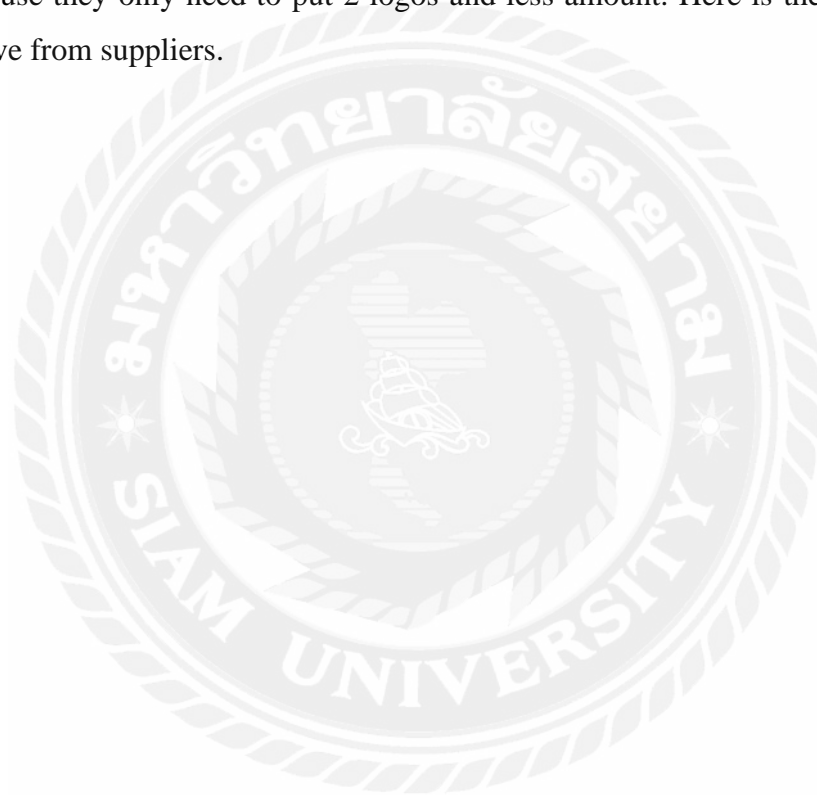
Fig 15: USB Pen drive Option 1

This one is the first option for USB which is related to the factory-based Pen drive or customized-based Pen drive 2d PVC rubber with a metal box as you can see the size of the flash drive is 4.37 x 4.36 x 1cm front they put the Energita logo and at the back, we put Thermax logo. We put the Thermax logo because Energita is an authorized partner for Thermax. On the other side as you can see box Energita and Thermax logos are together in logo size as appropriate PK009.




Fig 16: USB Pen drive Option 2

This one is a second option for a USB pen drive this Pen drive mention in the detail is it will take 13 days for production as you can see that it's not a factory-based Pen drive it's a metal-based Pen drive as you can see that the upper Pen drive is FD705 size as appropriate, the second one is FD735 and the third one is FD697 which means these all are not same but all the pen drive is metal with metal boxes its look like attractive as you can see that front we put energita and at the back side we put Thermax logo here are the difference between factory-based Pen drive and without factory based Pen drive is for the factory based it will take time for the production and charge more on the other hand without factory based Pen drive it will take only 13 days because they only need to put 2 logos and less amount. Here is the quotation of the USB Pen drive from suppliers.



HI PREMIUM

OPTION 1




พวงมณีส่วนจำกัด โฮงก่อง
HI PREMIUM LTD.,PART.
www.hipremium.com

ที่ตั้ง: (สาขาที่ 00001)
1/122-125 ซ.วิสุทธิ 2/7 แขวงสามฝั่ง เขตบางกอก
โทร. 10220
ผู้เสนอ: อีพริมีเนียม
มือถือ: 08-1426-7826
โทร: 0-2024-1410
แฟกซ์: 0-2024-1411
email: m@hipremium.com
Line ID: @hipremium
เลขประจำตัวผู้เสียภาษี: 0109551000297

เลขที่: HI22080232
วันที่: 08/08/2022

รายละเอียดลูกค้า
ชื่: THERMAX (THAILAND) LIMITED (Head Office)
ที่อยู่: 43, Thai CC Tower, Room No #245, 24TH Floor,
South Sathorn Road, Yannawa Sub District, Sathorn
District, Bangkok 10120, Thailand
ผู้ติดต่อ: Khun Rupesh K Dave
โทร: 022100781-2
แฟกซ์: 022100781
Email: rupesh.dave@thermaxglobal.com
เลขประจำตัวผู้เสียภาษี: Deposit 50% Balance on delivery date

| ลำดับ ITEM | รายการ DESCRIPTION | รูปตัวอย่าง SAMPLE PICTURE | จำนวน QUANTITY | ราคาต่อหน่วย UNIT PRICE VAT 7% EXCLUDE VAT 7% | VAT | PRICE INCLUDE VAT | จำนวนเงิน NET PRICE |
|--|---|--|-------------------|---|-------|-------------------------|---------------------------|
| 1 | 2D PVC Flash Drive 1. Factory shape - Capacity : 8 GB - Material : PVC rubber - 2 logos on mold Front side : Emergita logo are 3 colors Back side : Thermax logo are 2 colors - Life time warranty clip card 2. Package: PK-009 - Metal box - Size: 11.95 x 8.5 x 2.3 cm - Inside: Sponge die-cut - With full color logo on one side *Lead time production: 20-30 days |  | 500 | 1,500.00 | 10.50 | 160.50 | 80,250.00 |
| รวมค่าสุทธิ (Amount) | | | | บาท/Baht | | 75,000.00 | |
| รวมมูลค่าเพิ่ม 7 % (Vat 7 % Value Added Tax) | | | | บาท/Baht | | 5,250.00 | |
| รวมรวม (Grand Total) | | | | บาท/Baht | | 80,250.00 | |
| รวมรวมค่ามัดจำ | | | | นำลดหนี้เมื่อรับของตามคำสั่งซื้อ | | | |
| | | | | มัดจำ 50 % | | 40,125.00 | |
| | | | | คงเหลือ 50 % | | 40,125.00 | |

หมายเหตุ
1. จัดส่งที่ กรุงเทพมหานคร, มีสินค้าของเฉพาะจังหวัดที่ขึ้นต้นหน้าชื่อโทรศัพท์ 02 เท่านั้น ลูกค้าต่างจังหวัดรับเป็นค่าขนส่งปลายทาง


Fig 17: USB Quotation of HI premium

As you can see this quotation it mentions that the Items are 1 Description is that 2D PVC Flash Drive which means a factory shape and a capacity are 8GB and the Materials will be PVC rubber 2 logos on the mold Front side will be the Energita logo are 3 Colors Backside 20 Thermax logo are 2 colors Lifetime warranty, Sample Picture, Quantity, VAT 7 % and then Net price. At the upper side contact with the suppliers is mentioned and also they mentioned tax because this product is made in Hongkong, and the delivery time will be 20-30 days because there is a lot of quantity before we have to deposit 50% so they will deliver.

As you can see this quotation it mentions that the Items are 1 Description is that 2DPVC Flash Drive which means a factory shape and the capacities are 16GB and Materials will be PVC rubber 2 logos on the mold Front side will be the Energita logo are 3 Colors Backside Thermax logo are 2 colors Lifetime warranty , Sample Picture, Quantity, VAT 7 % and then Net price. At the upper side contact of the suppliers are mentioned and also they mentioned tax because this product make in hongkong and the delivery time will be 20-30days because there is lot of quantity before we have to deposit 50% so that they will deliver.

Quotation / Purchase Order

Quotation no: HI22080363
Date: 31/08/2022



บริษัทพรีเมียม จำกัด
HI PREMIUM LTD., PART.
www.hipremium.com

Address: (Branch 00001)
1/122-123, Watchasaphol 2/7, Tha Rang,
Bangkhen, Bangkok, Thailand 10220

The Seller:
Branch: 08-1426-7826
Tel: +66(0)-2024-1410
Fax: +66(0)-2024-1411
email: m@hipremium.com
TAX ID: 0103551000297

| | |
|---------------|--|
| Company: | THERMAX (THAILAND) LIMITED (Head Office) |
| Address: | 43, Thai CC Tower, Room No #245, 24TH Floor, South Sathorn Road, Yannawa Sub-District, Sathorn District, Bangkok 10120, Thailand |
| Contact: | Khun Rupesh R Dave |
| Tel: | 022100781-2 |
| Fax: | 022100781 |
| Email: | rupesh.dave@thermaxglobal.com |
| Payment Term: | Deposit 50% Balance on delivery date |

| ITEM | DESCRIPTION | QUANTITY | UNIT PRICE | NET PRICE |
|----------------------------|--|----------|------------|------------------------|
| 1 | FD697 1. Metal flash drive - Capacity : 8 GB - Material : Metal - Front: Offset print - Back: Print 2 colors - Life time warranty chip card 2. Package: PK009 - Metal box - Size: 11.95 x 8.5 x 2.3 cm - Inside: Sponge cut - With full color logo on one side *Lead time production: Delivery date on 13/09/2022. If confirmed order within 01/09/2022 | 500 | 142.00 | 71,000.00 |
| Amount | | | | Bath: 71,000.00 |
| 7 % Value Added Tax | | | | 4,970.00 |
| รวม (Grand Total) | | | | Bath: 75,970.00 |
| | | | | Deposit 50 % 37,985.00 |
| | | | | Balance 50 % 37,985.00 |

