

Update on August 28

# VNITO CONFERENCE 2017

*Vietnam - Asia Tier 1 IT Services Destination*

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



<http://vnito2017.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?



*APAC's Top 6 Primary Locations of  
Global Delivery Country Destinations  
Gartner (2016)*

*Ho Chi Minh City & Hanoi ranked in  
Top 20 Global Services Cities  
Tholons (2009-2016)*

*Top 10 Countries with The Most  
Engineering Graduates  
World Economic Forum (2015)*

*No. #1 BPO and Shared Service  
Location  
Cushman & Wakefiled (2016-2017)*

*Quang Trung Software City, the  
biggest IT concentrated zone in  
Vietnam, ranked 3rd out of 8  
evaluated parks in Asia  
(KPMG, 2017)*

# 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

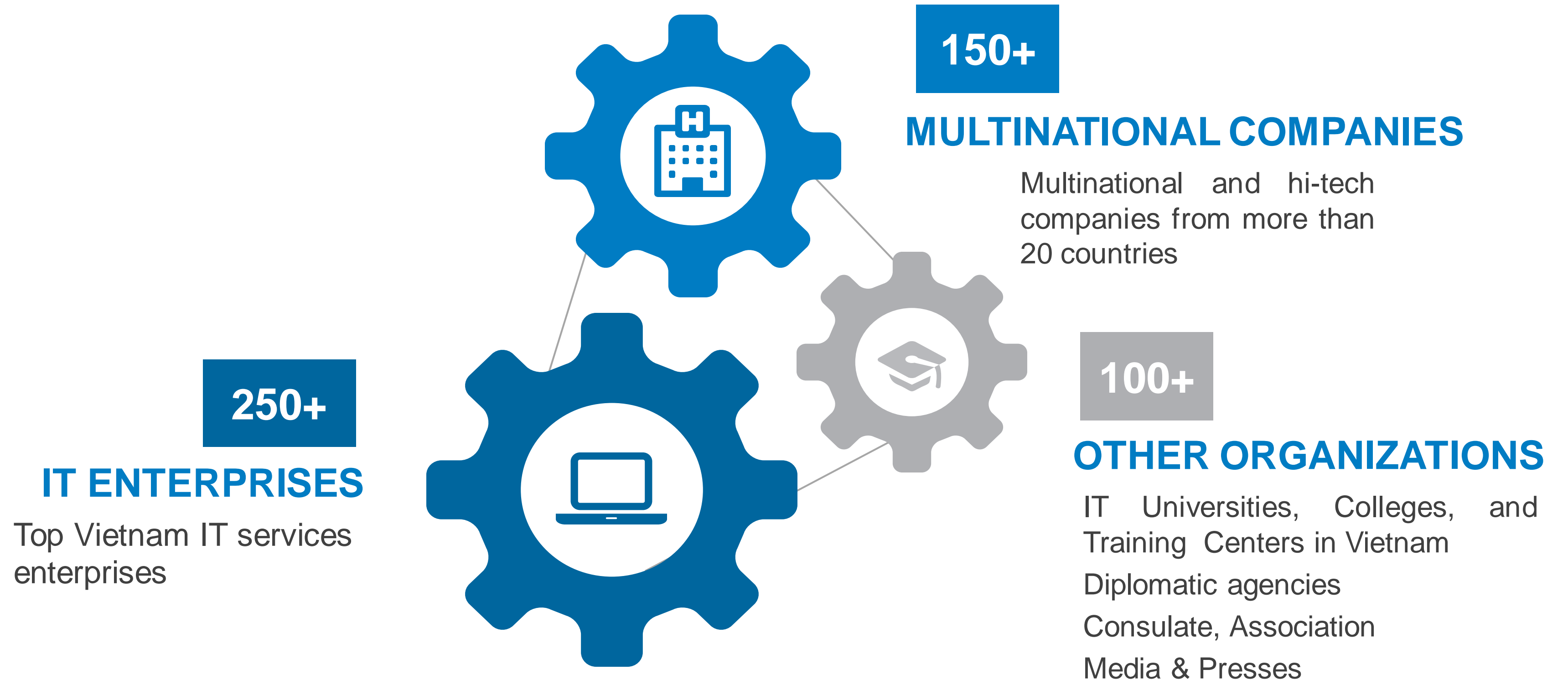


## Strong Government Support

- 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

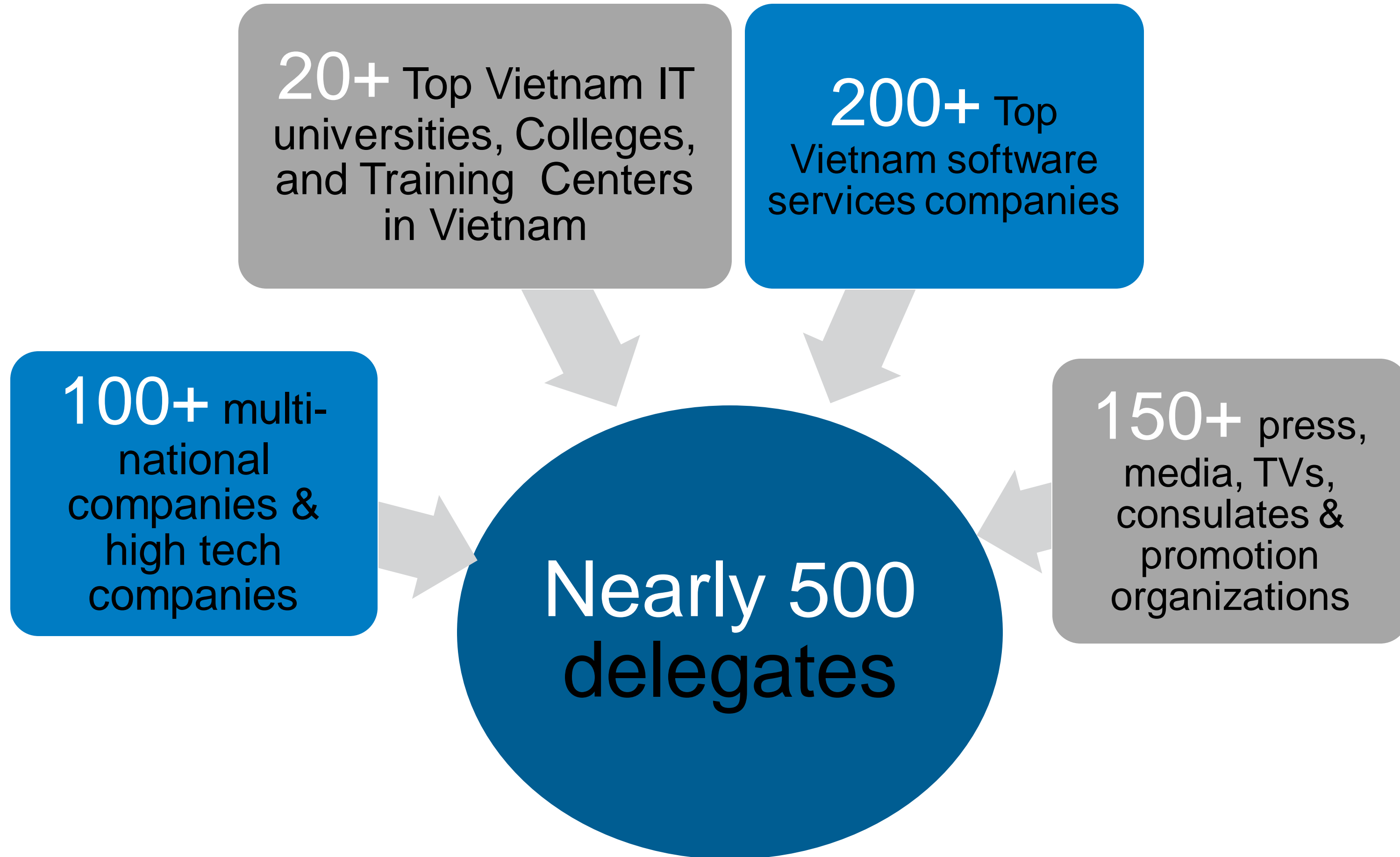
20+ Top Vietnam IT  
universities, Colleges,  
and Training Centers  
in Vietnam

200+ Top  
Vietnam software  
services companies

100+ multi-  
national  
companies &  
high tech  
companies

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

Nearly 500  
delegates





## VNITO CONFERENCE 2017

*Vietnam - Asia Tier 1 Delivery Destination*



### VENUE

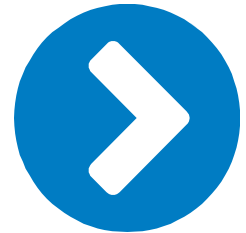
GEM Center (08 Nguyen Binh Khiem, Da Kao  
Ward, Dist. 1, Ho Chi Minh City, Vietnam)



