

Update on September 20

# VNITO CONFERENCE 2017

*Vietnam - Asia Tier 1 Delivery Destination*



**Vietnam IT**  
CONFERENCE  
**2017**



<http://vnito2017.vnito.org>



[contact@vnito.org](mailto:contact@vnito.org)



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VNITO Alliance



VNITO Alliance



Steering Committee



**Vietnam IT**  
CONFERENCE  
**2017**

Organizers



Supporters



**Lam Nguyen Hai Long**

*CEO, Quang Trung Software City  
President, VNITO Alliance*

Inheriting the success of the 1<sup>st</sup> VNITO Conference in 2015, VNITO Alliance continues synergistically organizing the 2<sup>nd</sup> conference in 2017. On behalf of The Organizing Committee, I sincerely invite local and international enterprises, organizations as well as individuals to communal participation and mutual cooperation.

As the biggest Vietnam ITO/BPO conference with the highlight that Viet Nam is the Asia's top IT services destination, we firmly believe VNITO 2017 will provide great value to all of you . Welcome to join us!



**Pham Thiet Hoa**

*Director, Investment & Trade  
Promotion Center of Ho Chi Minh City*

# OBJECTIVES

VNITO Conference is the biggest bi-annual conference in ITO/BPO in Vietnam, aiming at:

## MARKET

Promoting Vietnam as an emerging IT services destination, belonging to the top countries in the world, together with China & India.

## CONNECTIVITY

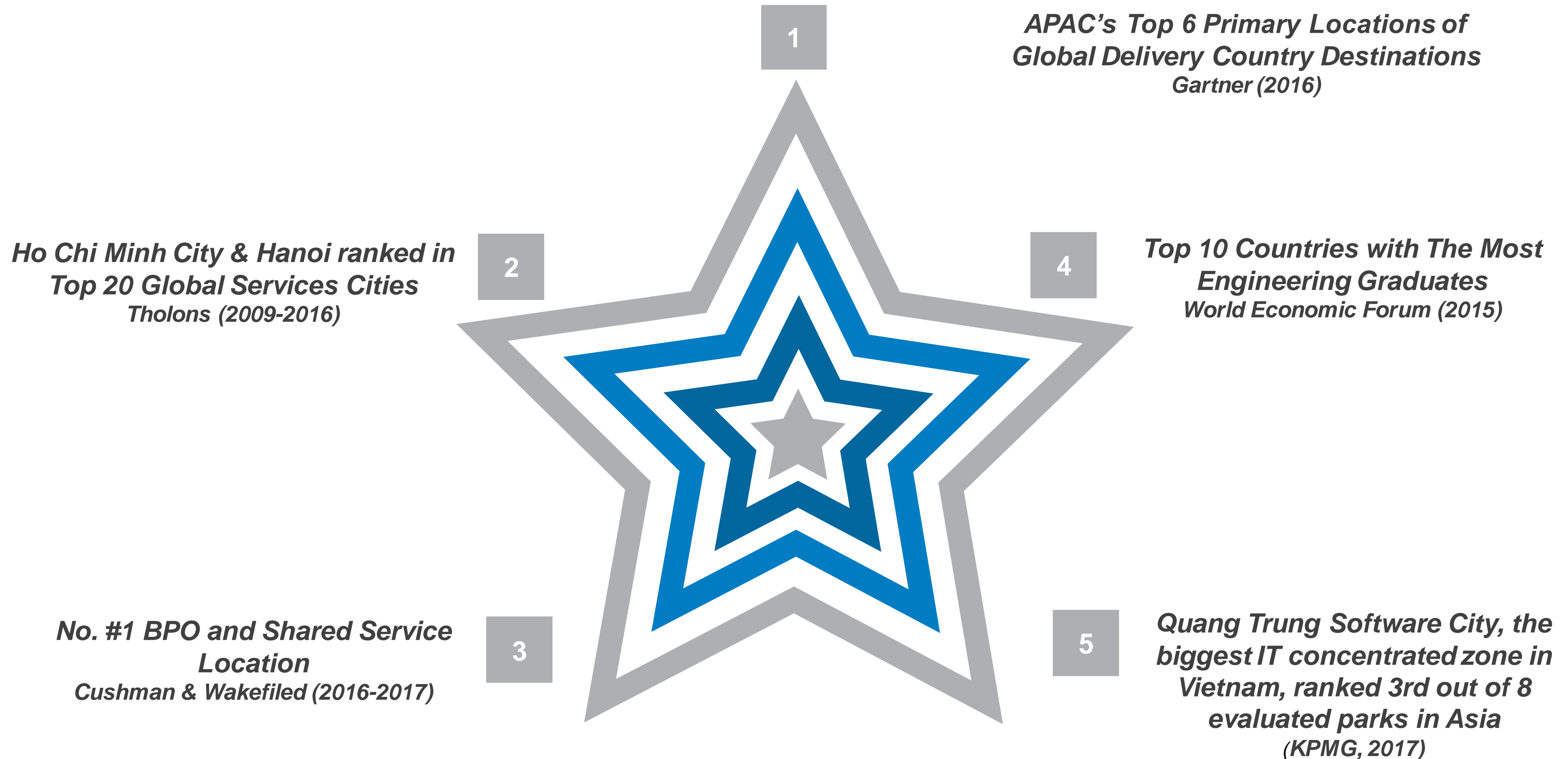
Connecting Vietnam IT services companies with potential customers; offering effective platforms for business matching among customers and IT services enterprises.