Remark:
 1. Free Delivery (Only Bangkok and Surroundings)
 2. 20 Days Fixed Price
 3. Lead Time Days
 4. Payment Term: Deposit 50% Balance on delivery date
 5. Bank Information:
 BENEFICIARY: HI PREMIUM LTD., PART.
 ADVISING BANK: KASIKORN BANK, BANGKHEN BRANCH
 ACCOUNT NO: 070-2-80296-9 (SAVING)
 BANK ADDRESS: 1456/8 PHAHOLYOTHIN RD., LADYAO, JATUJAK, BANGKOK THAILAND 10900
 SWIFT CODE : KASITHBK
 6. Please Sign And Fax back The Order Form to +66(0)-2024-1411

THE BUYER

THE SELLER

Yours Sincerely



(Rupesh R)

Fig 18: USB Quotation of HI premium 2

Quotation / Purchase Order

Quotation no:HI22080361
Date:31/08/2022



บริษัทพรีเมียม จำกัด
HI PREMIUM LTD.,PART
www.hipremium.com

Address: (Branch 00001)
1/122-123, Watcharaphol 2/7, Tha Rang,
Bangkhien, Bangkok, Thailand 10220
The Seller: Hihnan
Mobile: 08-1426-7626
Tel: +66(0)-2024-1411
Fax: +66(0)-2024-1411
email: m@hipremium.com
TAX ID: 0103551000297

| Quotation For | |
|---------------|--|
| Company: | THERMAX (THAILAND) LIMITED (Head Office) |
| Address: | 43, Thai CC Tower, Room No #245, 24TH Floor, South Sathorn Road, Yanrawa Sub District, Sathorn District, Bangkok 10120, Thailand |
| Contact: | Khun Rupesh R Dave |
| Tel: | 022100781-2 |
| Fax: | 022100781 |
| Email: | rupesh.dave@thermaxglobal.com |
| Payment Term: | Deposit 50% Balance on delivery date |

| ITEM | DESCRIPTION | QUANTITY | UNIT PRICE | NET PRICE |
|------|---|----------|------------|-----------|
| 1 | FD705 1. Metal flash drive Capacity : 8 GB Material : Metal Front: Offset print Back: Print 2 colors Life time warranty chip card 2. Package: PK009 Metal box Size: 11.95 x 6.5 x 2.3 cm Inside: Sponge die-cut With full color logo on one side *Lead time production: Delivery date on 13/09/2022 If confirmed order within 01/09/2022 | 500 | 137.00 | 68,500.00 |

| | | |
|-----------------------------|--------------|------------------|
| Amount | Baht | 68,500.00 |
| 7 % Value Added Tax | | 4,795.00 |
| รวมรวม (Grand Total) | Baht | 73,295.00 |
| | Deposit 50 % | 36,647.50 |
| | Balance 50 % | 36,647.50 |

Remark:
1.Free Delivery (Only Bangkok and Surroundings)
2. 20 Days Fixed Price
3.Lead Time Days
4.Payment Term: Deposit 50% Balance on delivery date
5.Bank Information:
BENEFICIARY : HI PREMIUM LTD.,PART
ADVISING BANK: KASIKORN BANK, BANGKHEN BRANCH
ACCOUNT NO: 070-2-80298-9 (SAVING)
BANK ADDRESS: 1456/8 PHAHOLYOTHIN RD., LADYAO, JATLUAK, BANGKOK THAILAND 10900
SWIFT CODE : KASITHBK
6. Please Sign And Fax back The Order Form to +66(0)-2024-1411

THE BUYER

THE SELLER

Yours Sincerely

DATE

DATE

(Hihnan)

31/08/2022

Fig 19: USB Quotation of HI premium 3

This quotation is FD 705 which means it's a metal flash drive 8 GB with 500 quantity and unit prices are 137.00 and the net prices are 68,500 Value added Taxes are 7% which mean 4,795 after that when we add the grand total so the total amount is 73,295. They will deposit 50% so that they can deliver on that date. All the details are mentioned as a remark with Fax and Tax Id.

Quotation / Purchase Order

Quotation no:HI22080362
Date:31/08/2022



บริษัทพรีเมียม จำกัด (มหาชน)
HI PREMIUM LTD.,PART.
www.hipremium.com

Address: (Branch 00001)
1122-123, Watcharaphol 2/7, Tha Rang,
Bangkhen, Bangkok, Thailand 10220
lthnan
The Seller:
Mobile: 08-1426-7826
Tel: +66(0)-2024-1410
Fax: +66(0)-2024-1411
email: m@hipremium.com
TAX ID: 010355100297

| Quotation For | |
|---------------|---|
| Company: | TIHERMAX (THAILAND) LIMITED (Head Office) |
| Address: | 43, Thai CC Tower, Room No #245, 24TH Floor, South Sathorn Road, Yaninawa Sub District, Sathorn District, Bangkok 10120, Thailand |
| Contact: | Khun Rupesh R Dave |
| Tel: | 022100781-2 |
| Fax: | 022100781 |
| Email: | rupesh.dave@thermaxglobal.com |
| Payment Term: | Deposit 50% Balance on delivery date |


| ITEM | DESCRIPTION | QUANTITY | UNIT PRICE | NET PRICE |
|---------------------|--|----------|--------------|-----------|
| 1 | FD735 1. Metal flash drive Capacity : 8 GB Material : Metal Front : Offset print Back : Print 2 colors Life time warranty chip card 2. Package: PK009 Metal box Size: 11.95 x 8.5 x 2.3 cm Inside: Sponge d-cut With full color logo on one side Lead time production: Delivery date on 13/09/2022 If confirmed order within 01/09/2022 | 500 | 142.00 | 71,000.00 |
| Amount | | | Baht | 71,000.00 |
| 7 % Value Added Tax | | | | 4,970.00 |
| รวม (Grand Total) | | | Baht | 75,970.00 |
| | | | Deposit 50 % | 37,985.00 |
| | | | Balance 50 % | 37,985.00 |

Remark
1.Free Delivery (Only Bangkok and Surroundings)
2. 20 Days Fixed Price
3.Lead Time Days
4.Payment Term: Deposit 50% Balance on delivery date
5.Bank Information:
BENEFICIARY : HI PREMIUM LTD.,PART.,
ADVISING BANK: KASIKORN BANK, BANGKHEN BRANCH
ACCOUNT NO : 070.2.80298.9 (SAVING)

Fig 20: USB Quotation of HI premium 4

For this quotation its a second usb design is FD735 with metal flash drive capacity of 8gbprint with 2 colors and the sizes are 11.95 x 8.5 x 2.3cm of 500 quantity and the unit prices are 142 and the net prices are 71,000 Value Added Tax are 4,970 and the grand total are75,970 Deposit 50% which means 37,985 so that they can balance on the delivery date. At the bottom it mention all the remark like 20 days fixed price , all the bank information are mentioned with Tax id and Fax.

Quotation no:HI22080363
Date:31/08/2022



บริษัทพรีเมียม จำกัด โทร:010-224-1411
HI PREMIUM LTD.,PART
www.hipremium.com

Address: (Branch 00001)
1/122-123 ,Wachiraphol 2/7 ,Tha Rang,
Bangkhen, Bangkok, Thailand 10220

The Seller:
Tel: 08-1426-7026
Mobile: +66(0)-2024-1411
Tel: +66(0)-2024-1411
Fax: +66(0)-2024-1411
email: m@hipremium.com
TAX ID: 0103651000297

Quotation For

Company: THERMAX (THAILAND) LIMITED (Head Office)

Address: 43, Thai CC tower, Room No #245, 24TH Floor, South Sathorn Road, Yannawa Sub District, Sathorn District, Bangkok 10120, Thailand

Contact: Khun Rupesh R Dave
Tel: 022100781-2
Fax: 022100781
Email: rupesh.dave@thermaxglobal.com

Payment Term: Deposit 50% Balance on delivery date

| ITEM | DESCRIPTION | QUANTITY | UNIT PRICE | NET PRICE |
|----------------------|---|----------|--------------|-----------|
| 1 | FD697 1. Metal flash drive - Capacity : 8 GB - Material : Metal - Front: Offset print - Back: Print 2 colors - Life time warranty chip card 2. Package: PK009 - Metal box - Size: 11.95 x 8.5 x 2.3 cm - Inside: Sponge di-cut - With full color logo on one side *Lead time production: Delivery date on 13/09/2022, if confirmed order within 01/09/2022 | 500 | 142.00 | 71,000.00 |
| Amount | | | Baht | 71,000.00 |
| 7 % Value Added Tax | | | | 4,970.00 |
| รวมรวม (Grand Total) | | | Baht | 75,970.00 |
| | | | Deposit 50 % | 37,985.00 |
| | | | Balance 50 % | 37,985.00 |

Remarks

1. Free Delivery (Only Bangkok and Surroundings)
2. 20 Days Fixed Price
3. Lead Time Days
4. Payment Term: Deposit 50% Balance on delivery date
5. Bank Information:
 BENEFICIARY : HI PREMIUM LTD.,PART,
 ADVISING BANK KASIKORN BANK, BANGKHEN BRANCH
 ACCOUNT NO: 070-2-60298-9 (SAVING)
 BANK ADDRESS: 1456/8 PHAHOLYOTHIN RD., LADYAO, JATUJAK, BANGKOK THAILAND 10500
 SWIFT CODE : KASITHBK
6. Please Sign And Fax back The Order Form to +66(0)-2024-1411

Fig 21: USB Quotation of HI premium 5

This is the third design FD697 with metal flash drive with capacity 8gb print 2 colors lifetime warranty chip card size 11.95 x 8.5 x 2.3 cm with full color logo on one side and packages are PK009 metal boxes inside is spong di cut with full color on one side lead time production in 13 days . As you can see that the quantities are 500 and the net prices of this quantity is 71,000 value added tax 4,970 and the total amount are 75,970 which means 37,985 and the remark are free delivery 20 days fixed time Payment term will be 50% balance on delivery date with Bank information , Swift Code , Fax , Order form.