### 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: Big Data, Clouds, IoT, AI, etc. in the Innovation Lens of Vietnam		11:00 – 11:30 AM
Conference Session #03: Success Stories from Investors - From Optimization to Transformation		11:30 – 12:00 PM
Lunch		12:00 – 13:00 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



**Tea-break**



16:45 – 18:00 PM



**GALA DINNER**



18:00 – 21:00 PM

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



09:00 – 12:00 PM



**Workshop 01: Investment promotion opportunity to Lam Dong Province**  
**Workshop 02: Smart Agriculture in Can Tho Province (\*)**  
**Workshop 03: The US-Vietnam AGTECH 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



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Chairman, TMA Solutions



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DIGI-TEXX



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Global CyberSoft



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COO & Co-Founder Dynagility



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Director  
John Von Neumann Institute (JVN)

# ORGANIZING COMMITTEE



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Vice President, TMA Solutions



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Vice President, Global CyberSoft  
Vietnam



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**Dai Tran**  
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Managing Director, S3 Corp Japan



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**Thuan Tran**  
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**Van Dang**  
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**Linh Le**  
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**Viet Nguyen**  
Can Tho University SW  
Center (CUSC)



**Trung Ngo**  
COO, Asnet/AgilityIO



**Tai Huynh**  
Founder/CEO, Nguon Viet Software



# ORGANIZING COMMITTEE



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CEO, Green Global



**Son Pham**  
CEO, NTQ Solutions



**Tung Ta**  
CEO, Rikkeisoft



**Minh Nguyen**  
CEO, Hanel Software



**Son Tran**  
CEO, Vietsoftware



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CEO, FPT Software HCMC



**Linh Tran**  
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**Thuat Bui**  
CTO, SPS



**Cuong Nguyen**  
Managing Director, NashTech



**Phu Nguyen**  
Deputy CEO, Fujinet System JSC



**Huy Tran**  
CEO, VBPO



**An Nguyen**  
Business Development Manager  
BeeSight Soft

# 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 at Quang Trung software city within two days Oct 19 and Oct 20 (conference materials, gifts, tea break, lunch buffet, and Gala Dinner)