## BUILDING & SHARING

Building relationship and promoting collaboration, co-operation, joint-venture among the IT community. buyers and IT services vendors; sharing experience and knowledge among members as well as developing human resources for the industry.



# WHY VIETNAM?



# WHY VIETNAM?



## **Cost Attractiveness**

- 50% lower than Eastern Europe and 30% lower than India
- Low attrition: 10% annually



## **A New Asian High Tech Hub**

- Intel, Samsung, LG, Renesas, Foxcon, Canon, Panasonic... are in for factories
- HP, Cisco, Toshiba, Sony, Sharp, Hitachi, Boeing... outsourced R&D to Vietnam



## **Availability of Skilled Engineering Resources**

- 290+ universities & colleges with ICT training programs
- 40k+ IT graduated annually

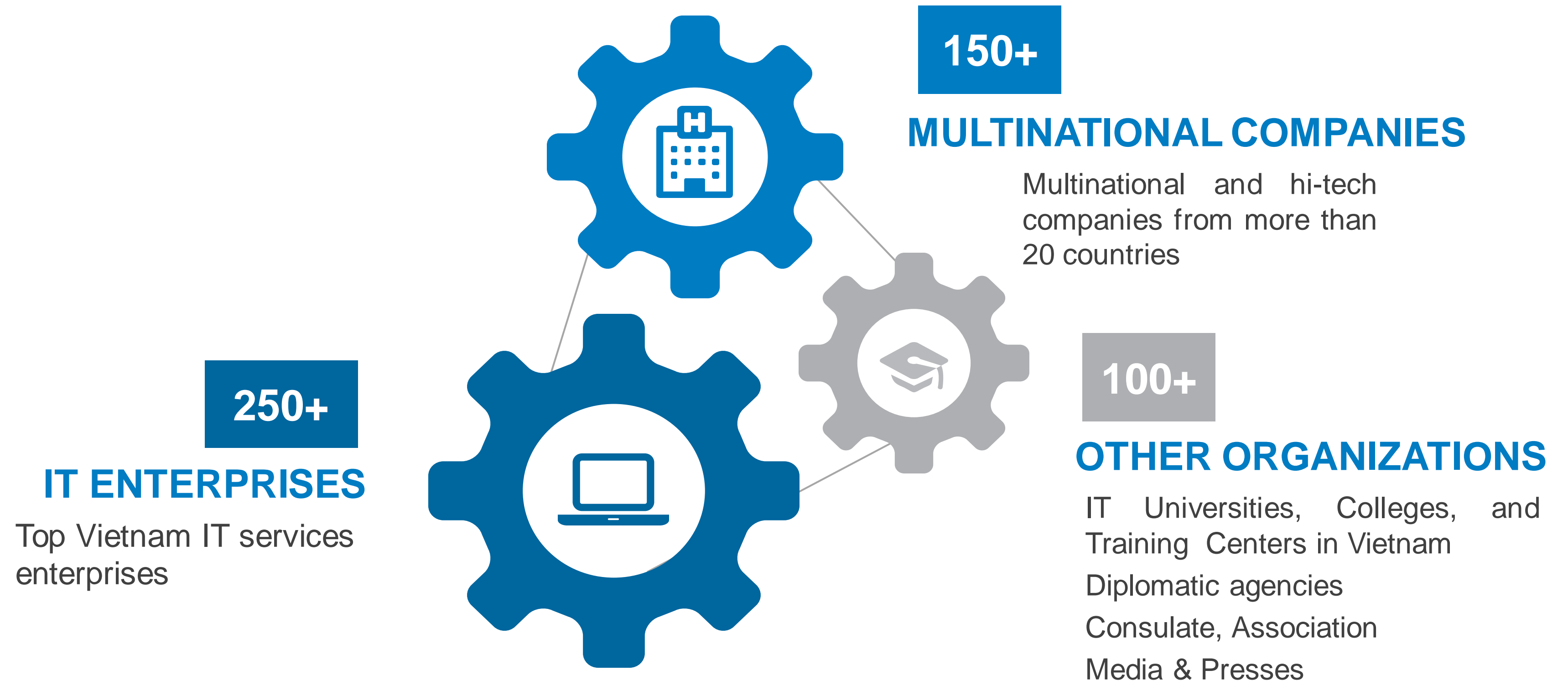


## **Strong Government Support**

- Investing in high tech parks, software parks
- Tax incentives, human resources development
- Strategic commitment to build IT as one of the key pillars for national economic development



# PARTICIPANTS





# CONFERENCE 2015 – IMAGES





# CONFERENCE 2015: STATISTIC

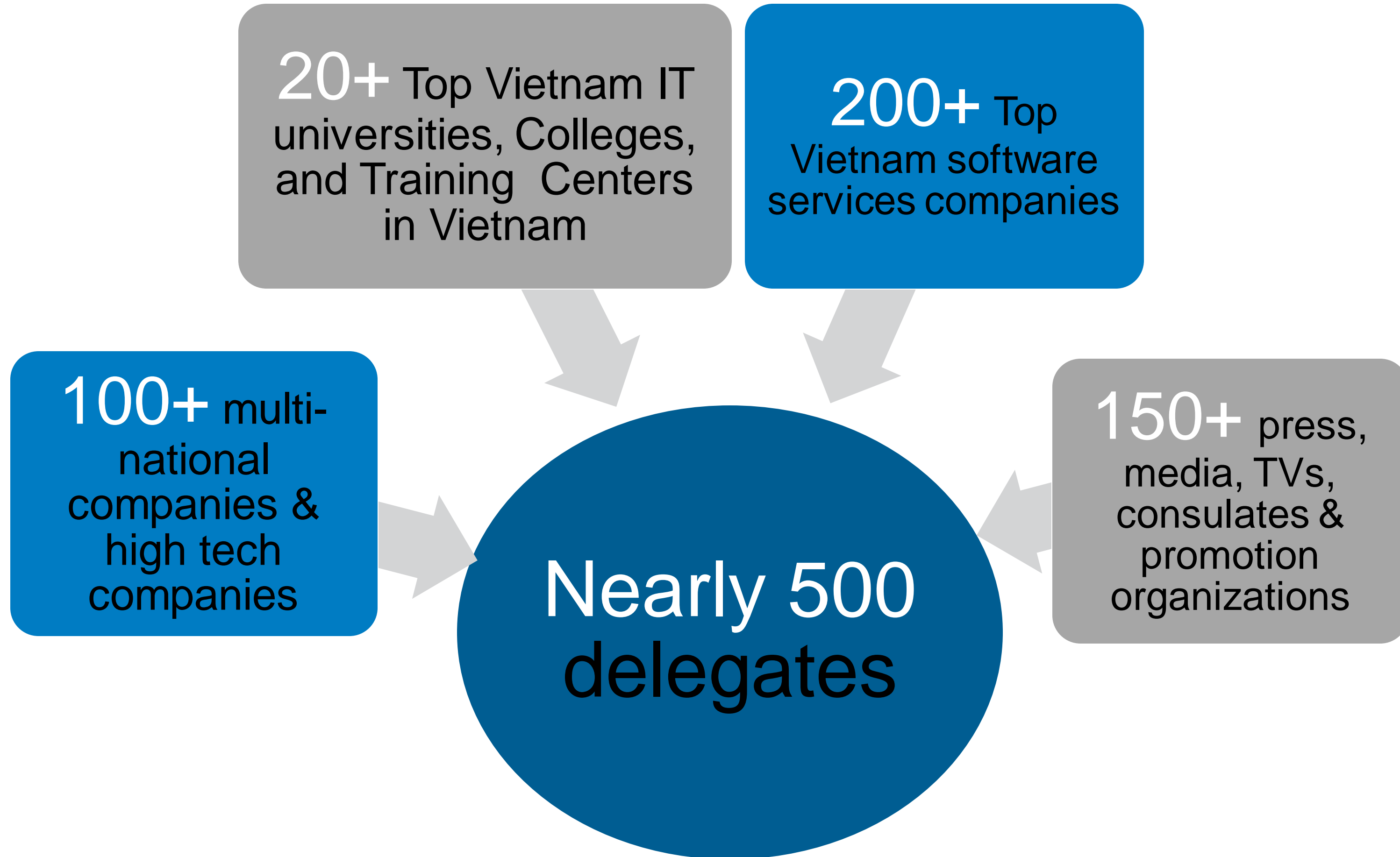
20+ Top Vietnam IT  
universities, Colleges,  
and Training Centers  
in Vietnam