OPTION 2

Tera Biz Co., Ltd



บริษัท เทราบิซ จำกัด (สำนักงานใหญ่)
 50/238 ประชาอุทิศ 72 แขวงทุ่งต้อม เขตทุ่งต้อม กรุงเทพมหานคร 10140
 เลขประจำตัวผู้เสียภาษี 0105556003873
 โทร. 02 871 5599
 เบอร์มือถือ 0851692205
 โทรสาร Line : @usbthailand
 www.usbthailand.com , www.smartgiftthailand.com

(ชื่อบริษัท)
 Energite Technologies Company Limited (สำนักงานใหญ่)
 98/22, Warodiom Place Village,
 Soi Suphaphong 1, Nong Bon,
 Prawet, Bangkok 10250

ใบเสนอราคา

| | |
|---------|--------------------------|
| เลขที่ | QT2022000553 |
| วันที่ | 08/08/2022 |
| ถึง | นายวิชา ธีร (0851692205) |
| เสนอถึง | Mr. Vaibhav Dubey |
| โทร | +66 835363902 |
| อีเมล | vaibhav.d@energitech.com |

| # | รายละเอียด | จำนวน | ราคาต่อหน่วย | รวม |
|---|---|-----------|--------------|-----------------------|
| 1 | USB 2.0 New Mold 2D Flash Drive 8GB logo 2 side | 500 pcs | 135.00 | 67,500.00 |
| 2 | USB 2.0 New Mold 2D Flash Drive 16GB logo 2 side | 500 pcs | 140.00 | 70,000.00 |
| 3 | Metal Box have window logo many color 1 point | 1,000 pcs | 35.00 | 35,000.00 |
| รวมสุทธิ | | | | 172,500.00 บาท |
| ส่วนลดภาษี 7% | | | | 12,075.00 บาท |
| (พื่นี่เสนอเสนอหนี้เงินต้นพร้อมดอกเบี้ย) | | | | 184,575.00 บาท |

เงื่อนไขการชำระเงิน : 50% Deposit
 Delivery order : 30 day
 Validity : 7 Days
 Warranty : 5 years

Transfer Details:
 Kasikorn Bank - Tungkrui Branch
 Account Name : Terabiz Co.,Ltd
 Account Number : 756-2-61435-9

Fig 22: USB Quotation of Tera Biz Co., Ltd

In this quotation price are cheaper than the HI PREMIUM here are the 3 items and in this description it mention usb 2.0 new mold 2d flash drive 8gb quantity are 500 pcs price of each usb are 135 so the net prices are 67,500. For the 2 items are usb 2.0 new mold 2d flash drive 16gb of 500 pcs are 140 which means the net price will be 70,000 THB.

ใบเสนอราคา/Quotation

| | | | |
|-------------------|--|----------------------------|--|
| ชื่อลูกค้า | Energita Technologies Company Limited | เลขที่ใบเสนอราคา | 0105991 |
| Tax ID No. | - | วันที่เสนอราคา | 8 สิงหาคม 2565 |
| ที่อยู่ | เลขที่ 98/22, Warodom Place Village, Soi Suphaphong 1, Nong Bon, Prawet, Bangkok 10250 | ผู้เสนอราคา | บริษัท เกรนด์ พรีเมียม เทคโนโลยี จำกัด |
| ผู้ติดต่อ | คุณ วิภาดา ชูชม | สินค้าบริการภายใน | 10 วัน |
| โทรศัพท์ | 083-5363902 | เงื่อนไขการชำระเงิน | มัดจำ 50% ส่วนที่เหลือชำระด้วยเช็คธนาคาร (กรุณาจัดส่งเงินมัดจำก่อนส่งสินค้า) |
| โทรสาร | - | | |
| e-mail | - | | |

บริษัท ขอความยินยอมที่จะเสนอราคาตามที่แนบมา

| ลำดับ | รายละเอียดสินค้า | ระยะเวลาการผลิต | จำนวน (Pcs.) | ราคา/หน่วย |
|-------|--|-----------------|--------------|------------|
| 1 |  20 Customized PVC Flash Drive 8GB 2 Sides Logo | 40 วัน | 500 pcs. | 235.00 บาท |
| 2 |  20 Customized PVC Flash Drive 8GB 2 Sides Logo | 40 วัน | 1,000 pcs. | 225.00 บาท |
| 3 |  20 Customized PVC Flash Drive 16GB 2 Sides Logo | 40 วัน | 500 pcs. | 240.00 บาท |
| 4 |  20 Customized PVC Flash Drive 16GB 2 Sides Logo | 40 วัน | 1,000 pcs. | 230.00 บาท |
| 5 |  FD-FB01 : Metal Box Size 87x115x22mm 1 Position 1 Color Logo Print | 40 วัน | 500 pcs. | 55.00 บาท |
| 6 |  FD-FB01 : Metal Box Size 87x115x22mm 1 Position 1 Color Logo Print | 40 วัน | 1,000 pcs. | 55.00 บาท |
| | | | | |
| | | | | |

หมายเหตุเพิ่มเติม

- 1 ราคาที่แนบมาจะมีใบรวมภาษีมูลค่าเพิ่ม 7%
- 2 มีเงื่อนไขการชำระเงิน : มัดจำ 50 % ส่วนที่เหลือลูกค้าชำระด้วยเช็คธนาคาร (กรุณาจัดส่งเงินมัดจำ / ม้วนเช็คชำระก่อนส่งสินค้า)
- 3 หมดเขตสั่งซื้อวันที่ 20,000 บาทขึ้นไป จำนวนสินค้าที่ผลิตโดยลูกค้าเฉพาะ / สมุทรปราการ / นครปฐม / นครศรีธรรมราช

Fig 23: USB Quotation of Grand Premium

For this quotation when we compare these prices to others it's expensive and the delivery times will take 40 days. All the details are mentioned like 2d customized PVC Flash drive 8gb 2 sides logo with 500 quantity 235 baht and 1000 quantity 225 baht for the 16 gb of 500 quantity 240 baht and 1000 quantity will be 230 baht so for the metal box FD-FB01 sizes are 87 x 115 x 22mm 1 position with 1 color logo print as you can see the prices of metal box 500 quantity are 55 baht and 1000 quantity also 55 baht which means prices are same there

will be no change all the information are available like VAT 7% Deposit 50% here they will charge 50% after delivery they charge 50% more so these are the information that they put in a quotation of grand premium.

Booth Visitor Entry log: This means the visitors will fill up the information like date, person name, contact number, email , and company name so after the exhibition we will send the company profile through email .

Inquiry Form: Inquiry form means a kind of registration form where we put customer details for example Date , Persons Name , Contact No, Email Id, and Company Name.

List of Hosting Team: It means ASEW exhibitors list how many companies will visit over their. The company will be more than 140.

Dress Code: We plan for our dress code. We wear an energita polo t-shirt with a blazer and also for the main reason why we wear a blazer is because it looks professional and safe from the cold and we have to stand in the exhibition for more than 10 hours.

Meeting Before Exhibition

For the meeting my boss was asking to everyone about progress of their work he ask me that what you did for the exhibition like he want to know the progress of my work that what i did after that my boss giving me the responsibility that i have to call the customers inside the booth and ask them what are looking for are you looking for something specific product and then i have to collect the details of the customers through name card and write down the details so that later i can put on the excel sheet

2.2.1 EXHIBITION

BOILEX ASIA THAILAND

The Boilex Asia in Bangkok is an ASEAN Sustainable energy fair for water heaters. Exhibitors from all over the world meet with their products the entire range of devices: From industrial boilers to boilers for domestic use. Additionally, there are all kinds of accessories

This is our paper that how many booths will be there as you can see from this page it mentions hall 1 hall 2 and hall 3 so our booth was in hall 2 which means we call boilex booth no G-33.

2.2.2 EVENT

ASIAN Sustainable Energy Week and Electric Vehicle Asia 2022 Booth No. G33 Hall 2 Here is the Boilex Booth for our Exhibition that I decided for this event and our exhibition was 14 September 15 September and 16 September which means 3 days for our exhibition. For the exhibition, my responsibility was to collect more customers or visitors as much as I can explain to them about the company profile and what we do and most customers want to know why they put Thermax logo because our company is energita so I tell them that Energita is the authorized partner of Thermax, Bry air and eco axis write down the details of the customers because the visitors were two types first one is customers and the second one is suppliers so I have to write the details for each visitors for inviting them inside the booth so that my boss and some other members will be there and they all will explain about the product like my boss he expert in boiler so he have to explain to the customers about the boiler in details because mostly customers requirement was boiler and in our booth there was so many experts in each of the product like someone can explain chiller someone will explain Water Treatment and Waste water Treatment. We started our exhibition around 9:00 to 5:30.

