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Analysis of the business environment of the logistics and the construction industry in Vietnam after Covid-19

¹Nguyen Van Hoa, ²Pham Van Thu, ³Nguyen Thanh Dat, ⁴Le Thanh Loan

^{1,2,3}Vietnam Aviation Academy, 104 Nguyen Van Troi, Phu Nhuan district, Ho Chi Minh City, Vietnam

⁴Van Lang University, Vietnam

Corresponding Author: **Nguyen Van Hoa**

Abstract

The Covid-19 pandemic has had an unprecedented impact on the global economy in general and each country in particular. Governments of all countries are implementing policy solutions to overcome the pandemic and recover the economy. Creating a healthy business environment is extremely important and the key solution. The quality of the business environment also plays an important role with foreign investment and the linkage of domestic enterprises with global supply chains. Recognizing the impact of the Covid-19 pandemic on production and business activities, businesses in all fields and industries are looking for solutions to overcome and recover the economy after the pandemic. In it, we will mention two groups of industries

that are considered to have explosive growth opportunities after the pandemic in Vietnam, namely the Logistics industry and the Construction industry. In the context that Vietnam's economy is gradually adapting to the "new normal", how has the business environment of the logistics industry and the construction industry in Vietnam in the post-Covid era changed to adapt to the situation? Vietnamese and global economy. The content of the topic is to provide information related to the business environment, the realities of the Logistics and Construction industries, the industry's impacts on employees, thereby offering some measures to promote the develop.

Keywords: Logistics Industry, Construction Date, Business Environment, Covid-19

1. Overview of Logistics and Construction Industry

1.1 Understanding of Logistics and Construction Industry

1.1.1 Concept

1.1.1.1 Logistics industry concept

The term "Logistics" is derived from the Ancient Greek word, meaning computational skill. Logistics is an intermediary stage to bring goods (products or services) to consumers as quickly as possible. Including import and export freight activities, fleet management, warehousing, raw materials, order fulfillment, inventory management, supply and demand planning.

In the chain of activities of Logistics services, transportation is the main business activity, so sometimes there are some notions that Logistics is an activity of transporting goods, a type of multi-modal transport.

According to the document of the United Nations, Logistics is the activity of managing the movement of materials and goods through the stages of storage and production of products to consumers at the request of customers.

From the perspective of the WTO, Logistics is defined as the service supply chain, which includes the planning, implementation and control of the movement and storage of goods, services and related information from the point of production to the place of production. consumption to meet customer requirements. Traditional logistics services include transportation, warehousing, forwarding, third-party value-added services (such as working according to customer requirements).

Logistics is increasingly widely applied in many areas of economic life on a global scale in order to solve the problem of economic efficiency when human needs are increasing, but resources and materials serve the needs of customers. limited production. Therefore, Logistics services have been developing strongly to serve business activities. However, it should be noted that the definition in the Commercial Law 2005 is open-ended, that is, "or other services related to goods". Accordingly, in addition to the services listed in the law, other services related to goods may also belong to the logistics service business.

1.1.1.2 Construction industry concept

Construction is a design and construction process that creates infrastructure or civil works, industrial works. The construction industry is a field that includes all activities related to engineering design and construction of infrastructure. Unlike other manufacturing sectors. The construction industry often targets products at locations for each specific customer. It can be an individual, a household, an organization or the whole community.

According to the purpose of use and target customers. When analyzing what is the construction industry. We can classify them into the following groups:

- Building houses of all kinds : Including groups of houses: independent houses, condominiums, high-rise buildings, etc. And groups of non-residential houses: hospitals, schools, restaurants, garages, warehouses, public buildings.
- Construction of civil engineering works : Including road construction activities: highways, asphalt roads, railways, runways, etc. And public works activities: telecommunications networks, pipelines, plumbing system, irrigation system, etc.
- Specialized construction activities : A group of works that meet separate uses. For example, construction activities, installation of electrical grids, electric lights, tiling, decoration, pile driving, etc.

1.1.2 Characteristics

1.1.2.1 Characteristics of the logistics industry

First, the subject of the logistics service relationship consists of two parties: the logistics service provider and the customer.

- Service providers must be traders and have business registration to perform logistics services. Business registration procedures are carried out in accordance with the single act, depending on the legal form of the trader. The proof of business registration is that this trader has been granted a business registration certificate by the business registration agency, clearly stating that the business line is Logistics services.
- For customers who have goods to send or receive and need to use forwarding services. The customer can be a carrier or it can even be another logistics service provider. As such, the customer can be a trader or a non-trader; may or may not be the owner of the goods.

Second, about the content of Logistics services. The job content of Logistics services is very diverse and rich, including a chain of services from supply, production, distribution and consumption. Logistics services include the following jobs:

- Receiving goods from the sender to organize the transportation: packing, marking, transporting the goods from the sender's warehouse to the port, pier, bus station and other delivery location as agreed between the carrier transfer with the carrier.
- Carrying out necessary procedures and documents (customs procedures, bills of lading, carrying out procedures for storing goods, carrying out procedures for receiving goods, ...) to send goods or receive goods transported to the destination. .
- Deliver the goods to the carrier, load the goods on the means of transport according to regulations, receive the goods being transported.

- Organize the receipt, storage, storage, preservation of goods or deliver the goods transported to the person having the right to receive the goods.

Third, Logistics service is a type of service operation. Logistics service traders are paid wages and other expenses by customers from providing services.