200+ Top  
Vietnam software  
services companies

100+ multi-  
national  
companies &  
high tech  
companies

150+ press,  
media, TVs,  
consulates &  
promotion  
organizations

Nearly 500  
delegates





# GENERAL AGENDA

## VNITO CONFERENCE 2017

*Vietnam - Asia Tier 1 Delivery Destination*



### VENUE

GEM Center (08 Nguyen Binh Khiem, Da Kao  
Ward, Dist. 1, Ho Chi Minh City, Vietnam)

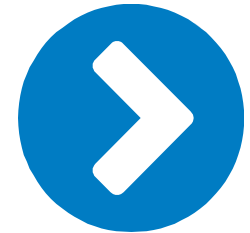


### TIME

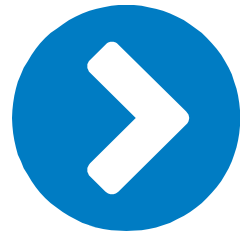
October 19-20, 2017



# Pre-event Day (Oct 18): WELCOME DRINK



**17:00 – 18:00 PM: Registration**



**18:00 – 21:00 PM: Welcome drink**

## Venue

GEM Center, 08 Nguyen Binh Khiem  
District 1, Ho Chi Minh City, Vietnam

## Attendance







Speakers, Guests,  
Advisory Board,  
Organizing Committee,  
Media



Welcome



# DAY 1: THURSDAY, OCT 19, 2017

Registration		08:00 – 09:00 AM
Welcome speech from Representative of Vietnam Government and Ho Chi Minh City	✓	09:00 – 09:30 AM
MOU Signing Ceremony		09:30 – 10:00 AM
Conference Session #01: Report on Vietnam ITO/BPO Industry		10:00 – 10:45 AM
Tea-break		10:45 – 11:00 AM
Conference Session #02: Success Stories from Investors - From Optimization to Transformation		11:00 – 12:00 PM
Lunch Buffet		12:00 – 13:30 PM

