



# Creating Intelligent Designs for a Changing World

Royal Haskoning Vietnam, part of Royal Haskoning, has been recognized as one of the most prominent leading consultants in construction in Vietnam with a unique track record of successful projects. On the occasion of Dutch Queen's Day and in the framework of trade promotion and Holland branding, Vietnam Economic News' Yen Ngoc spoke with Mr. Andre van Bijsterveld - general director of Royal Haskoning Vietnam (RHV).

◆ *Royal Haskoning Vietnam has managed to hold steady and remain firm to the ground as well as establish several milestones of achievements up to now. What are the critical factors leading to the success of RHV?*

Royal Haskoning Vietnam is part of Royal Haskoning, a leading, independent engineering consultant group from the Netherlands, founded in 1881. We employ more than 4,000 staff worldwide to combine a wide range of knowledge and expertise. Royal Haskoning has been operating in South East Asia for 40 years where we aim to be a truly regional partner for our clients with offices around the globe. We started operating in Vietnam in 1993 in the construction sector. Our main business is to carry out the full scope of consultancy services from concept design to construction management. The fundamental values that underpin the success of RHV up to now are our ability and strong commitment to providing high quality, innovation and a diversified approach to design through our own demand for a fresh and unique approach. Another important factor is our commitment to working enthusiastically with our clients to achieve sustainable solutions in an increasingly complex society. The expertise and experience of our professionals in a variety of disciplines allows us to consider all technical, logistical, legal, organizational, social, environmental and economic aspects of our clients' projects, in order to subsequently develop sustainable and practical solutions. Due attention has been paid to improving staff competency through understanding of consumer demand, business trends, staff upgrading

through training and taking a multi-dimensional approach to problem solving, improving staff qualification and diversifying the ways of approaching the business. With our professionalism, latest technological methods and skills, RHV gains trust and status in achieving projects of national landmark. All of these factors have allowed RHV to become one of the outstanding companies in our industry.

◆ *What has your company done to determine the right direction to overcome difficulties and stand firm in the Vietnamese market in the context of economic recession?*

The year 2008-2009 has blown over with great economic fluctuations and recession that greatly affect the construction industry: many plans and projects were suddenly halted, and some new projects could not start. Many companies were faced with numerous difficulties and challenges, and have also been influenced by fast economic stagnation, slower development of the local market and the global financial crisis and economic downturn. However, at RHV we remain optimistic about our performance because we have a sound long-term strategy. Here in Vietnam, we continue to grow steadily with new projects, new clients, and new businesses. To move ahead of market competition with the best quality of services and products to our clients, RHV continuously analyzes, researches, finds new solutions to issues that arise related to our business. With a professional and dedicated team as well as an effective strategy, RHV has managed to achieve impressive results and

remain strong in the Vietnamese market.

◆ *What are the goals of your company to meet the needs for its sustainable development?*

In order to continue in its growth path and to meet the needs of the company's sustainable development, we have established targets as follows:

At RHV, our aim is to achieve sustainable profitability by attaining and maintaining long-term positions in the top of our core markets. In addition, we pay high attention to the training of our staff to acquire industry knowledge.

For our clients, we always strive for high quality, innovation and diversified designs as well as staying close to the market to understand their requirements.

In addition, we believe in being a good corporate citizen. Our vision is broader than only our intention to increase business; we contribute tax for the society, and want to make valuable contributions to Vietnamese economic growth and the people of Vietnam in general in order to enhance the value of our contribution to the country at large.

So far, the Netherlands has contributed significantly to Vietnam's socioeconomic achievement. Outside of the construction industry, the Netherlands has also provided support to Vietnam in areas such as education and health. Dutch multinational companies such as Royal Haskoning can call upon this heritage of engineering for water services that will support the project and economic development of Vietnam. I am positive that cooperation between Vietnam and the Netherlands will continue to grow and be enhanced. ■