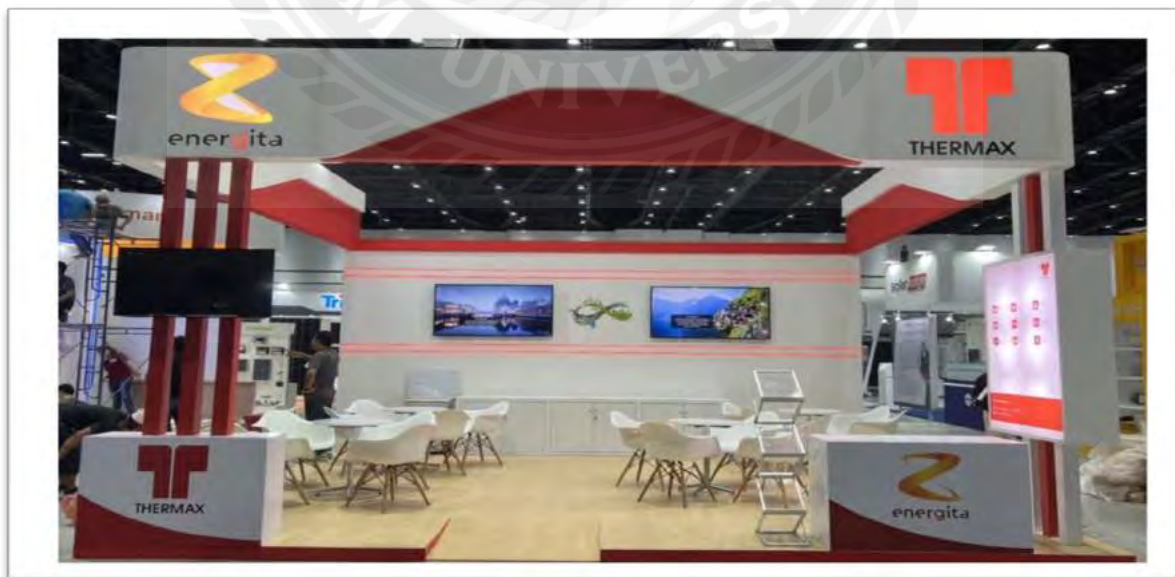


Fig 26: Boilex Booth

Here is the booth of our company which looks good and also in this booth here are the two logos first one is Energita and another one is Thermax they put it because Energita is the authorized representator of Thermax inside have 4 tables and with chairs. The color of the booth is red an its big size so that white and red color we put and some other stuff we putted at the back side of the booth



Fig 27: Booth Infra



Fig 28: Marketing Materials

In this picture the first one is customer data sheet front table brochures return gifts and catalogs for the customers



Fig 29: Collecting Customers Detail

Here my responsibility is when the customer visit, I have to present my company profile like what is all about and also which services we are providing so these are the things that I explain after that as you can see in figure 27. I am collecting their details such as Name, Company name, phone no or telephone no email and the most important is what type of industry they have, what are they looking for and about their interest in which product if they need more details, so I bring some expert because they know the product very well they can give the solution such as my supervisor he expert in boiler I bring the customers inside the booth as you see the down one how my supervisor explain him.



Fig 30: Explaining about the Product

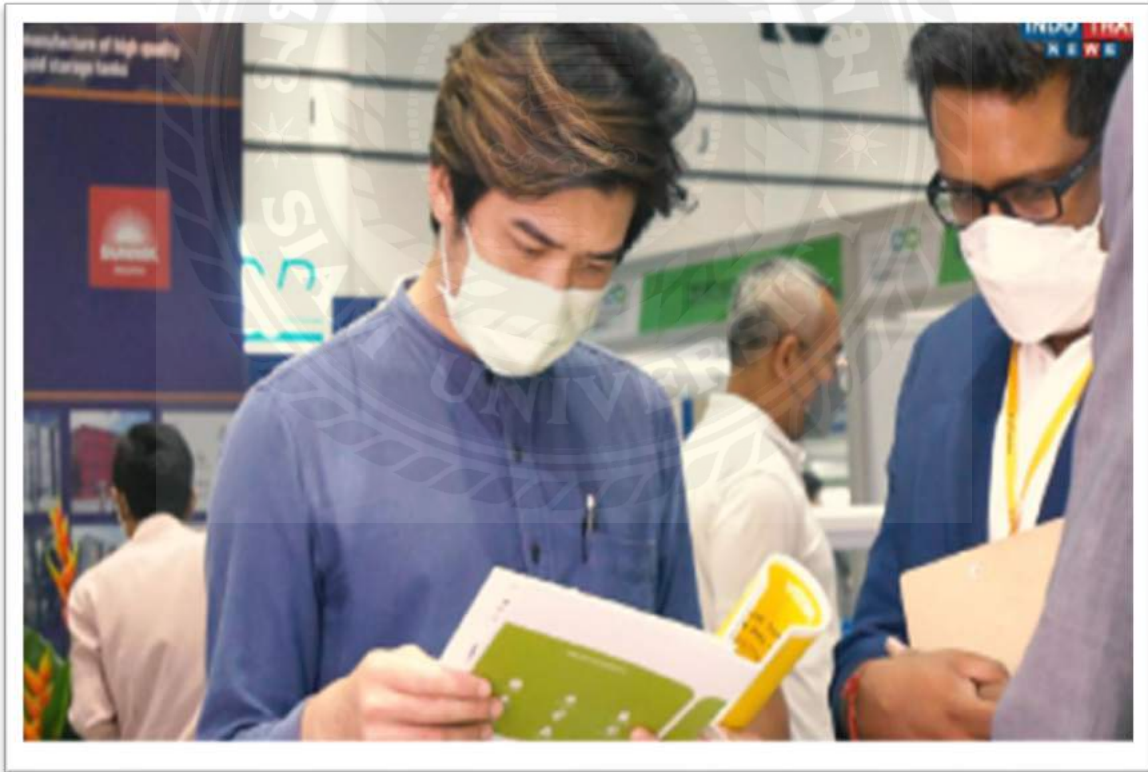


Fig 31: Give Them Brochures and Catalogs



Fig 32: Fulfilled Requirement



Fig 33: Visitors

Here in this figure when customer visit how my supervisor talk with them he presents the details of Energita technologies company limited after that when the discussion finished we gave a brochure and catalogs with return gifts such as USB and then we gave them a name card.



Fig 34: Front Table for giving the name card and some other gifts



Fig 35: Name Card for the customers

These are two name cards when we discuss with the customer after collecting their information we gave them a name card so that we are in touch with them with full honesty and trustworthiness mention www.energitatech.com.

Exhibition Event 2



Fig 36: Impact Exhibition and Convention Center



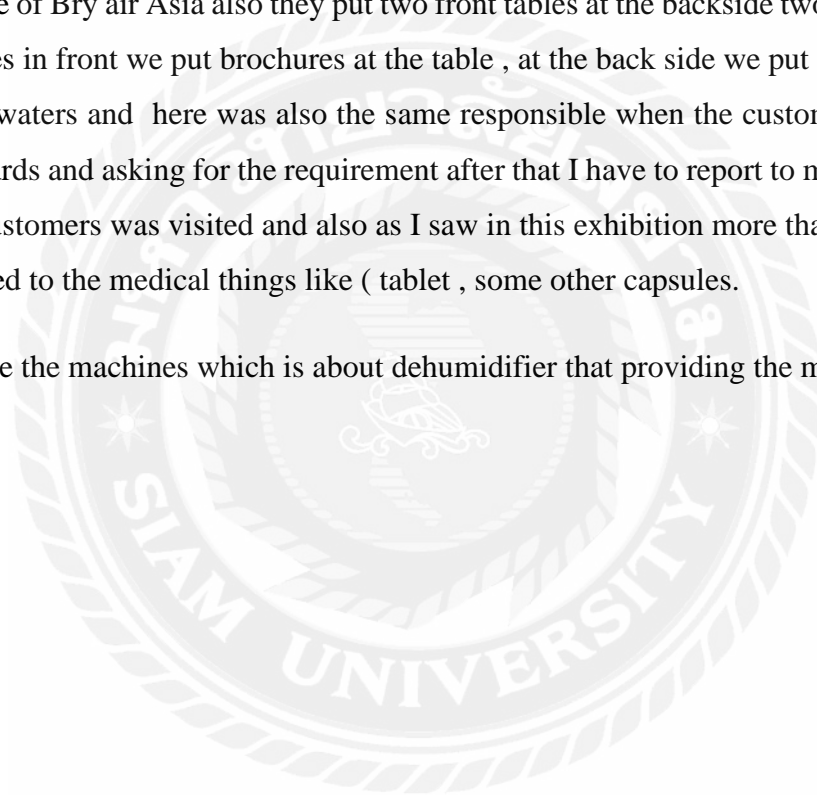
Fig 37: Bry Air (Asia) Pvt. Ltd

(Bry-Air (Asia) Pvt.LTD)

Bry-Air has a wide range of products catering to your dehumidification and drying, gas phase filtration, plastic drying, conveying, blending & mould dehumidification, high temperature waste heat recovery, and energysmart cooling using waste heat needs. Bry-Air solutions are backed by intensive research and come with over 55 years of experience in providing highly customized and innovative products for your air treatment needs.

Here is the booth of Bry air Asia as you can see that Energita is also the authorized representative of Bry air Asia also they put two front tables at the backside two sofa, four chairs and two tables in front we put brochures at the table , at the back side we put small refrigerator for drinking waters and here was also the same responsible when the customers enter collect their name cards and asking for the requirement after that I have to report to my supervisor that how many customers was visited and also as I saw in this exhibition more than 60 percent was pharma related to the medical things like (tablet , some other capsules.

Here these are the machines which is about dehumidifier that providing the moisture solutions



Bry-Air
Leaders in Dehumidification... Worldwide

Enq. No.
Date

CPH South East Asia 2022
19 - 21 Oct. 2022, Nonthaburi, Thailand

Contact Person _____
Title _____
Company _____
Address _____
City _____ State _____
Country _____
Tel. No. _____ Fax. No. _____
E-mail _____
Website _____

**If visiting card available,
please attach card here**

Please specify intended application

Please tick (✓) response as applicable

| | Immediate requirement | Anticipated requirement | Interest only |
|---|--------------------------|----------------------------|--------------------------|
| Desiccant Dehumidifiers for Humidity Control | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Gas Phase Filtration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Any other, please specify _____ | | | |

Area of Business

| | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|
| Pharmaceuticals | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Healthcare | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Nutraceuticals | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Server Room/Control Room | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Laboratories | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Clean Rooms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Biotechnology | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| API | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Formulations | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Bulk Drugs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Enq. attended by
Name
Signature

If in the list above, Please Specify

Fig 38: Bry Air Customers Details

Here is the customer datasheet of bry air asia the ones who will visit our booth we have to collect the information in this as you can see in this sheet it mentions the Contact person, Company, Address, Country, Telephone no, Email, Mobile no, intended application means what are their requirement and what their industry, area of business these are the things that I have to collect accordingly.