Fourth, Logistics services are performed under the name of the contract basis. Logistics service contract is an agreement whereby one party (service provider) is obliged to perform or organize the performance of one or several services related to the circulation of goods, while the other party (client) is obligated to pay the service fee. Logistics service contract is a bilateral contract, consent contract, compensatory nature.

1.1.2.2 Features of the construction industry

Although considered as an industry with separate activities. In fact, the construction industry requires a combination of many factors such as:

- The project management unit is responsible for overall management.
- Construction contractor.
- Project design consultant.
- Construction engineers.
- Architect.
- Technical supervision consultant.

These are factors that play an indispensable role in any construction project. To ensure smoothness and success, activities in the construction industry always require an effective plan. In which, including standard design as well as appropriate, effective and safe construction with the use requirements of the work and the budget set out in the estimate.

Some key characteristics of the construction industry

- Construction products are large-scale construction sites, architectures, so the organization, implementation, management and pricing of construction and installation products of investment capital contributors as well as the bank accounting Construction books of construction contractors are complicated.
- Construction products are fixed at the place of production, while the production conditions (motorcycles, equipment, etc.) must be moved according to the place where the products are placed. This feature makes the management and use of assets and materials very complicated due to the influence of natural conditions, weather and easy loss, damage...
- The production and installation process must be compared with the estimate, taking the estimate as a basis, and at the same time, to reduce the unfortunate risk, must buy insurance for the construction site.
- Construction products are sold at the estimated price or the price agreed upon in cooperation with the investment capital contributor through the construction contract after bidding. The product & commodity nature of the construction product pattern is particularly important, since the product & commodity exchange takes place before the product type is born.
- Construction products from the time of public opening until the completion of the construction site are handed over and put into use are often long-term. It depends on

- the scale and technical complexity of each project area.
- The construction process is divided into many processes, each process is divided into many different jobs, the jobs usually take place outdoors, under the great influence of natural environmental factors such as rain, sun, flood.
 - When compared to other industries, the technology applied in the construction industry is still very outdated with many jobs still being done manually.

1.2 The role of logistics and construction industry in Vietnam's economy

1.2.1 Logistics role

In international economic activities, Logistics is a tool to link activities in the global value chain, ensuring high efficiency in production and business activities. Logistics development contributes to the expansion of international business markets. The logistics system acts as a bridge to bring goods to new markets according to the requirements of time and place. As a result, business and manufacturers can dominate the market for their products, and at the same time, the international business market is also expanded and developed. On the other hand, international transactions need to use a lot of cumbersome documents and certifications, which are costly. Therefore, the development of Logistics will create a revolution in transportation and services, at the same time, costs and documents in the process of transporting goods will also be reduced, countries will be closer to each other. in production and circulation.

For the national economy, Logistics is an important component contributing to GDP, it affects the devaluation of the currency, bank interest rates, labor productivity, energy prices and other sectors of the economy. economy. Currently, in developed countries such as Japan and the US, logistics costs account for 10-13% of GDP; For developing countries, it is about 15% - 20% of GDP, Vietnam is 25% of GDP, for less developed countries this rate can be more than 30% of GDP. It can be seen that Logistics costs account for a significant amount of the economy, it affects and is affected by other economic activities.

Once Logistics is developed, it will reduce costs, ensure time and quality for other economic activities. As for businesses, Logistics services help effectively solve the input and output factors of the business by optimizing the transportation of raw materials, goods and services...; improve management efficiency, reduce costs during the production and distribution of goods, increase the competitiveness of enterprises, and at the same time create advantages in terms of time, location, distribution and consumption of products in poor conditions. consumption and supply markets are increasingly geographically distant from the current trend of globalization. In addition, logistics services also help businesses transport goods and provide services to customers efficiently and quickly. Building optimal solutions for storage, transportation, purchasing and developing a modern information system will be a good condition to bring goods to customers in the shortest time. Finally, the development of an efficient Logistics system creates a competitive advantage for manufacturing and trading companies by selling goods at a lower cost, the company's reputation is also strengthened through providing provide better and more comprehensive service to customers.

1.2.2 Construction role

The construction industry plays an important role in the national economic system, forming the fixed assets of the economy, especially in terms of infrastructure, factories, factories, schools, etc. change the face of the country.

The construction industry makes a great contribution to the growth of the national economy: The construction industry is one of the industries that plays the role of the backbone of the economy and directly forms the real estate system for the international economy. people. For a country, construction is the backbone industry, in each country the strong development of the construction industry will create good conditions for equipping the nation's material and technical foundations, creating a premise for the development of other industries. other economy in the economy.

The construction industry has a great influence on the development of many sectors in the economy. Construction companies use input products from many other industries that act as suppliers such as iron and steel, cement, brick, furniture, paint, etc. The development of the construction industry will create demand leading to the development of many related economic sectors.

The development of the construction industry is also an important premise to solve social security problems because it is an important factor in forming housing products for the community. The social housing development program for low-income people plays a particularly important role in implementing social security and ensuring housing for people in each country.

The products of the construction industry have great value, long construction time, account for a high proportion in the international economy, so in most countries, the construction industry employs a large labor force in the world. labor market. The construction industry also attracts a large amount of capital in the economy, greatly affecting the operation of the financial market in the national economy. The development of the construction industry is associated with the development of the real estate market and supporting industries.

The construction industry plays a decisive role in determining the size and technical level of the country and society in the current industrialization and modernization of the country. Therefore, the construction engineering industry is an industry that requires an increasing demand for human resources and quality of human resources to meet the job needs and labor needs of society.

