

Update on September 12

VNITO CONFERENCE 2017

Vietnam - Asia Tier 1 Delivery 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 1st VNITO Conference in 2015, VNITO Alliance continues synergistically organizing the 2nd 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



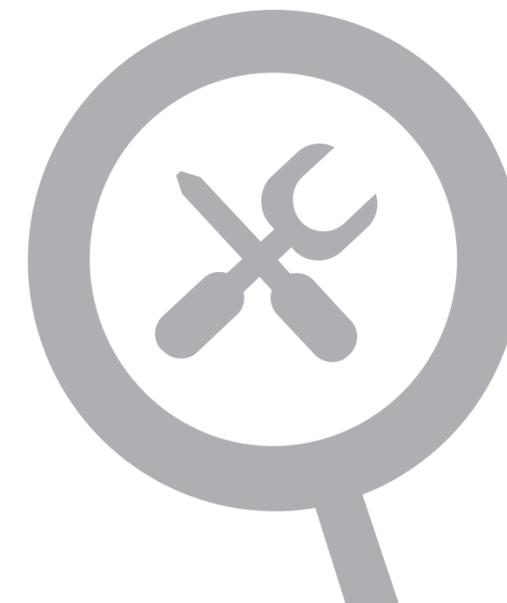
Availability of Skilled Engineering Resources