2.3 PROCESS FLOW diagram (Selling a product to Customers)

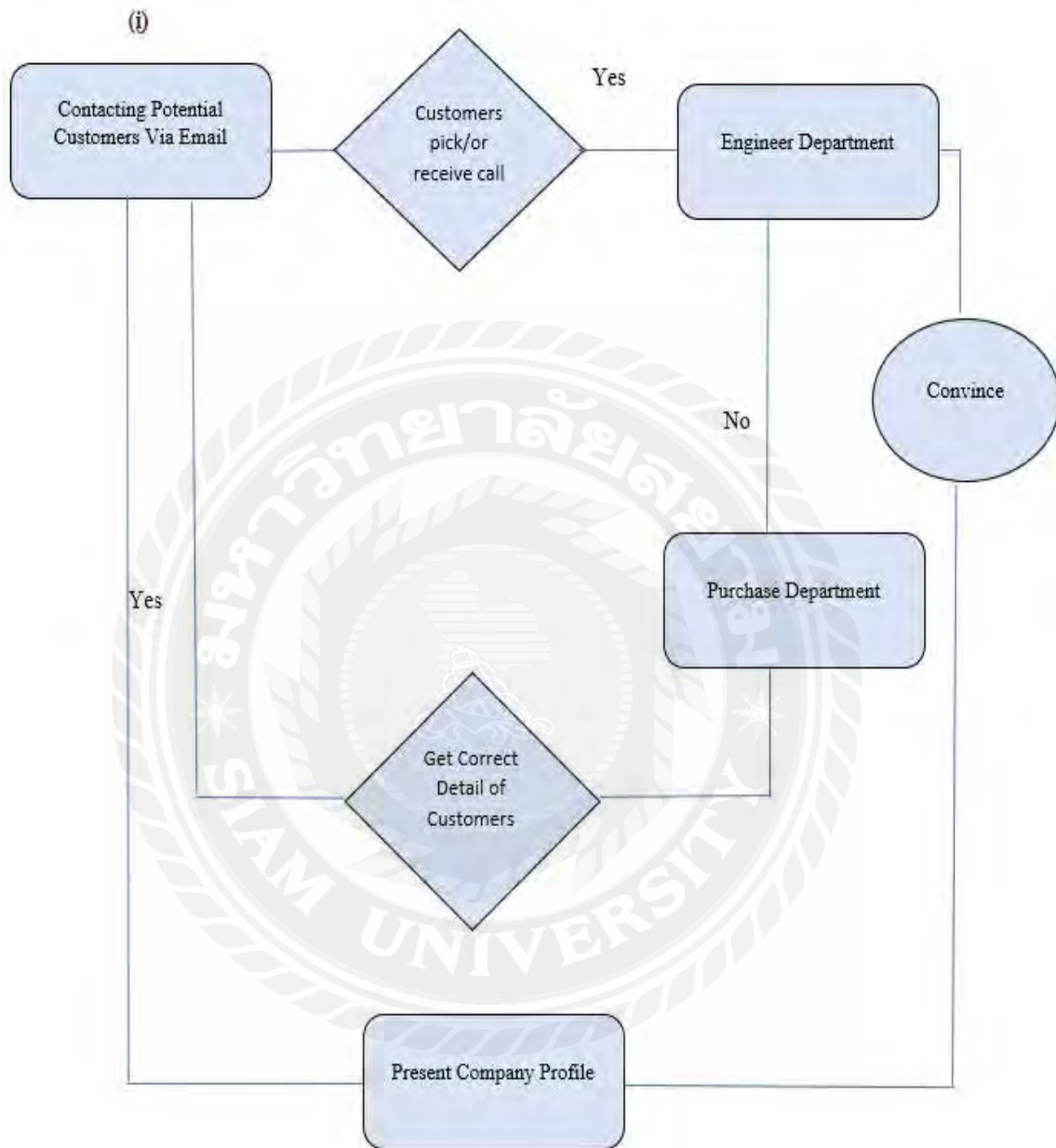


Fig 39: Process Flow Diagram Selling a product to Customers

(ii) Adding Positive Customers Database & Data

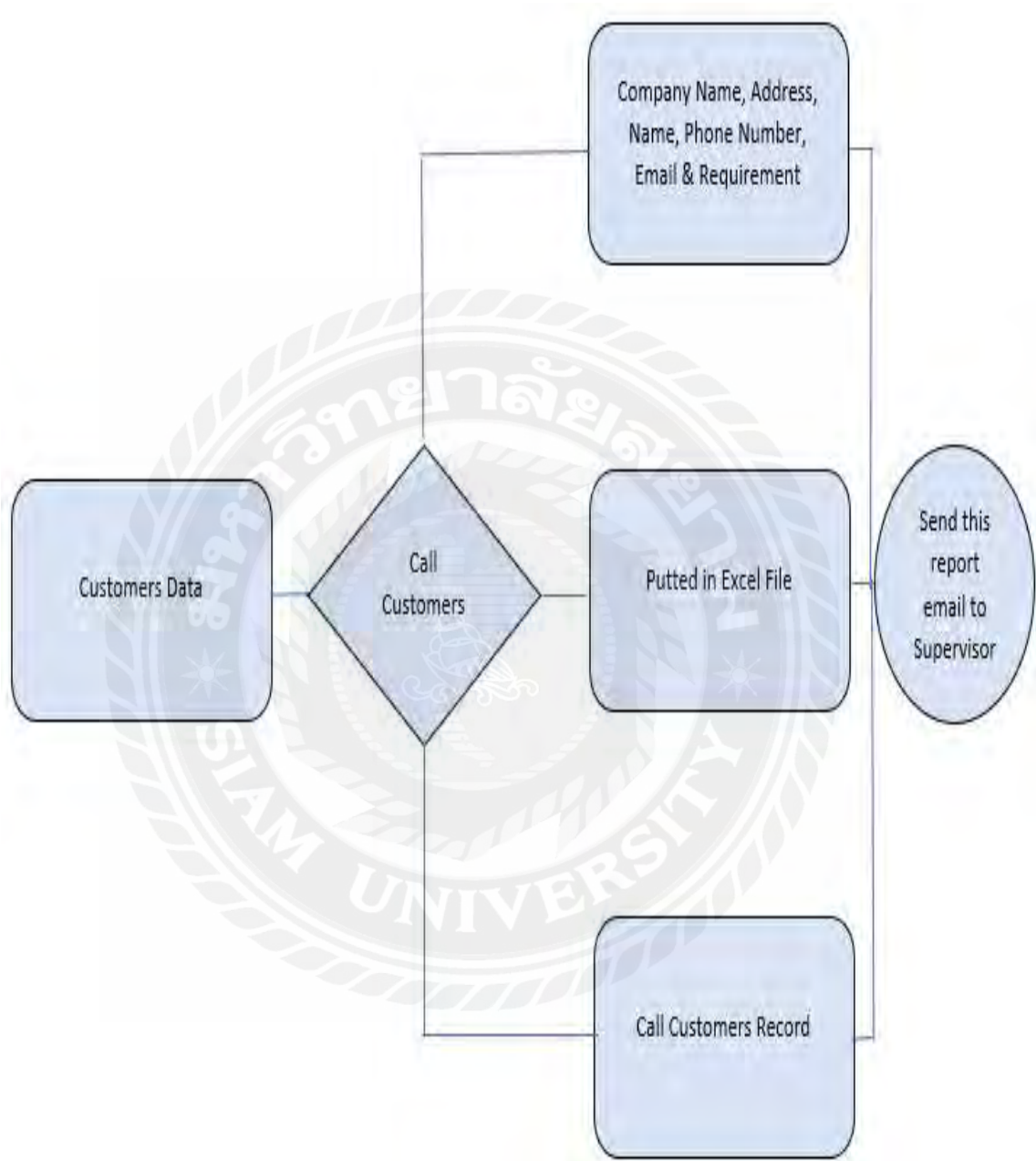


Fig 40: Customers Data Base

(iii) Exhibition Event (Queen Sirikit)