2. Business Environment of Logistics and Construction Industry in Vietnam After Covid-19

2.1 The general situation of the business environment of the logistics industry and the construction industry in Vietnam after Covid-19

2.1.1 Impact of the Covid-19 pandemic on the logistics and construction industry

2.1.1.1 Logistics industry

The outbreak and prolonged Covid pandemic has seriously affected daily life as well as the global economy in general, and in Vietnam in particular. The pandemic has put heavy pressure on production capabilities and product supply chains, but it is also the pandemic that has opened up a new direction for the logistics industry to develop rapidly in the past 2 years.

Shipping costs soar

This is a big challenge for the logistics industry, usually transportation costs will account for about 30% of the total costs. However, during the epidemic period, the supply chain was broken, causing the prices of many products and services, especially the high fuel price, which significantly increased transportation costs.

There is a serious shortage of labor force

Human resources are always a problem in the manufacturing industry, especially with logistics. After the pandemic, the number of employees leaving the city to return to their hometowns caused many businesses to suffer because of the shortage of labor, the lack of personnel in parallel with the growing logistics industry, making this situation even more difficult. ever. By 2030, the logistics industry has to find about 1 million employees to meet the needs of nearly 110 million people in Vietnam (according to a report by PwC).

Lack of warehouses and distribution centers

The covid-19 pandemic has changed consumers' habits to online, requiring businesses to quickly adapt to the new situation and switch to a direct production and business model. Businesses that can weather the Covid-19 storm are those that have innovative strategies in the storage and distribution of goods.

Geographical risk

The pandemic presents many difficulties but also an opportunity to reassess position in the supply chain. At the beginning of the pandemic, a number of businesses in China closed production, causing US fashion and electronics retailers to face 10-week delays. Countries began to look for new supplies, Vietnam was one of the selected countries.

2.1.1.2 Construction industry

It is undeniable that the construction industry has been significantly disrupted in recent times. However, the crises brought by Covid-19 have created unprecedented changes, with high speed and creativity, contributing to accelerating the (previously slow) digital transformation of the industry. build. In the future, these five trends will be hot topics in the post-Covid-19 construction industry market.

From the perspective of a manager in the construction industry, and also an enterprise that has exported millions of products to the international market for nearly 30 years, Mr. Dinh Hong Ky assessed: After the Covid-19 epidemic, the construction industry market The construction industry has many dark areas, even the US and Chinese markets are falling into a serious recession, directly affecting the Vietnamese market, as well as the global construction market. Specifically, in Vietnam, cash flows and construction projects also declined and stagnate quite a lot.

Hybrid business model

As a result of the COVID -19 pandemic, many design firms are transitioning to a hybrid business model by offering their employees flexibility between working in the office and working remotely. This flexibility is also a comfort to business owners because even in the future, projects and tasks can still be completed while and at the same time meeting the quality of information that is not expected. customers expect.

Digital communication

The construction industry's dependence on technology has never been so great in times like today. The ability to efficiently share design data in both 2D & 3D is the lifeblood of every project, but to do this at a time when

human interaction is reduced, the quality of the data we generate and the digital tools we use to communicate are extremely important. Teleworking is now seen as an essential requirement across the AEC industry, underscoring how digital communication methods will later become the foundation for the entire industry. As a result, the need to digitally link design software with the entire project team becomes even more important.

Data Management

Now that digital processes are increasingly adopted, more data needs to be considered throughout the design and construction process. From performing cost studies on projects, verifying buildability during construction, or determining a building's facilities management requirements, the amount of data generated has grown. increased significantly. In addition, many companies are embracing advances in data-driven technologies, such as digital twin and the use of artificial intelligence. This therefore raises questions about how efficiently we can process large datasets using the available computing power.

Cloud technology

Of course, the foundation of the shift to digitization and remote working is the adoption of cloud technology. Cloud technology is the most practical way to handle extremely large data sets. It's not just about storing data, but also about how it is processed-certain tasks can be made more efficient using cloud technology. Access to the cloud enables flexible sharing of data anytime, anywhere, which is extremely valuable for project teams in many different places, especially in today's conditions. Of course, some customers may be concerned about using cloud technology. In this industry, however, we must learn to embrace it, as this will be the only realistic way we can handle a digital world.

Off-site production

Maintaining social distancing rules in construction presents significant challenges, and as a result, the benefits of pre-production processes (especially in the prefabricated market) become more apparent than ever. over. Off-site manufacturing allows for a controlled continuity of construction by reducing on-site operations, resulting in efficient handovers while adhering to social distancing guidelines.

2.1.2 Actual situation of infrastructure in Logistics and construction industry

Along with the rapid development of e-commerce, the habits of consumers have been changing, the buying and selling transaction method has shifted from traditional to online. Besides, the economy opens up and integrates more deeply with more than 500 billion USD of import and export per year; The scale of freight transport by road, sea, air and rail are all very large. This is a fertile ground for startups in the field of Logistics to find opportunities. However, it is also necessary to have an overview of the current status of the logistics infrastructure.

Logistics plays an important role for export growth

In the period of 2016 - 2020, the transport infrastructure system has been invested and developed rapidly; Many large and modern projects have been put into operation. The focus on investment and development of transport infrastructure with focus has contributed to the rational restructuring of the transport sector, ensuring the harmonious connection of modes of transport, and promoting the strengths of each type of transport. methods, reduce costs, improve efficiency and

quality of transport services, thereby improving the competitiveness of the economy.