# DAY 1: THURSDAY, OCT 19, 2017

**Panel Discussion #01: How to attract talents in Vietnam? Capabilities of Vietnam IT Human Resources**



13:30 – 15:00 PM



**Panel Discussion #02: Outlook and Insights about the BPO industry in Vietnam**



13:30 – 15:00 PM



**Tea-break**



15:00 – 15:15 PM



**Panel Discussion #03: Transforming Vietnam – Japan Cooperation**



15:15 – 16:45 PM



**Panel Discussion #04: How to Leverage New Technologies and Solutions to increase competitive advantages and win**



15:15 – 16:45 PM



**Book Introduction “Linked” (Prof. Laszlo Barabasi)**



17:00 – 18:00 PM



**GALA DINNER**



18:00 – 21:00 PM



# DAY 2: FRIDAY, OCT 20, 2017

**Business Matching Session for foreign delegations and Vietnam enterprises**



09:00 – 12:00 PM



**Workshop: The US-Vietnam Agritech Cooperation**



09:00 – 12:00 PM



**Quang Trung Software City Tour,  
Visits to IT Companies in Ho Chi Minh City**



13:00 – 17:00 PM



**Friendship party for IT community (by invitation only)**



19:00 – 21:00 PM

# Post-event Day (Oct 21): EXCURSION/ CITY TOUR

*(for overseas clients only)*





# ADVISORY BOARD

**VietnamIT**  
CONFERENCE  
2017



**Le Nguyen**

Chairman, TMA Solutions



**Frank Schellerberg**

Founder & Shareholder,  
DIGI-TEXX



**Chi Ngo**

President & CEO,  
Global CyberSoft



**Ai Nguyen**

President,  
KPMG Vietnam



**Trung Dao**

President, HCM High Technology  
Association



**Paul Smith**

Executive Chairman, NashTech



**Vu Lam**

Chairman & CEO, KMS  
Technology



**Hung Q. Nguyen**

Chairman & CEO, LogiGear



**James Galvin**

CEO, Glandore Systems Ireland &  
Vietnam



**Vinh Le**

Chairman & CEO, Le Media



**Viet Ho**

CPO, Russel Investment



**Thanh Nguyen**

Founder & CEO, Zien Solutions



**Prithvi Puttaraju**

Board member - Terralogic Inc  
Founder & CEO, Algosquare, Inc



**Jeff Dilley**

President, Exsero Services Limited



**Jovian Ho**

COO & Co-Founder Dynagility



# ORGANIZING COMMITTEE

**VietnamIT**  
CONFERENCE  
2017



**Long Lam**

CEO, QTSC



**Tuan Vu**

General Secretary, HCA



**Hong Tran**

Vice President, TMA Solutions



**Toan Ngo**

Vice President, Global CyberSoft  
Vietnam



**Eric Lai**

CEO, LARION Computing



**Dai Tran**

VP, KMS Technology



**Long Vuong**

Sr. Director, LogiGear



**An Mai**

President, IMT Solutions



**Quyen Nguyen**

Managing Director, S3 Corp Japan



**An Nguyen**

Managing Director, Luxoft Vietnam



**Chi Nguyen Khanh**

Engagement Manager, NashTech



**Thuan Tran**

COO, DIGI-TEXX



**Viet Nguyen**

Can Tho University SW  
Center (CUSC)



**An Nguyen**

Business Development Manager  
BeeSight Soft



**Cuong Nguyen**

Managing Director, NashTech



**Quynh Nguyen**

CEO, FPT Software HCMC



**Thanh Tran**

CEO, Success Software Services



**Van Dang**

CEO, Sawycom



**Son Pham**

CEO, NTQ Solutions



**Linh Le**

CEO, S3 Corp



**Tai Huynh**

Founder/CEO, Nguon Viet Software



**Trung Ngo**

COO, Asnet/AgilityIO



# OVERSEAS CLIENTS

## WHAT YOU GET

1

Seek & build connectivity with Vietnam and international IT partners

2

Capture new technology trends, and search for talents



## BENEFITS

1

Free admission to welcome drink, conference and business matching from Oct 18 – 20, 2017

2

Free of charge tour Visit IT companies in QTSC & downtown on Oct 20, 2017

3

Free of charge Ho Chi Minh City tour on Oct 21, 2017

## WHAT YOU GET

Various resources of information and data on Vietnam software services and development industry

1

Meeting and exploring business opportunities with enterprises from the USA, Japan, Europe, Singapore, etc.

2

Establishing relationship with IT community, sharing information, and promoting company's brand to potential customers

3



## BENEFITS

1

Enjoy the full conference agenda within two days Oct 19 and Oct 20 (conference materials, gifts, tea break, lunch buffet, and Gala Dinner) at GEM Center, one of the luxury center in Ho Chi Minh City

2

Visits to IT Companies in QTSC & downtown on Oct 20, 2017

2

Conference Package (Booklet, Souvenir, Careplus Healthcare Voucher )