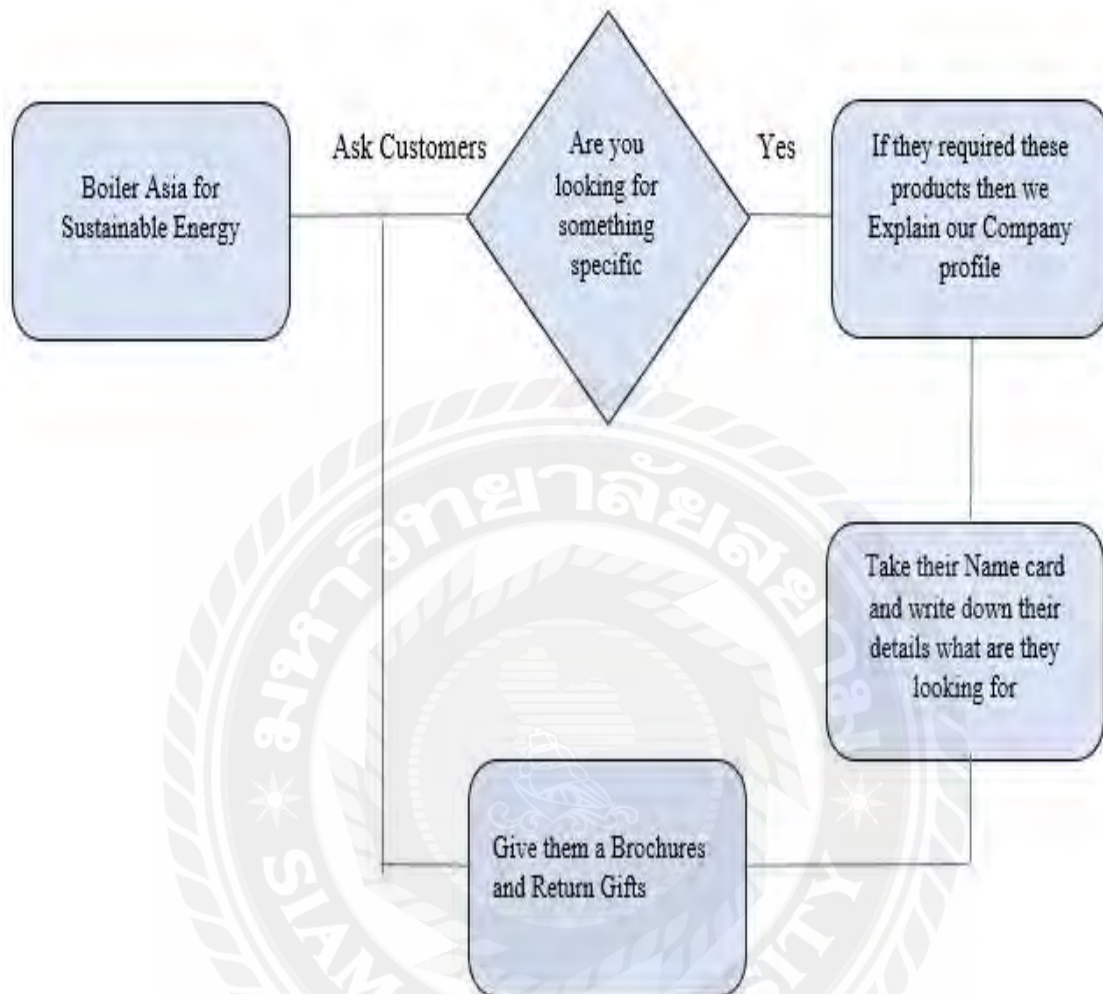


Fig 41: Exhibition Event

Excel Sheet: This one was challenging for me when I put the customer's information in an excel file because I never learn excel before so when my supervisor guide me I understand a little bit process how to use the excel sheet in a disciplined way for example ctrl + f it means in the excel file I can search the customer's contact in an easy way and second how to add another column.

Call Customers: This is the biggest challenge for me when I talk to customers in Thai because maximum customers are Thai so basically I have to contact Engineering Department, Purchase Department, and Maintenance mostly customers was not the same some customers are busy

some customers are moody some customers they won't pick the call and also like the challenging part was convince them for the appointment ask their emails sometimes I have to listen to them what they saying what exactly they want so this one that I facing and trying to call as much as I can so that I can improve and build my confidence.

2.4 Contribution as an intern

For me, My Contribution was to taking care of the event which is called the Exhibition I did it very well and my supervisor also appreciated me for this because bringing the customers inside the booth was not easy it's very important to understand the customer's requirement exactly what customers want (What they are looking for how to explain our product to them how to get their details such as Name card, requirement, Industry, etc.

Knowledge: In this internship, I get some knowledge of excel. I learn how to adapt to a working environment I follow all rules and regulations of the company. First, I have to put all my effort into if I don't understand I have to ask my supervisor for clearance of my doubt so that I can understand the process very well in this company all the experienced workers are working I am the only person who works as an intern in this organization for me it's a great opportunity to learn with them because my supervisor and some other staffs are Thai so, they guide me when I was working but they told me to try everything by yourself if there is any problem then you can ask me and also they told me if you cannot try by yourself it means you did not learn anything avoids your hesitations feel free to ask but try your best so that I will know the process how the sales and marketing work these are the things that I get knowledge from these experienced staff.

Skills:

- **Work Well in a Team:** I follow the instruction of my senior and then what I have to do I try by myself.
- **Discipline:** This skill I learn from experienced staff who work in this organization and later do it in a systematic way.
- **Working Experience:** Working with experienced people give me more knowledge and confidence as well as makes me responsible for doing the task.

- **Multitasking:** I am working and also attempting the classes so these tasks help me to get more knowledge in a theoretical way and put this effort in a practical way.
- **Good Time Management:** I am always punctual on time and finish the task during the given period of time.
- **Adaptability:** Now I adapt to a working environment depending on myself.
- **Computer Skills:** I gained skills in excel such as how to add a column and how to easily find out the contact person and the way of writing a contact person.



Chapter 3 Learning Process

3.1 Indicate the problem faced or noticed

Some of these problems that I faced

Talking with customers: While calling the customers most of the customers are not same, some customers were busy, and some customers did not pick up the phone, so I had to face these problems.

Put the customer's information in the excel sheet: Initially, I did not understand excel while working because I had never worked on excel before such as how to add a column and search contact person.

Exhibition Event: This exhibition event was a new experience for me new things to learn a bit challenging my responsibility was to ask about their requirement, what are their industry, and what are they looking for, and then listen to them note it down in their diary then take all the details like company name, customers name, contact no, line id and email.

3.2 Mini Research Topic

Potential Digital Tools for Energita Technology Company Limited.

3.3 Mini Research includes

The key aspects of mini research include the existing competitor of Energita technology company limited are the four companies that already exist in the market such as Getabec Company, Arrow Energy, Boonyium, and Forbs Marchael.

3.3.1 Introduction

This company, it's a start-up company and it still needs to develop digital marketing such as Facebook, Instagram, Twitter, Linked and YouTube in for enhancing and promote its products and services. Nowadays, more people around the world utilize social media. With the help of this marketing, we can present our company profile and provide the services, which could lead to a misunderstanding of what is happening. In fact, digitalization and digital transformation can be used interchangeably. While digitalization focuses on the application of technologies.

Digital change, meanwhile, involves more than just technologies. In fact, digital transformation affects people, organizations, and their habits in addition to tools.

3.3.2 Objectives

- To Find out the capabilities/capacity of selected digital tools.
- To analysis company needs for the digital model.
- To prepare best tools for the company.

3.3.3 Literature Review:

- **Digital Tools:** Digital tools have changed how marketing is structured because they make it easier to create and manage relationships and provide users the ability to create and share information. Traditional marketing processes build communication between a smaller user base, while digital marketing adds a new dimension. Open-ended pages and websites created in a virtual environment have changed from being platforms that cater to a certain user group to becoming channels that do so. In other words, digital marketing enabled more rapid communication with different kinds of organizations and individuals dispersed over the globe. On a global network at the right time to increase brand or product recognition. two key characteristics of digital marketing.

Digital marketing is the process of employing layers of digital media to share content developed with the target audience in order to connect with them.

The engagement between businesses and consumers is relatively strong when it comes to digital marketing tools that produce proactive content, and these platforms also create spaces where users may share their uncensored criticism and suggestions regarding certain problems. Therefore, proactive material must be constantly managed and analyzed.

Paid keywords (SEO, search engine optimization) and social media platforms like Twitter, Facebook, Instagram, LinkedIn, and YouTube are examples of digital marketing communication methods that produce proactive content.

The benefits of Energita technology company limited for digital tools are

- **Increased efficiency and productivity:** Digital technologies will help to enhance productivity and streamline operations to boost productivity and efficiency.
- **Better resource management:** By providing the exact amount of processing power required at the time instead of paying for additional capacity to address the unpredictable spikes in consumption, as-a-service platforms have assisted companies in making the most of their technological investments. It will be simpler to understand how much on-demand computing resources cost as a result.
- **Improved customer engagements:** Businesses can gather, store, and analyze consumer data using digital technology to better understand each of their potential customers. Businesses can obtain deeper insights through data analysis and AI, enabling them to develop and provide goods and services that are specifically catered to the preferences and requirements of each individual client.

Energita technologies company limited can create proactive content digital marketing tools that are

Facebook: On this social media platform, Energita can interact with customers and publish images, and videos about their brands. Users can share these sites with their friends and comment on the company's Facebook page and the content it displays. A startup company called Energita is using Facebook marketing to build its brand and sell goods and services. Allowing brands to do direct sales on this platform is a fantastic approach to increasing interest and awareness.

Facebook is the most popular social media network in the world, with more than 1 billion daily active users, and the benefits of branding on Facebook are obvious. In addition to having access to a sizable audience, content and advertisements can help you locate your precise target market. Additionally, you have the option to set a budget for your advertising campaigns, which are far less expensive than alternatives like television commercials, billboards, and PPC ads on Google. These include purchasing ads and promoting posts, utilizing the tools offered, testing and analyzing your campaign, establishing trust with the audience, and developing a Facebook marketing campaign.

Benefits

It's a good way to get visitors from active users: Facebook will have a larger audience for Energita Company users and reach a wider range of demographics.

Highly customizable ads & audiences: Like Google Ads, PPC ads on Facebook can create specialized audiences for each Facebook advertising campaign. Based on their industries and needs, as well as their location, language, firm name, customers' names, contact information, and areas of interest, we will specifically target the engineering department, purchasing department, and maintenance department to reach our audience more effectively. You have a lot of creative freedom with the kind of advertising you may create thanks to Facebook Ads' features. Because your Facebook advertisements will appear on Instagram and Facebook's display network as well, you will have a lot more options and flexibility when creating them.

Easy to track and measure: It will be simpler for Energita to track quickly and seamlessly. The main benefit of advertising on this social media network is Facebook. It's simpler to monitor and assess the outcomes. Facebook will make it simpler for people to learn about our company's website.

Instagram: is a platform that focuses mostly on photo and video sharing. Utilizing this platform, the Energita corporation may communicate with its clients using images and visuals related to its initiatives. Commenting on photographs allows followers to share them with other followers.