- *Regarding roads:* Road infrastructure has many breakthroughs compared to many other fields, plays a major role in regional and international connectivity, has completed construction investment in the period 2011 - 2020 about 1,074 km of expressway, bringing the total length of the expressway in operation to 1,163 km. The national highway network reaches 24,598 km, the main national highways are put into technical grade, replacing weak bridges and synchronous loading, the ratio of asphalt pavement is raised to 64%.
- *Regarding the expressway:* The Northern region completes the radial routes to Hanoi capital; coastal highway connecting Hai Phong - Ha Long - Van Don. The southern region has completed 2 highways Ho Chi Minh City - Long Thanh - Dau Giay connecting the Southeast and the North, and is continuing to deploy 2 routes Ben Luc - Long Thanh, Trung Luong - My Thuan. The Central region has completed 2 routes Da Nang - Quang Ngai, Lien Khuong - Da Lat.
- *About railway:* The railway sector has made great efforts, maintaining the state of infrastructure to improve safety and shorten train running time. The allocation of investment resources for railway infrastructure is still limited, but initially, the railway infrastructure system has been interested in investing, renovating and upgrading. Currently, 04 projects are being implemented to renovate and upgrade railway works on the North-South railway line.
- *Regarding inland waterways:* The capacity of inland waterway infrastructure is enhanced by focusing on investing in renovating a number of routes in the Northern and Mekong Delta regions, and at the same time introducing to use a number of large and modern estuaries, canals and locks, and a number of container terminals in combination with dry docks in the South and the North. However, the exploitation of the river to bring goods to and from the seaport needs more attention.
- *sea:* The seaport system is invested synchronously with the throughput capacity of about 570 million tons/year. The two international gateway ports Cai Mep and Lach Huyen have been able to receive large vessels from 130,000 tons to 200,000 DWT going directly to the West coast of the US, Canada and Europe; step by step develop a system of inland ports to effectively support the exploitation of seaports and develop logistics services.
- *air:* Important airports have been upgraded including Noi Bai, Tan Son Nhat, Da Nang and newly built including Phu Quoc and Van Don, bringing the total capacity of the airport network to about 90 million passengers. /year. Modern flight management technology ensures safety and increases the efficiency of airport infrastructure exploitation.

In 2020, 21 works and projects were promptly completed and put into operation, completed procedures and implemented 19 new projects. The number of logistics centers, distribution centers, inland ports, and bonded warehouses has also increased in number and upgraded in technology.

- *About Logistics Centers:* According to preliminary reports of 45/63 provinces and cities, the whole country

has a total of 69 Logistics centers of large and medium scale, concentratedly distributed in a number of industrial parks, with an orientation towards the year. 2030 is being deployed by provinces and cities, calling for investment and construction (Hanoi, Hai Phong, Vinh Phuc, Ha Tinh, Thua Thien - Hue, Da Nang, Dak Nong, Tay Ninh, Soc Trang, Thanh Ho Chi Minh City, Can Tho).

In 2020, there will be a transition from a traditional logistics center to a new generation logistics center, applying 4.0 technology. With the sharp increase in the number of e-commerce enterprises, along with the demand for renting space for storage, classification of goods, order fulfillment..., many enterprises have grasped the trend and built and invest in a warehouse system, a Logistics center with the function of providing transportation services, completing orders, distributing... in a professional, modern and high-quality direction. In which, two typical models of Logistics centers in terms of technology application are: Logistics center and international inland port applying artificial intelligence (AI) and connecting technology 4.0; and logistics center serving agriculture.

According to the statistics of the General Statistics Office in 2018, Vietnam has 29,694 enterprises that have registered to operate Logistics services. As of September 30, 2021, the Vietnam Logistics Association (VLA) has 515 members, of which 428 are official members and 87 are associated with 58 members who are FDI enterprises.

More than 80% of members are small and medium-sized enterprises, some members such as: Transimex, Gemadept, Sotrans, Saigon Newport are large logistics service enterprises, providing 3PL services, able to compete with other enterprises. are operating in Vietnam and have branches or representatives in foreign markets. 46/63 Vietnam's logistics service businesses have been licensed by the US Maritime Administration (FMC) and have Bond providing sea freight services to and from the US as a member. VLA, effectively serving the development of trade between Vietnam and the United States. Vietnam ranks first among ASEAN countries in the number of FMC licensed Logistics service providers, followed by Singapore 53, Malaysia 15, Philippines 13 and Indonesia 12.

With the attention of the Party, the Government and the efforts of the Logistics business community, in the period of 2016-2020, Vietnam's logistics service industry has made rapid development steps, initially meeting the requirements of the customers. international and domestic customers. In particular, in the context of being affected by the Covid-19 pandemic from the beginning of 2020, Vietnam's logistics service industry has shown an important role in contributing to the implementation of new generation FTAs.

Export turnover of goods in October 2021, the domestic economic sector reached 6.89 billion USD, down 1.8%; FDI sector (including crude oil) reached 20.41 billion USD, up 2%. In general, the export turnover of goods in 10 months, the domestic economic sector reached 69.77 billion USD, up 7.7%, accounting for 26% of the total export turnover; the foreign-invested sector (including crude oil) reached \$198.16 billion, up 20.1%, accounting for 74%. The whole country has 31 items with export turnover of over 1 billion USD (accounting for 92.4% of total export turnover), of which 6 items are exported over 10 billion USD (accounting for 63%). Regarding the structure of export groups, the group of fuels and minerals was estimated at 3.03 billion

USD, up 16.6% over the same period last year. The group of processed industrial products was estimated at US\$238.81 billion, up 17.3%. The group of agricultural and forestry products reached 19.2 billion USD, up 15.1%.