2

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

# SPONSORSHIP

**2.**  
**PLATINUM** sponsor  
100,000,000 VND



**4.**  
**SILVER** sponsor  
30,000,000 VND



**6.**  
**GIFT** sponsor  
10,000,000 VND



**8.**  
**OTHER** sponsor  
As suggested



**1.**  
**MAIN** sponsor  
**300,000,000 VND**



**3.**  
**GOLD** sponsor  
60,000,000 VND



**5.**  
**BRONZE** sponsor  
15,000,000 VND



**7.**  
**GALA** sponsor  
20,000,000 VND

# CONFERENCE BOOKLET ADS

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5,000,000 VND



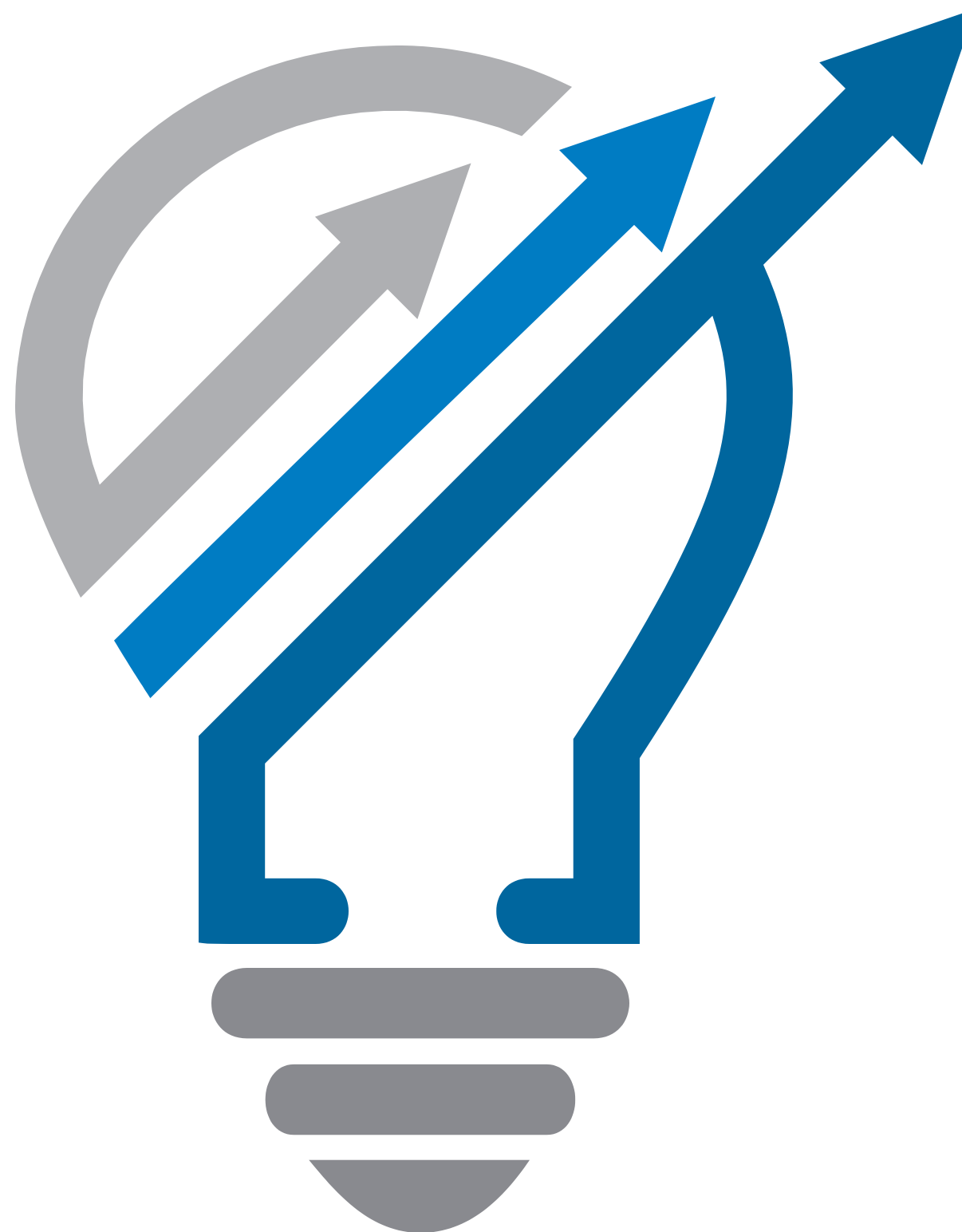
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Inside Page  
2,000,000 VND



# ADMISSION FEES

Attendance	Admission Fee
<b>• Ticket for Welcome Drink (in the evening of Oct 18, 2017)</b> <i>(Free of charge for overseas clients)</i>	500,000 VND/pax
<b>• Ticket for Conference (two days on Oct 19 and Oct 20, 2017)</b> <i>(Free of charge for overseas clients)</i> Including: Conference Materials, Gifts, Tea Breaks, Lunch Buffet & Gala Dinner (Oct 19, 2017), Workshops & IT company visits (Oct 20, 2017)	2,500,000 VND/pax  <i>3 tickets: discount 10%</i> <i>5 tickets: discount 15%</i> <i>10 tickets: discount 25%</i>