# SPONSORSHIP



# CONFERENCE BOOKLET ADS

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5,000,000 VND



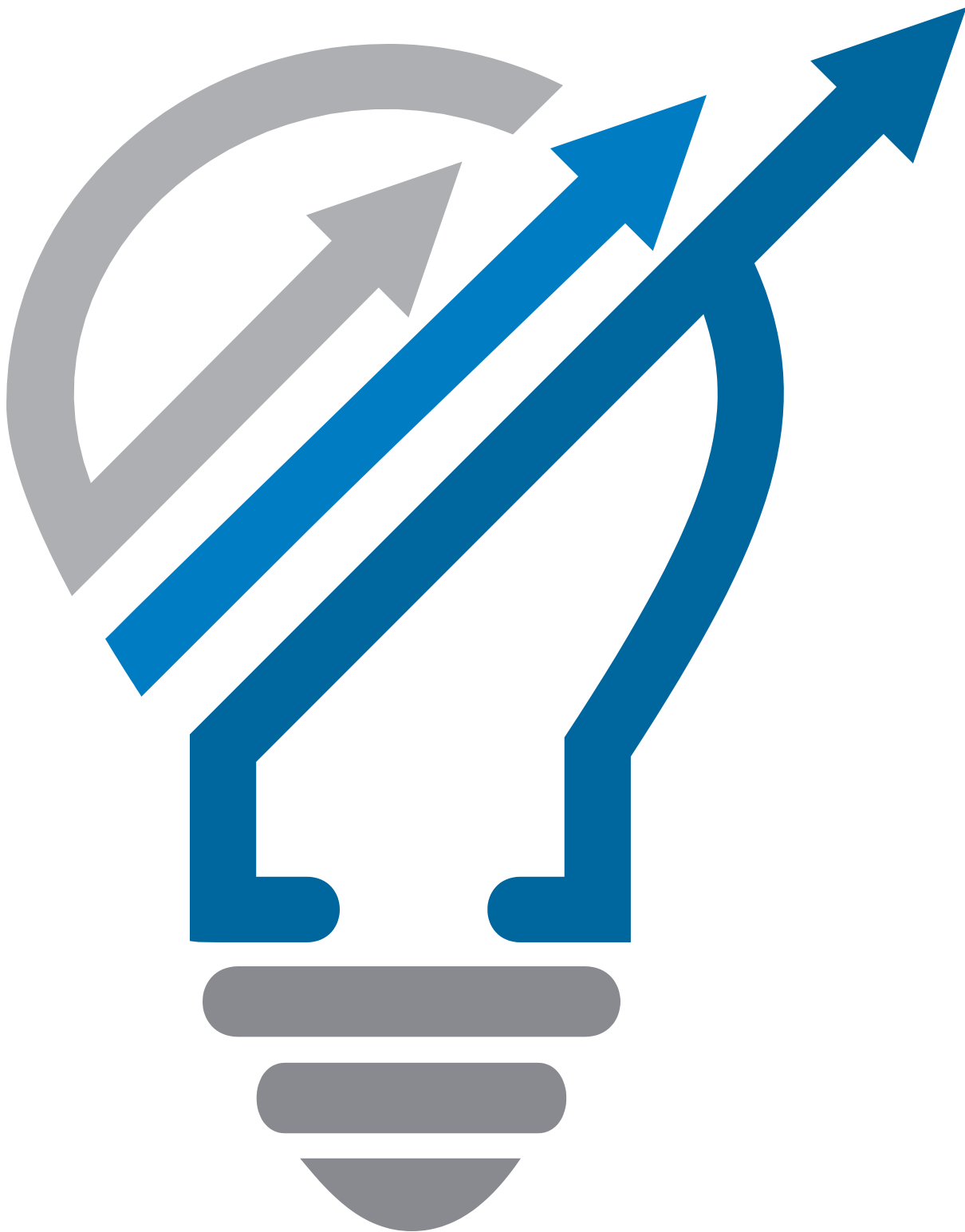
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Inside Page  
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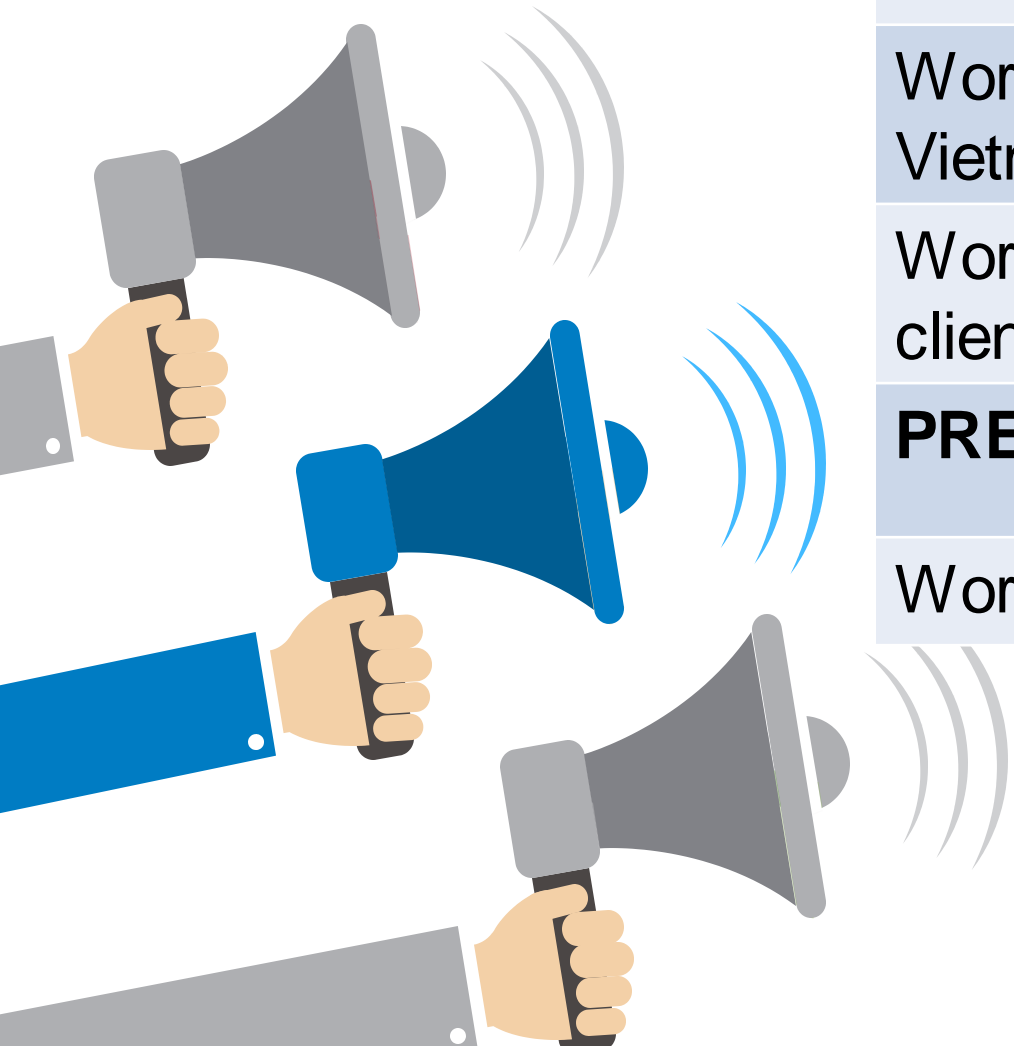
# ADMISSION FEES