According to the Report "Competitive Assessment of the Organization for Economic Cooperation and Development (OECD): Logistics industry in Vietnam" in 2019: Vietnam's logistics industry achieves an average growth rate of 12% - 14%/year., contributing to GDP from 4% - 5% and an average of 10 ASEAN countries, the Logistics industry contributes to GDP on average 5% in ASEAN member countries, receives 5% of jobs in ASEAN, the outsourcing rate is about 60 % - 70%, Logistic costs are equivalent to 16.8% of GDP.

2.2 Challenges to face

2.2.1 Logistics

With a scale of 20-22 billion USD/year, accounting for 20.9% of the GDP of the whole country, according to some statistics, there are now more than 1000 enterprises providing logistics services in the country, along with the number of employees up to About 1.5 million, in recent years, the logistics service industry is playing an important role in the process of economic integration and development in Vietnam.

After many years of Vietnam's accession to the WTO, Vietnam's logistics service market has had a positive change with the number of enterprises operating in the industry growing rapidly and having a high growth rate. If we look at the speed of trade development in our country, which is also the development goal of the logistics service industry, we will see that import and export turnover has increased by 1.86 times, the domestic retail market has increased by an average of 20 times. - 25%/year and as a result, the logistics service industry also increases by 20-25%/year.

Labor: The labor market of Vietnam's logistics industry is quite abundant, but that is for state-owned enterprises that are being equitized. In fact, in small and medium-sized enterprises, human resources can only meet about 40 % of the industry's demand, the proportion of well-trained human resources in Logistics is still quite low, only 5-7%.

About enterprises: Currently, large enterprises are dominating the market a lot, small enterprises do not have a foothold in the market. Besides, according to statistics, Vietnamese logistics companies only operate within the domestic market or a few countries in the region, and mainly act as agents or undertake each stage for international logistics enterprises., losing in the "home field" for the field that is considered the "infrastructure" service industry of the national economy.

Infrastructure: Facilities are not yet equipped with the best tools and means to transport goods. Cargo is still often congested a lot and there is still no way to handle it satisfactorily and thoroughly.

At the same time, along with challenges are development opportunities of Vietnam's logistics industry. Currently, Vietnam's logistics industry has begun to approach the broader logistics market with trade incentives to promote product and service consumption . Besides, the terrain of our country is very suitable to promote the geographical - political advantages in the development of logistics infrastructure such as the development of deep-water ports, international airports, the trans-Asian railway system, centers Logistics center; The integration of international

logistics also creates opportunities for Vietnam to develop partnerships, expand export markets, and contribute to economic restructuring and growth model innovation.

The outbreak of the Covid-19 pandemic has caused serious damage to all aspects from economy, culture, tourism to human life globally. In particular, the pandemic has put heavy pressure on the production capacity as well as the global supply chain or the logistics service industry. The entire chain of the Logistic industry has been heavily affected by the pandemic, all activities are delayed and the epidemic itself also creates constant challenges for the industry from now and in the future.

The supply chain has been turned upside down and broken due to the pandemic, but the activities of the Logistics industry - the core of the supply chain are also inevitably affected. For the world in general, transport services such as road transport, rail transport or air transport suffered the most. Will ocean shipping be slightly affected by the maintenance of freight rates, despite a decrease in transportation requirements and procedural difficulties due to the pandemic (when testing documents, health and safety certifications, etc.) ... recently passed).

There are many businesses that have gone bankrupt, or are falling into bankruptcy, leaving the labor market of the logistics industry because of the heavy consequences that Covid-19 has brought. The bankruptcy of enterprises also leads to affected labor resources, many people become unemployed, many workers lose their jobs, making their already difficult lives and families even more difficult.

2.2.2 Construction industry

The passing of the Covid pandemic has left many difficulties affecting the construction industry. Enterprises have to deal with fluctuations in the price of construction materials, limited financial investment from consumption sources, labor shortage, competition in the same industry along with the impact of the economic downturn, high inflation rate, etc. interruption of domestic and foreign supply chains, etc. The situation of continuous arrears and prolonged debt greatly affects the cash flow and legitimate interests of enterprises, affects the status of paying employees' insurance, paying state taxes causes social consequences and is depleting the competitiveness of Vietnamese construction enterprises. In that context, construction enterprises are still trying their best to adapt to new conditions and improve competitiveness to accelerate in a short time.

Construction enterprises have prioritized the use of new technologies, ensuring supply sources to help reduce waste, and promote sustainable consumption and production models. To be able to build a strong brand, enterprises must simultaneously develop 7 factors: product, innovation, working environment, social responsibility, governance capacity, leadership ability and business results. . Enterprises have embraced technology to keep their businesses afloat during times of disruption and effectively address a number of issues such as safety, productivity and labor shortages. Large enterprises in the industry have also been applying the green construction model according to strict standards, saving fuel, operating closed and circular stages to create competitive advantages as well as value for customers. customers in particular and for society in general. Strategies to be implemented in the short and medium term such as strengthening financial management,

risk management, job security, income and employee benefits, strengthening investment cooperation, to step up investment and develop technology applications, strengthen training, improve the quality of human resources to adapt to the digital age, increase capital mobilization, and build a strong financial source.

3. Measures to Promote the Development of Logistics and Construction Industry in Vietnam After Covid-19

3.1 Using smart warehouse system

The use of smart warehouses will help solve the cost problem. The application of warehouse digitization, AI applications or automation in the warehouse's operating processes supports the quick and timely import and export of goods.

Moreover, the data information system is stored in real time, serving analysis, comparison and future planning to help the activities take place as desired.