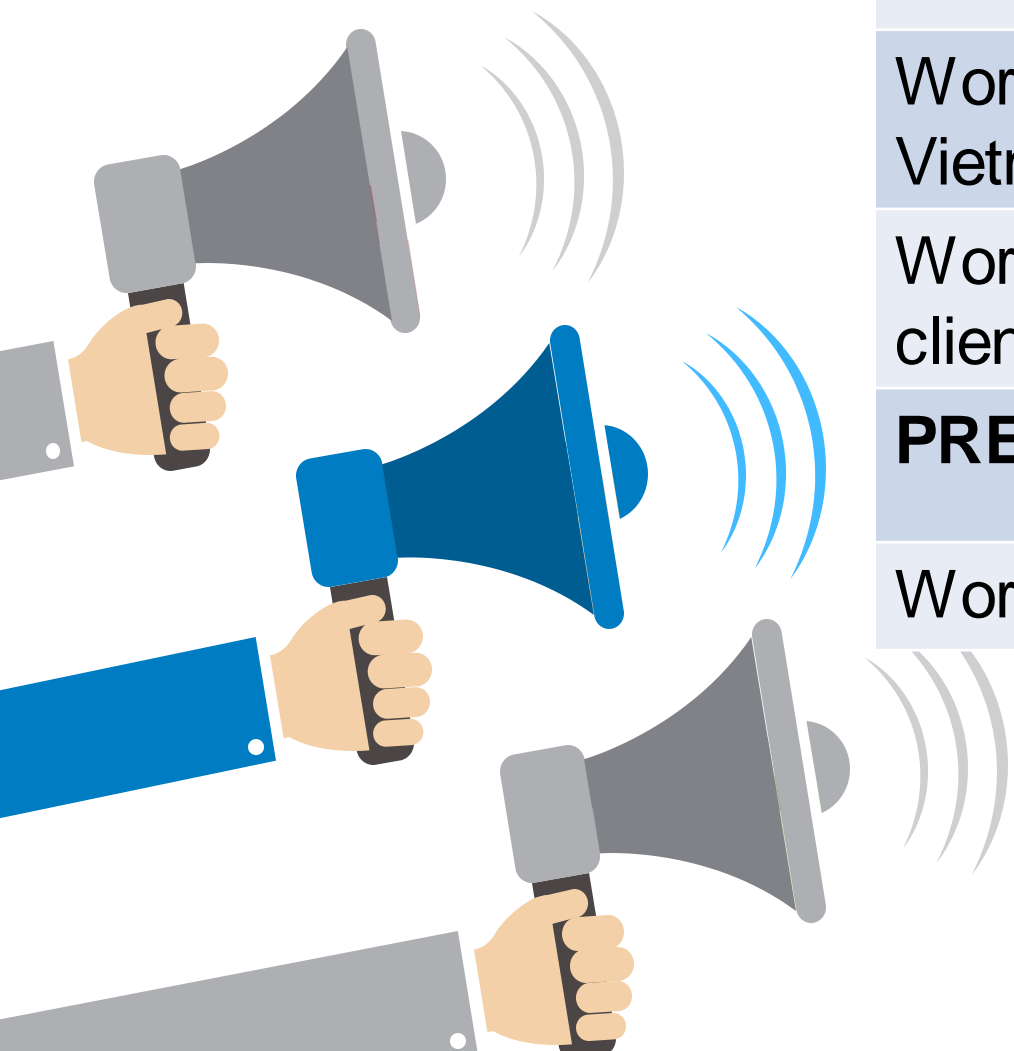
# ADMISSION FEES

Attendance	Admission Fee
<ul style="list-style-type: none"><li>• <b>Business Matching Desk (in the morning of Oct 20, 2017) (Free of charge for overseas clients)</b> – Organizing Committee will arrange the meeting based on registers' demand.</li></ul>	5,000,000VND/desk
<ul style="list-style-type: none"><li>• <b>Exhibition Counter in Conference (two days on Oct 19 and Oct 20, 2017)</b> Enterprises will set up the exhibition area at their allocated sites.</li></ul>	5,000,000VND/counter
<ul style="list-style-type: none"><li>• <b>60 minutes for enterprises to introduce their technology solutions (the morning of Oct 20, 2017)</b> The Organizing Committee provides assistance in setting up venue and introduces visitors to exhibitions</li></ul>	50,000,000VND/session



# 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 member in Tokyo</li><li>- Seminar &amp; NetworkingN 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



# 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

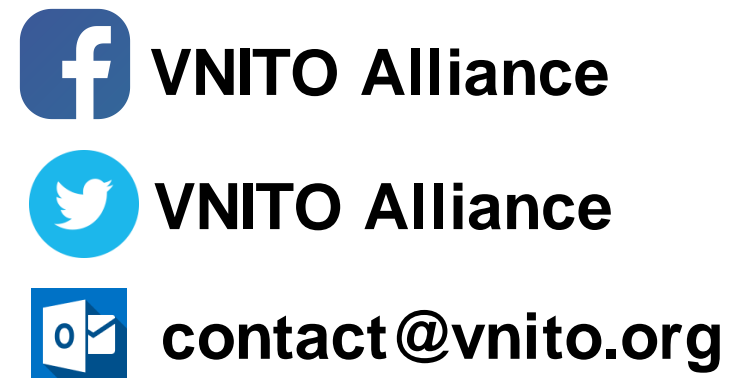
## 08/2017 – Can Tho



# 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

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2017

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