Attendance	Admission Fee
<b><i>Ticket for Welcome Drink (in the evening of Oct 18, 2017)</i></b>	500,000 VND/pax (Free of charge for overseas clients)
<b><i>Ticket for Conference (two days on Oct 19 and Oct 20, 2017)</i></b> Include: <ul style="list-style-type: none"><li>• Admission ticket to the conference sessions &amp; panel discussions, Tea-break, Lunch Buffet, Gala Dinner on Oct 19;</li><li>• Admission Ticket to the workshop on Smart Agriculture on Oct 20</li><li>• Visits to IT Companies in QTSC &amp; downtown on Oct 20, 2017</li><li>• Conference Package (Booklet, Souvenir)</li><li>• Special Gift: Healthcare Voucher at CarePlus Vietnam (equivalent 500.000 VND)</li></ul>	2,500,000 VND/pax  <i>3 tickets: discount 10%</i> <i>5 tickets: discount 15%</i> <i>10 tickets: discount 25%</i> (Free of charge for overseas clients)
<b><i>Business Matching Desk (in the morning of Oct 20, 2017)</i></b> Organizing Committee will arrange the meeting based on registers' demand.	5,000,000VND/desk (Free of charge for overseas clients)
<b><i>Exhibition Counter in Conference (two days on Oct 19 and Oct 20, 2017)</i></b> Enterprises will set up the exhibition area at their allocated sites.	5,000,000VND/counter