3.2 Using technology to classify products and stack goods

3.2.1 Logistics industry

The Covid-19 pandemic has caused the demand for online shopping to explode. The trend of online shopping has appeared in all products, all values, all forms and across all consumer groups. That creates the non-stop development of Logistics businesses, making them more competitive for market share. The battle for market share is fiercer, they race by constantly applying science, technology and automation to the supply chain. One of those technologies is "**Product classification and selection system**".

▪ **Pop-up-storter parcel sorting system (IT – SS – PU)**

This is a system that uses pop-up modules to classify goods. When operating, information from the Barcode pile head system will be transferred to the operating system to order the pop-up cluster. The software system, controller, PLC and sever computer give the order of classification accurately to optimal.

This system is especially suitable for enterprises with medium output and low total initial investment.

▪ **Vertical Crossbelt Classification System (IT – SS – VCB)**

The crossbelt is a specialized and effective module used in goods classification . The crossbelt vehicle allows for vertical transport of goods and side-to-side exportation of goods horizontally exactly where the operating system dictates it.

The Vertical Crossbelt classification system is a series of Crossbelt vehicles arranged in a vertical circulation. This is the optimal solution for warehouses that have a small area but require handling large volumes of goods.

The system can process and sort up to 10,000 products an hour with an error of only 0.01%.

▪ **Classification System HORIZONTAL CROSSBELT (IT – SS – CB)**

This is the most optimal classification system currently using the Crossbelt chain in a closed loop arranged horizontally in the factory.

With the horizontal layout for pheps the system does not miss any of the Crossbelt's idle journey.

The Horizontal Crossbelt Sorting System is the preminent tool and solution for warehouses that have large horizontal areas and require huge cargo handling (up to 25,000 products/1 hour) with amazingly low tolerances (only 0.01%).

3.2.2 Construction industry

The application of new technology to modern construction is considered an inevitable trend of the construction industry in particular and all areas of life in general. As a result, we improve labor productivity and production efficiency. At the same time, it is also the optimal solution to help contractors accelerate progress, save costs and improve project quality.

▪ **New concrete technology.**

Concrete injection technology is a new technology that combines wastewater treatment and wet concrete processes, using compressed air and spray blasting to transport cement to the nozzle and water to create a dense mixture. separate.

Concrete spraying is convenient, easy to use, cost-effective and quality guaranteed.

▪ **3D printing technology**

Construction 3D printing refers to different industries that use 3D printing as the core method for making buildings or building components 3D printing in construction has 2 ways of working: whole building into a block and print each part then assemble.

- Printing the whole block with a giant 3D printer: This is a rather complicated printing method because to print a large house it is necessary to have a printer that covers the whole house. In return, the house will be very solid because it is a complete block, no joints are needed, and it saves assembly personnel.

- 3D printing of assembled components: This method is popular because it does not require a large 3D printer. Although it is a bit time consuming, it can be mass produced and is flexible.

The advantage of this new 3D printing technology is the high accuracy of construction work. 3D printing can clarify complex details and reduce construction waste, saving costs, requiring less labor and diverse materials.

3.3 Cooperation for development

3.3.1 Logistics

Because most of Vietnam's logistics enterprises are small and medium-sized, the need to cooperate with foreign logistics enterprises is very large. Currently, some localities such as An Giang, Ba Ria - Vung Tau, Bac Ninh, Cao Bang, Da Nang, Dong Thap, Ha Tinh, Hau Giang, Kien Giang, Nghe An, Tien Giang, Quang Ninh, ... focus on deploying, calling for investment attraction in Grade I, Grade II Logistics centers and specialized logistics centers. There are many models for cooperation and development such as mergers and acquisitions, cooperation in third countries to increase the scale of service, acting as each other's agents, cooperation with shipping lines, airlines...

Promote international cooperation in the field of Logistics. Continue to expand the connection of logistics infrastructure with countries in ASEAN, Northeast Asia and other regions in the world to promote the effects of multimodal transport, cross-border transport and transit. Construction of traffic works, warehouses, logistics centers on routes and corridors connecting Vietnam's ports with Laos, Cambodia, Thailand and South China.

In addition, Logistics Vietnam also promotes into European markets. Especially the cooperation between Logistics enterprises of the two countries Vietnam - The Netherlands. Mr. Pham Viet Anh once emphasized: "Currently, many Dutch enterprises are interested in the Vietnamese market and want to find opportunities to cooperate with Vietnam in many fields, including Logistics. And the Netherlands is

also a potential partner for Vietnamese enterprises to learn and exploit experience in logistics infrastructure planning and management.”

Mr. Dao Trong Khoa encouraged Dutch logistics enterprises to invest in infrastructure development in Vietnam, especially in logistics centers. On the other hand, Mr. Khoa also said that logistics development in agriculture, green logistics for seaports are areas in which Dutch enterprises are very strong. Therefore, this is a good opportunity for Vietnamese businesses to learn.

Promote the development of multimodal transport, cross-border transport, especially for goods in transit. Forming overseas logistics centers as bridgeheads, gathering and distributing Vietnamese goods to international markets. Strengthen linkages with associations and logistics service enterprises in ASEAN and in the world. Mobilizing investment to build logistics centers to promote import and export of Vietnamese goods to the global market, in order to form overseas logistics centers to act as bridgeheads, gather and distribute Vietnamese goods to international markets...