Marketing on Instagram: Instagram is another social media platform for marketing for this business after Facebook. It will help to post pictures and videos as well as, and we can make reels using smartphones and laptops, which is a new trend in the market. For example, if they are going to solve a problem with any product in what way, that picture will be posted on Instagram.

Nowadays Instagram has also become a popular marketing platform so for Energita it will be better to grow the number of users and the customer will increase more such as visual content, text, attractive images, videos, and reels (Neher, 2013; Stelzner, 2016). It depends on the idea of sharing (Miles, 2014). For instance, if the Energita company is sharing something and other users react quickly by endorsing the content (i.e. liking it and/or commenting on it) or the company (i.e. starting to follow the company). Miles (2014) recommends that companies should, increase their number of Instagram followers. It will help for Energita company to be

recognized as credible on Instagram with 1000 followers so it will help to promote their product and brands so that the customers will be in touch with Energita company (Saravana Kumar & Lakshmi, 2012).

Instagram marketing is a key component of the Energita company's marketing plan. In addition to helping businesses sell their goods and perform their services, the platform also enables you to interact honestly with your audience and highlight your distinctive brand.

Instagram is one of the biggest social networks in the world, with 1 billion active monthly users, and may help your business reach a wide audience.

This is a fantastic channel for connecting with prospective clients like the engineering department, the purchasing department, and the maintenance department.

How to Win on Instagram

Engage with the followers by replying to their comments and messages and demonstrating that you care about what we have to say. This Energita can win on this platform with the help of content.

Create Video Content

Even though Instagram may be recognized for its photographs, video has been gaining popularity. Video is gradually replacing text as the preferred format on the site, from Instagram Stories to IGTV.

Measure and Test

This company requires how the post work performs depends on customers who use these products such as boiler, water treatment, and wastewater treatment (company name, location customer name, what are their problems or requirement). So that the audience will act on this platform and increase more when it posts.

Benefits

Increases Brand Awareness: Instagram's huge user base makes it an exceptionally cheap and efficient tool to increase brand exposure. Additionally, Instagram's emphasis on visual material

increases the visibility of your business and leaves a lasting impact on viewers, clients, and future clients.

It takes a lot of effort to create the greatest number of relationships and increase brand visibility through active platform participation. Additionally, if you want to make sure that a big audience interacts with your brand on Instagram, you can buy followers.

The platform is a tool, but in order to gain followers, you need to produce the best possible material. Visit some of the websites listed at this link to buy Instagram likes and followers. That will also be useful.

Increase website traffic and SEO rankings: About 80% of marketers claim that the increased activity of their online presence has increased website traffic. Given that 73% of adults who use social media at least once a day spend a significant amount of time doing so, this shouldn't come as a surprise. Driving traffic to your website is essential if you want to catapult your company to the top of the search engine results pages because 80% of Instagram users follow at least one business website (SERPs). Utilize buy-like services to benefit from your greatest opportunity to rank at the top with your best marketing efforts. The best way to raise awareness of your brand is to buy good followers.

Saves our time: Many clients have already made names for themselves in the cutthroat business environment. Everyone appreciates their brand's distinctiveness. Starting a small business requires extensive research and dependable customers. You can buy Instagram followers to quickly spread the word about your company to a huge, interested audience.

Boosts content marketing: If you want to attract clients' interest and attention, you must make sure that your social media content is compatible with the goals of your company. Digital file sharing has become much quicker and easier. However, you need a good plan if you want to reach your target audience.

Buylikeservices.com has arrived. Your small business may reach the target market with rapid and secure marketing services like buying Instagram followers, likes, or comments.

Increase in sales: There will be more opportunities for sales the more customers interact with our brand. The significance and value of your brand are significantly enhanced by having a sizable fanbase. For small businesses trying to boost sales, buying followers has shown to be an effective technique. Many consumers are attracted in this way, and if they find your product intriguing, they might order it and even tell others about it.

Provides you with better audience insight: A crucial element in promoting your brand is reaching out to clients and getting to know them better. It's simple to find out information on audience preferences, the primary language spoken, interests, gender, age, etc. It significantly supports your campaign and product offer design strategy, which rewards you with a higher return on investment.

Legitimize our brand: Customers frequently look up information about their favorite brands online. The same information being shared on social media goes a long way in helping customers recognize a brand's services and goods and helps to legitimize it.

If the next count is quite high, your account also seems trustworthy. You can do it by purchasing Instagram followers from reputable websites like [buy like services.com](http://buylike.com).

Twitter: is a blogging platform that allows users to send and read tweets, or messages of 140 characters. In an Internet world that is getting more and more complex, Twitter is a straightforward tracking tool. It has consequently developed into one of the marketing communications tools that help companies reach their target markets and raise brand awareness.

Needs

- **Parts of a Twitter profile:** Your @name, a Twitter corporate identifier, serves as your Twitter handle. This name appears at the end of the URL for your Twitter page and is what users will use to tag you in tweets. It can contain up to 15 characters and should make it simple for customers to find your company. The header image that appears behind your profile photo can be used to draw attention to special offers, happenings, or company news. Unlike your profile picture, this picture ought to be updated frequently. Make your pinned tweet interesting and representative of what is happening with your brand since it is the first

tweet people see when they visit your profile. You have the same flexibility with your pinned tweet as you have with your header image.

- **Twitter terminology:** This will also help for Energita company
 - **@:** As on other social media websites, you use the “at” symbol with a user’s handle to tag or mention them.
 - **# (hashtag):** A hashtag, denoted with the pound sign, is used to index words or phrases on Twitter. When you click on a hashtag, Twitter automatically shows you other tweets with the hashtag. This makes it easy for people to follow topics and events.
 - **Direct messages (DM):** You’ll often hear people refer to direct messages as “DMs.” This option allows you to chat privately with an individual user. If one of your customers or followers has a question.

LinkedIn: This process will help with connecting with people, generate leads, raise brand awareness, business relationships and partnerships, share content, and drive traffic to your website. In terms of Monthly Active Users (MAU), LinkedIn is not the most popular social network. LinkedIn has approximately 310 million monthly active users (MAU), compared to 330 million on Twitter, 2.7 billion on Facebook, and 1 billion on Instagram. The LinkedIn platform connects your brand to many educated, skilled, and influential people with high search intent (when you visit LinkedIn you already have your industry cap on and are actively seeking knowledge). LinkedIn is primarily concerned with the development of business relationships.

LinkedIn is not like other social networks. You gain access to LinkedIn when you use it to market your business. LinkedIn is not like other social networks. You gain access to LinkedIn when you use it to market your business.

Benefits

1) Reach More Customers: The most publicized difference between LinkedIn and other social networks is its audience Pool together all this demographic information, and you’re looking at a businessman or businesswoman. That demographic is not relevant because we are looking for

professional people such as intern students (engineering department or purchase department or maintenance who have an interest in this field but if your core target audience consists of educated professionals with at least some work experience, LinkedIn tends to be your best bet.

2) Narrow our Targeting Through Industry-Specific Variables: advertising success on social media largely depends on how this company can make sure our message reaches our most desirable audience. Targeting opportunities on the channel can be vital.

3) Take Advantage of Unique Advertising Types: if we will be advertising on social media, we will likely be familiar with the most commonly available ad types. Like its competitors, LinkedIn offers marketers the opportunity to leverage

4) Increase Your Conversion Rates: It's a straightforward benefit of LinkedIn advertising for using it in the right way so that we can increase our conversion rates and remove some of the so that audience needs to become a customer.

YouTube: In terms of creating brand awareness, it is important for companies to real-time track the content on social networking tools like Facebook, Twitter, Instagram, etc., and digital media like Google where information flow is very fast and interactive. On one hand, the rapid spreading of proactive content has a high level of impact on creating brand awareness, and on the other hand, it may arise negative consequences as it causes the creation of uncontrolled content. For this reason, it needs to be managed well and controlled continuously. Some Monitoring, controlling, and managing proactive digital content by specialized corporate organizations are very important for the corporate identity of the company

Benefits

Heavy Traffic. YouTube is growing exponentially, more than 5 billion videos are consumed every single day. This is much more traffic than any other platform out there. Even if the company doesn't create many videos for our business, it can still easily reach the customers by advertising company content from some other videos, because YouTube gets 30 million visitors per day

Higher Visibility on Google: This company can take advantage of this by writing high-quality content on your website and creating videos from this content on YouTube. Doing so will create backlinks to your website, which means that your business will be found more often on Google search. By utilizing YouTube marketing, you are also increasing the online authority of your business.

Customized Energita Thumbnail: The creation of custom thumbnails is the simplest way to promote a company's YouTube channel. Consider our title and thumbnail as a one-two punch to pique a viewer's interest. YouTube automatically grabs a screenshot from any given video and uses it as the thumbnail. Unfortunately, the image from Energita company we capture is sometimes a blurry shot of you adjusting the camera or a transition. Making our own thumbnails not only make our videos look more appealing briefly, but it also conveys a sense of professionalism.

Multiple Video Types: Another significant advantage of YouTube marketing is the variety of videos that can be created to promote our brand online. Explainer videos, sales videos, social media videos, presentation videos, and video ads are the most popular types of videos on YouTube.

3.3.4 Methodology

Energita weak point in digital marketing

Energita weak points in digital marketing might be a lack of budget, Lack of employees dedicated to digital marketing, lack of time to carry out strategies, and lack of online collateral like blog posts, social accounts, email contacts, downloadable gated content, etc. These are the weak point for this company because mostly they have a staff related to sales.

Features that Energita wants to engage in the digital marketing

In these features Facebook is the best marketing for Energita technology company limited because this marketing all the facilities are available posts, such as videos, reels, and stories with the help of this we can reach billions of customers with the specific target audience our product is global, and the good thing is Energita is the authorized representative.

Match features of discussed tools according to Energita needs

In my opinion, Energita needs Facebook, Linked In, and YouTube because it's a start-up company they don't have digital tools yet so, in my opinion, Facebook is the first tool which they grow a lot of potential customers.