# PROMOTION PROGRAM IN VIETNAM

Workshop	Location	Date
Workshop: “DevOps: Essentials & Demonstration”	HCMC	31/03/2017
Workshop: IoT/ BigData and IT application in agriculture	HCMC	19/05/2017
Workshop: IT Human Resource Balloon – How to find the solutions	HCMC	28 June, 2017
Workshop: Solutions for IT Human Resource in Vietnam	Hanoi	14 July, 2017
Workshop: Singapore Market: Opportunity & Challenge for Vietnam IT companies	Hanoi	26 July, 2017
Workshop: Digital & Content Marketing for attracting overseas clients	HCMC	27 July, 2017
<b>PRESS CONFERENCE</b>	HCMC	<b>08 August, 2017</b>
Workshop: How to develop IT human resource in Can Tho?	Can Tho	11 August, 2017





# PROMOTION PROGRAM IN OVERSEAS

Program	Location	Time
<b>Promotion Trip in Japan</b> <ul style="list-style-type: none"><li>- Japan IT Week at Tokyo Big Sight</li><li>- Meeting with JASIPA members in Tokyo</li><li>- Seminar &amp; Networking at Yokohama</li><li>- Business Matching at Osaka</li><li>- Seminar at Fukuoka</li></ul>	Japan	05/2017
<b>Promotion Trip in Singapore</b> <ul style="list-style-type: none"><li>- Exhibition: CommunicAsia</li><li>- Meeting with SiTF (Singapore Infocom Technology Federation)</li></ul>	Singapore	07/2017
<b>Promotion Trip in the USA</b> <ul style="list-style-type: none"><li>- Meeting with Virginia Tech Council</li><li>- Visit with George Washington university</li><li>- Introducing VNITO at Washington DC</li></ul>	USA	07/2017



# PROMOTION PROGRAM

Program	Loaction	Time
Meeting with Amcham Meeting with Austrade Meeting with BBGV	HCMC	11/07/2017
Meeting with Jetro HCMC Meeting with Singapore Consulate	HCMC	12/07/2017
Meeting with Kotra Meeting with Auscham	HCMC	20/07/2017
Meeting with Hungary Consulate	HCMC	25/07/2017
Meeting with FrenchConsulate (French Tech)	HCMC	27/07/2017
Meeting with Eurocham	HCMC	08/08/2017
Meeting with AHK Vietnam / German Industry and Commerce Vietnam	HCMC	08/08/2017
Meeting with KOCHAM	HCMC	31/08/2017





# VNITO Alliance Establishment - 03/2016





# Promotion Trip (Tokyo - Yokohama – Osaka) 5/2016





# IT Workforce Solution Center (ISC) - 8/2016





# Monthly Seminar in Ho Chi Minh City (2016 - 2017)





# Hanoi Member Monthly Meet-up





# VNITO Conference 2017 - Preparation





# VNITO Conference 2017 – Japan Promotion – 05/2017





# VNITO Conference 2017 – Singapore Promotion -05/2017





# VNITO Conference 2017 – U.S. Promotion – 07/2017





# VNITO Conference 2017 – Pioneer Workshop

## 06-07/2017 – Hanoi & Ho Chi Minh City





# VNITO Conference 2017 – Pioneer Workshop

## 08/2017 – Can Tho

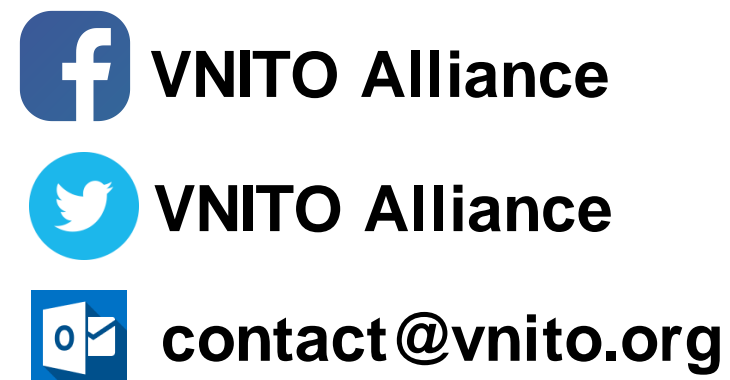




# SUPPORTS & CONTACTS



- **For overseas clients**, please contact Ms. Phuong Tran, email [guest@vnito.org](mailto:guest@vnito.org), mobile (+84) 909 871 121
- **For local clients:** please contact Ms. Nga Nguyen, email [vnito2017@vnito.org](mailto:vnito2017@vnito.org), mobile: (+84) 987 036 398



VNITO Alliance



VNITO Alliance



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