In order to successfully attract foreign markets, state management agencies have shared data links, but it is necessary to strengthen the sharing between state management agencies and businesses. In particular, if possible, the State needs to create a platform in some areas to link elements in the supply chain. “It is necessary to create a link between elements in the supply chain, such as: customs, ports, trucking companies, shipping lines, etc. to help reduce delivery times faster. At that time, it would be a huge amount for each container to save 30 minutes”, Mr. Thanh suggested further and suggested that the management agency should consider Logistics as a supporting industry to have appropriate support policies., such as allowing enterprises to process, pack and label goods at bonded warehouses.

In order to attract FDI into Vietnam's logistics industry, Mr. Kim Sam Mo said that it is necessary to loosen the ratio of investment capital in Logistics to foreign investment capital so as not to constrain FDI in Vietnam Logistics.

Standardization of logistics infrastructure is an urgent issue for businesses. For example, the costs incurred at Hai Phong port such as loading and unloading surcharges for all international ships are not uniformly applied. Or different shipping companies and ports are charged different rates. It is this inconsistency that affects the company's financial plans for logistics costs. This leads businesses to hesitate for future logistics activities. Therefore, Mr. Kim Sam Mo suggested that Vietnam needs to standardize logistics infrastructure services by applying standardized freight rates and unifying the toll collection system.

In addition, Vietnam needs to form an electronic data exchange system. In which the logistics related parties such as transport companies, warehouses, customs ... are connected through a single electronic system, the receipt and processing of operations will save a lot of time.

3.3.2 Construction

Compensating for the serious shortage of architecture and infrastructure works for too long are thousands of modern projects built at breakneck speed by a lot of international contractors whose partners are internal contractors. The Vietnamese construction industry in general and Hoa Binh Construction Group in particular have learned from experts and leading contractors in the world from all continents

including Asia, Europe, America, and Australia. It is indeed a very valuable opportunity that we do not find in other countries. From the role of a subcontractor to a joint venture partner, Vietnamese construction companies have been very successful as general contractors for many large-scale projects with high technical requirements. The construction industry in a short time has created an outstanding competitiveness.

Developing the construction industry abroad certain supply chains of related products and services such as production of building materials, interior and exterior equipment, construction design, real estate investment, service Financial services, banking, insurance, transportation, will develop and expand more markets through exporting construction services. Construction general contractor services, on the other hand, will enhance competitive advantages when the supply chains develop, creating a strong cohesion and resonance of the construction industry and supply chains.

Developing construction into foreign markets is also an effective way to improve the competitiveness of Vietnam's construction industry, ensuring that we always have the opportunity to absorb and timely integrate the best of both worlds. world. This is an important strategic factor that helps us stay strong enough to protect the domestic market. We still remember it as if it happened just yesterday: large-scale projects requiring high technical skills - high art such as high-rise buildings, cable-stayed bridges, tunnels, international airport terminals several years formerly the market of foreign contractors. If now, our construction enterprises are not active and actively go out to learn to always make progress with the world, the situation of "Superstar projects criticizing domestic contractors" may repeat in the future.

Developing construction to foreign markets also helps to provide more stable jobs for the labor force in the construction industry when the domestic market is volatile or saturated.

The Ministry of Construction has been proactive, active and made great efforts in institutional improvement, creating a solid and favorable legal basis for the industry's international economic cooperation activities: Actively expanding the scope of contracts. bilateral and multilateral cooperation in the direction of improving cooperation efficiency, focusing on important fields of State management of the construction industry; evaluate and implement international treaties on behalf of the Government and international agreements signed on behalf of the Ministry with partners; enhance professionalization in management and coordination of cooperation programs and projects. The Ministry of Construction has reviewed the relevant laws and sub-law documents drafted by the Ministry of Construction in accordance with international practices, and at the same time assessed the impact of the FTA in the region. regionally and bilaterally with respect to the construction industry legal system to correct and perfect legal policies accordingly.

Integration work in ASEAN: Regarding trade in goods, since 2006, the Construction industry has completed the implementation of the CEPT/AFTA import tax reduction program for the main building materials products, including: cement clinker, cement, sanitary ware, ceramic tiles and construction glass with the tax rate reduced to 5%. Regarding trade in services, the Construction industry has committed to open the market and provide national

treatment in ASEAN for 6 service industries/sub-sectors including: Architectural Services (CPC 8671), Technical Consulting Services (CPCs) 8672), Synchronous Technical Consulting Services (CPC 8673), Urban Landscape Architecture and Planning Services (CPC 8674), Construction Services (CPC 511-518). There are additionally opening 02 branches of real estate services (CPC 82201 and 82202). Regarding the mutual recognition agreement in practice, since 2003, the Ministry of Construction has joined with ASEAN member countries to promote negotiations to build ASEAN Mutual Recognition Agreements (MRAs) on vocational services. include: MRA on Engineering Consulting Services (Engineering) and MRA on Architectural Services. The MRA Agreement on Engineering Consulting Services was signed by the 10 ASEAN Governments on December 9, 2005 and the MRA Agreement on Architectural Services was signed on November 9, 2007. The Ministry of Construction, entrusted by the Prime Minister, issued a Decision to establish Vietnam's Monitoring Committees (MCs) to implement the agreements.

Activities of the Vietnam - Cuba Intergovernmental Committee: As the chairing agency of the Vietnam Subcommittee in the Vietnam - Cuba UBLCP, the Ministry of Construction has always actively coordinated well with its Cuban counterpart, the Ministry of Foreign Trade and Industry. Cuban foreign investment in promoting economic and scientific and technical cooperation between the two countries in order to improve the practicality and effectiveness of this cooperation mechanism.