3.3.5 Results and discussions

| Energita Needs | Facebook Features | Instagram Features | Twitter Features | Linked in Features | You Tube Features |
|-----------------------|--|---|---|-------------------------------------|---|
| Online Marketing | Build brand Loyalty (Online Marketing) | Reels (Online Marketing) | Use hashtags (Online Marketing) | LinkedIn Stories (Online Marketing) | Add channel art (Online Marketing) |
| | Reach Billions of Potential Customers (Online Marketing) | Videos (Online Marketing) | Handle problems through direct messages | Featured Posts (Online Marketing) | Customizing your YouTube profile (Online Marketing) |
| | Target specific audiences (Online Marketing) | Stories and Stickers (Online Marketing) | Use photos, GIFs, and polls. | Polls (Online Marketing) | YouTube Live (Online Marketing) |

| | | | | | |
|--|-----------------------------|--------------------|----------------------|-----------|--|
| | Turn Fan into an email list | IGTV | Advertise on Twitter | Events | Engage with similar content |
| | Reach people on their phone | Instagram QR codes | Do live Tweets | Reactions | Use YouTube Stories (Online Marketing) |
| | 3 | 3 | 1 | 3 | 4 |

Discussion

The reason for this doing mini research is to examine the gap of Energita Technology company limited, Energita needs online marketing, marketing their plan, and Facebook features such as building brand loyalty, Reaching billion of potential customers, and Targeting a specific audience we discuss Instagram such as reels, videos, stories, Lgtv then we focus on LinkedIn which can provide post, events, and reactions for the customers and then YouTube for this media we have to add channels we need to put some attractive profile then we will make some live videos, engage with similar content and YouTube stories these will help to grow smoother and faster.

Chapter 4 Conclusions

In conclusion, my most current experience as a sales and marketing intern at Energita Technology Company Limited was calling customers and entering data into an excel file. Because it takes time to understand the entire process, a three-and-a-half-month internship period was insufficient for me. However, it has proven to be extremely useful in understanding the practical consequences and knowledge exposures. This internship program has assisted me in learning about the dynamics of work culture, and professional and discipline of work in an energy and environment-related field.

This internship taught me the value of relationships such as teamwork, punctuality, public relations, effective communication, and computer skills. These are the fundamental requirements for me to develop as a student and a professional worker. This learning period was extremely beneficial in bridging theoretical knowledge and learning during an academic session in a practical manner, as well as understanding how the real-world working environment.

4.1 Limitation of my Co-Op studies

During my Co-Op studies, I observed the following challenges as a limitation:

- a) Difficulty in collecting the customer's information and what they are trying to explain their things, so I must listen and tell my supervisor.
- b) 16 weeks' time is very limited to get acquainted with this working environment.
- c) This internship reports as a sales and marketing in Energita Technology Company Limited may or may not be useful to others because of different field locations etc.

4.2 Recommendations for the company

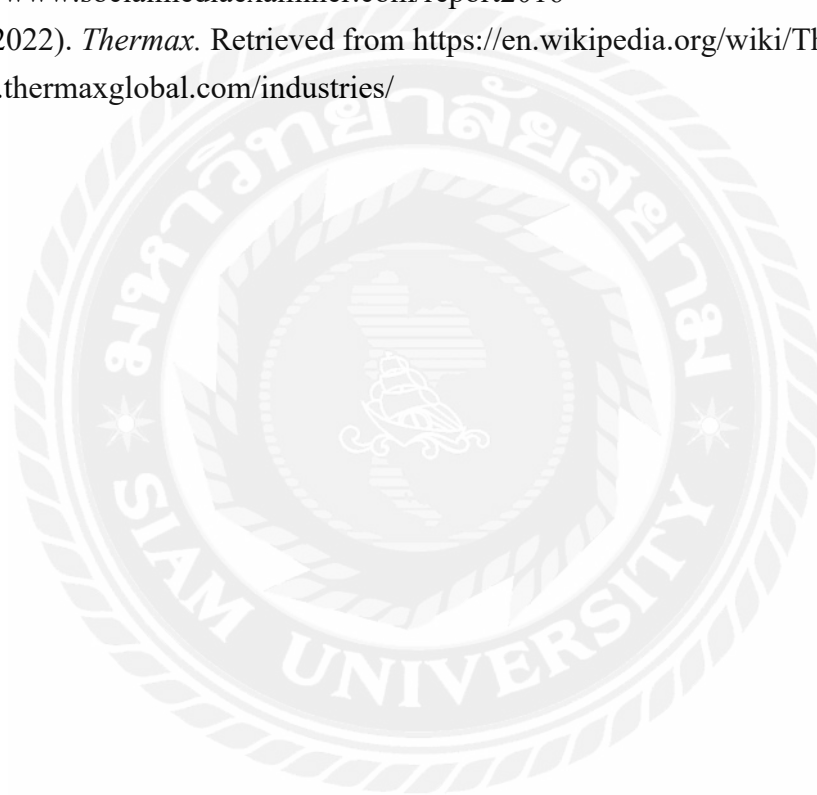
Being a part of this organization with 5 staff includes with the sales coordinator, sales executive, and marketing executive has been a wonderful experience to work with them. I was able to work in a real working platform and now I have basic knowledge of sales and marketing. This is a start-up company so I would like to suggest creating a practical working environment for other interns as well. For me, I would like to recommend establishing digital tools which are

very important nowadays so with the help of this marketing this company can provide more potential customers and more staff will increase. My suggestion is to figure out how can we create social media such as Facebook, Instagram, Linked In, and YouTube. We need a team for this we need to understand what kind of things we can put such as when It comes related to the fieldwork in case the one went to visit for solving their problems so that on the spot take pictures and later we can make some good content and posted in social media.



References

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Appendices



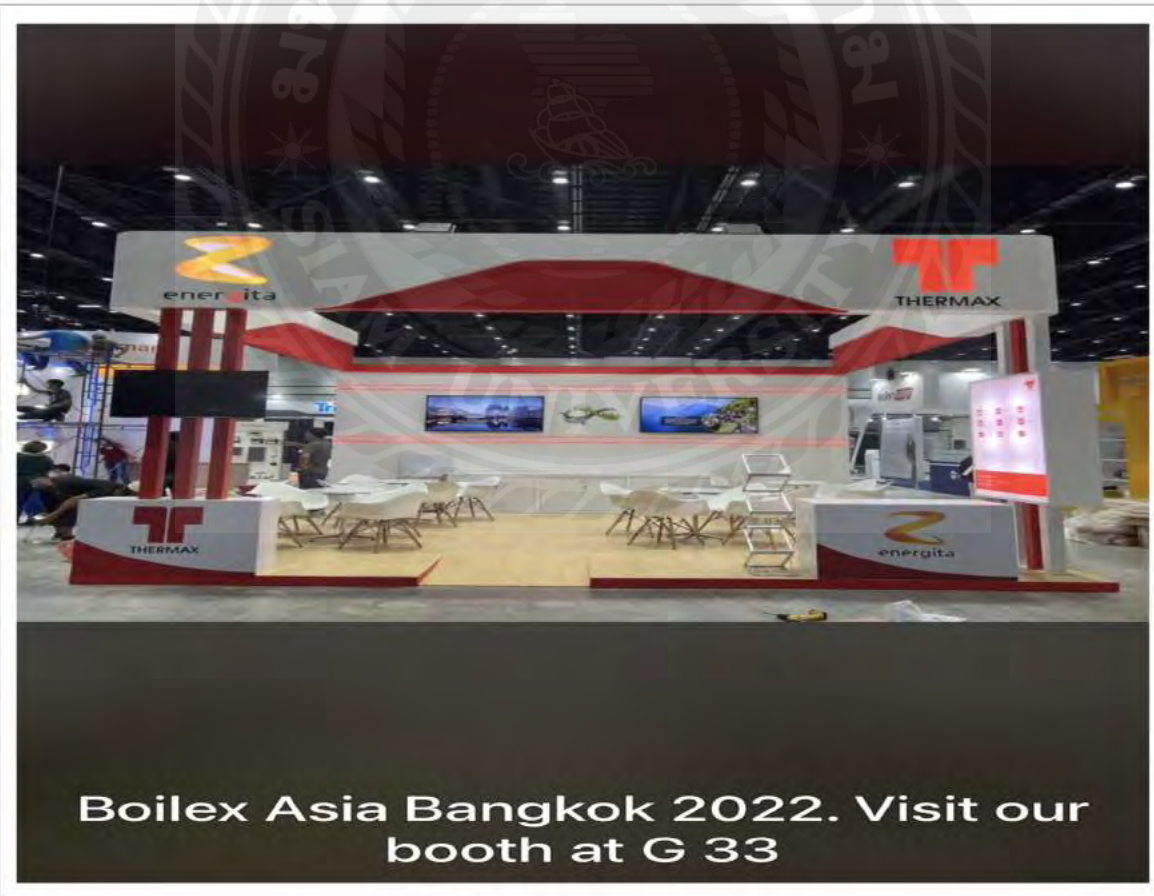
Pic1: Presenting our product to the customers



Pic2: Energita and Thermax team



Pic3:Discuss about industry



Pic4: Boilex Asia Bangkok 2022 Booth



Pic5: Exhibitor looking around what we do



Pic6: Trying to solving their problems



Pic7: Potential Customers with the Thermax team



Pic8: Energita Workers



Pic9: Energita Team



Pic10: Picture with my Boss



Pic11: Bry Air Asia Booth with staff



Pic12: Bry Air Asia booth visiting customers



Pic13: Put Information in the excel sheets of Bry Air Asia



Pic14: Picture with Managing Director of Bry Air Asia Limited



Pic15: Group Image