Regarding investment cooperation, in the past time, the Ministry of Construction has supported many Vietnamese enterprises to come to Cuba to explore investment cooperation opportunities and sign many cooperation agreements. Thai Binh Company has been licensed to invest and is building a diaper factory in Mariel Cuba Special Economic Zone with a total investment of 9.3 million USD. Viglacera Corporation and Cuban partner Geicons Corporation signed a joint venture contract to produce building materials for the production of ceramic tiles and sanitary ware.

Cooperation with Japan: The cooperation relationship between the Ministry of Construction and the Ministry of Land, Infrastructure, Transport and Tourism (MLIT) over the years has developed well and expanded in many fields of the Construction industry. such as: Construction investment management; construction activities; urban development planning; urban infrastructure development; strengthen ability; strengthen the exchange of delegations of leaders and related units.

Cooperation between the Ministry of Construction and the Japan International Cooperation Agency (JICA) is also growing with JICA-funded technical cooperation projects on strengthening the capacity of integrated municipal solid waste management in urban areas. Vietnam, capacity building for drainage and wastewater treatment – establishment of Vietnam Drainage Development and Training Center, capacity building in cost estimation, quality and safety contract management in construction investment projects; organize training courses, conferences, seminars, exchange of professional delegations at central and local levels...

Cooperation with Korea: In the past time, the cooperation in the field of construction between the Ministry of

Construction and Korean partners has been continuously promoted and developed well, especially cooperation with the construction agency. The specialized governing body is the Korean Ministry of Land, Infrastructure and Transport (MOLIT). Korea has effectively and actively supported the Ministry of Construction through activities such as: Building policy institutions for the Construction industry, helping to amend and perfect the Law on Housing, Law on Real Estate Business, Law on Construction construction, the Law on Urban Development Management; short-term and long-term training for staff of the Ministry of Construction; providing official development assistance (ODA) projects in the fields of green urban planning, social housing development with positive results that both sides expect, helping the Ministry of Construction to build and each step by step perfecting the policy system on green urban planning, contributing to achieving the goal of green and sustainable urban development.

Cooperation with Laos: As a neighboring country with a long tradition of friendship, cooperation between the Ministry of Construction and Laos is growing. Song Da Corporation-Ministry of Construction has joined the Vietnam Laos Electricity Joint Stock Company (VLP) and was assigned to invest in 03 hydropower projects by the Lao Government, namely the Secaman 1 (322 MW) and Xecaman 1 (322 MW) projects by the Lao Government. - caman 3 (250MW), Sekaman 4 (70MW). It is expected that 80% of the electricity produced will be exported to Vietnam, and the rest will be used for the domestic demand of Laos.

According to Mr. Dr. Pham Khanh Toan: “As a State management agency in important fields of: construction investment management, architectural planning, urban development, infrastructure development, building materials development, etc., housing development and real estate market are currently being interested by bilateral and multilateral international partners, the construction industry is facing great cooperation opportunities in technical assistance in policy formulation. and invest.”

For closer cooperation, not only between companies in the same industry, but also between companies from different industries participating in the value chain. The current trend is to allocate risks along the value chain instead of finding ways to avoid risks when applying new technologies. A good way to encourage cross-sector collaboration between companies in the value chain is through industry-wide initiatives, such as joint R&D efforts and data generation projects. An established foundational organization is needed to facilitate the exchange of knowledge in the areas of design, construction, and operations. Evaluation criteria should be developed to allow for independent certification and to ensure quality, thereby accelerating the adoption of new technologies.

At the end of 2014, the German Construction Industry Association launched the "Planen und Bauen 4.0" Initiative, with the participation of many different professional associations, such as the Association of Architects, the Association of Construction Machinery Suppliers., Real Estate Association... aims to create a national technology training center and a media partner, to research, advise on policy and market development. This initiative, with its multidisciplinary approach, will play a huge role in the adoption of BIM and other digital achievements in the German Construction industry.

4. Conclusion

During the anti-epidemic period, logistics has shown itself to be an important service sector of the economy. The logistics service industry has actively participated in joint activities such as supporting enterprises to export agricultural and seafood products to the Chinese market, warehousing businesses have actively reduced the rental price of cold storage by 10-20%. ; actively participate in transporting goods for the domestic market in addition to serving import and export, especially goods for production and consumption during the time of social distancing.

To solve business difficulties, businesses have done a good job of social criticism, promptly reflecting the opinions of businesses through associations and associations for the Government and state management agencies to support the solution. solutions to reduce logistics service costs as the goal of the Government and the Prime Minister, propose solutions and initiatives to remove difficulties, promote production and business, and rebuild the economy to cope with the pandemic. Covid-19 pandemic.

In addition, the Government needs to provide timely and accurate information to businesses about the epidemic situation and the economic scenario. than. In addition, the Government should work with carriers and shipping lines to reduce freight service prices, reduce service fees at ports to reduce freight costs, and contribute to supporting manufacturing enterprises and enterprises. logistics; price control, do not raise prices too high, especially LSS and LSS fees increase quarterly, but now shipping lines are increasing month by month.

In the context of the industrial revolution 4.0 along with the goal by 2030, Vietnam basically becomes an industrialized country in the direction of modernity. Global value chains have increased pressure on the environment and applying science and technology.

More than ever, we need to join hands and work together to harmonize the urgent needs of economic recovery with the requirements, while ensuring the goals of modernization, economic development, and environmental sustainability. environment and strengthening the ability to respond to climate change in the post-Covid-19 period are important and urgent goals that need to be resolved soon to ensure their contribution to the development of a green economy in the coming time. Therefore, businesses, experts and state management agencies need to discuss to find solutions to optimize costs with the Logistics and circular economy center.

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