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

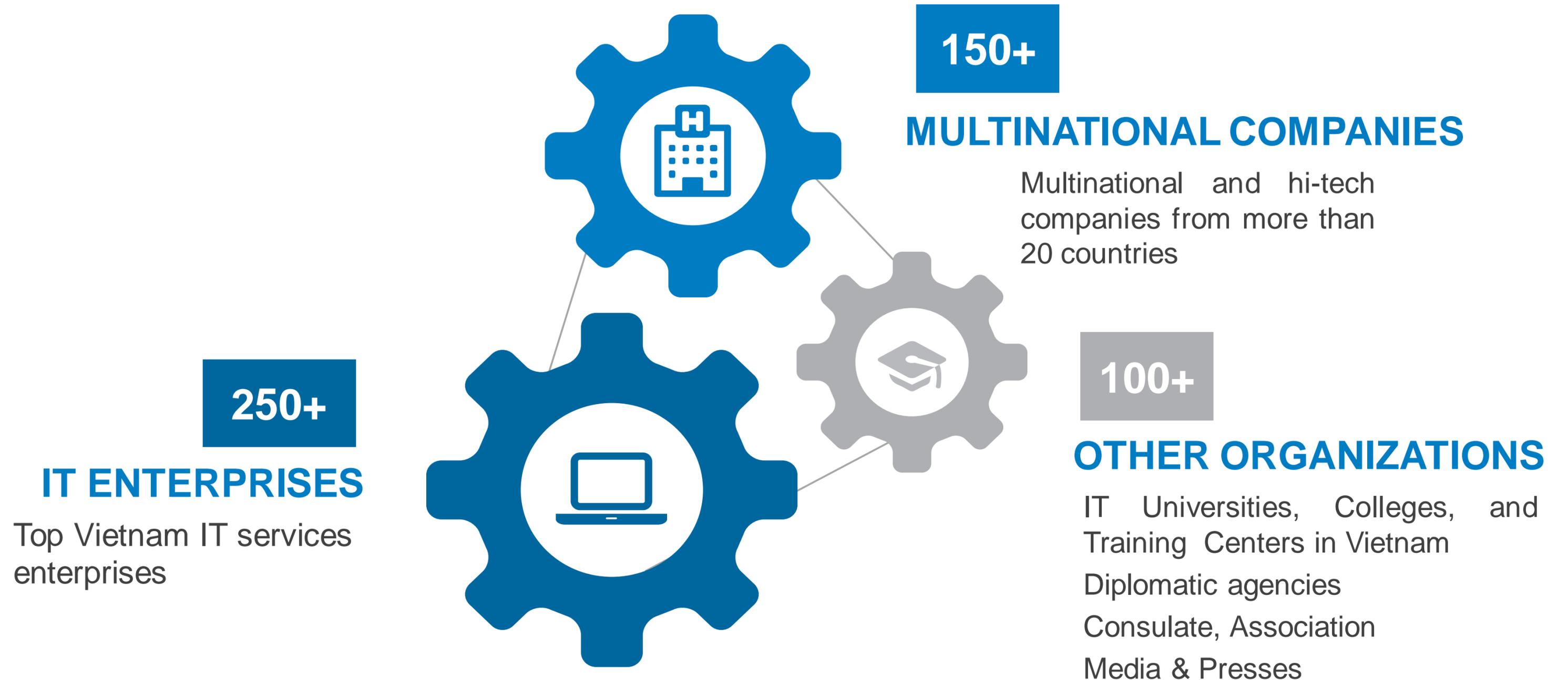


Strong Government Support

- 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: Success Stories from Investors - From Optimization to Transformation		11:00 – 11:45 PM
Lunch Buffet		12:00 – 13:00 PM

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 (Prof. Laszlo Barabasi)



17:00 – 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



Le Nguyen
Chairman, TMA Solutions



Frank Schellerberg
Founder & Shareholder,
DIGI-TEXX



Chi Ngo
President & CEO,
Global CyberSoft



Ai Nguyen
President,
KPMG Vietnam



Trung Dao
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Association



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Technology



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Thanh Nguyen
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Prithvi Puttaraju
Board member - Terralogic Inc
Founder & CEO, Algosquare, Inc



Jeff Dilley
President, Exsero Services Limited



Jovian Ho
COO & Co-Founder Dynagility

ORGANIZING COMMITTEE



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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



Seek & build connectivity with Vietnam and international IT partners



Capture new technology trends, and search for talents



BENEFITS



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



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



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

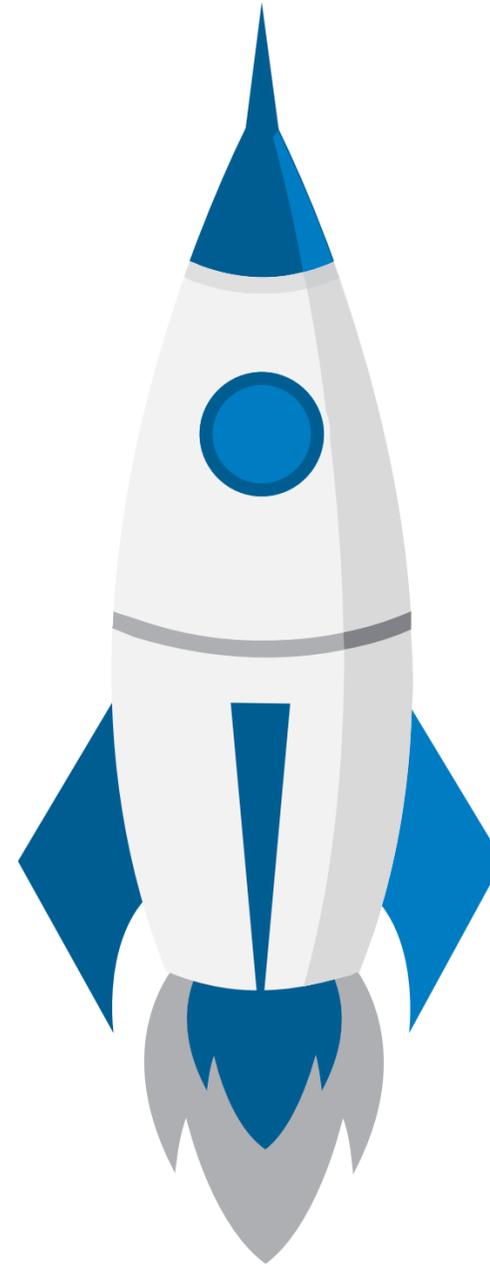
1

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

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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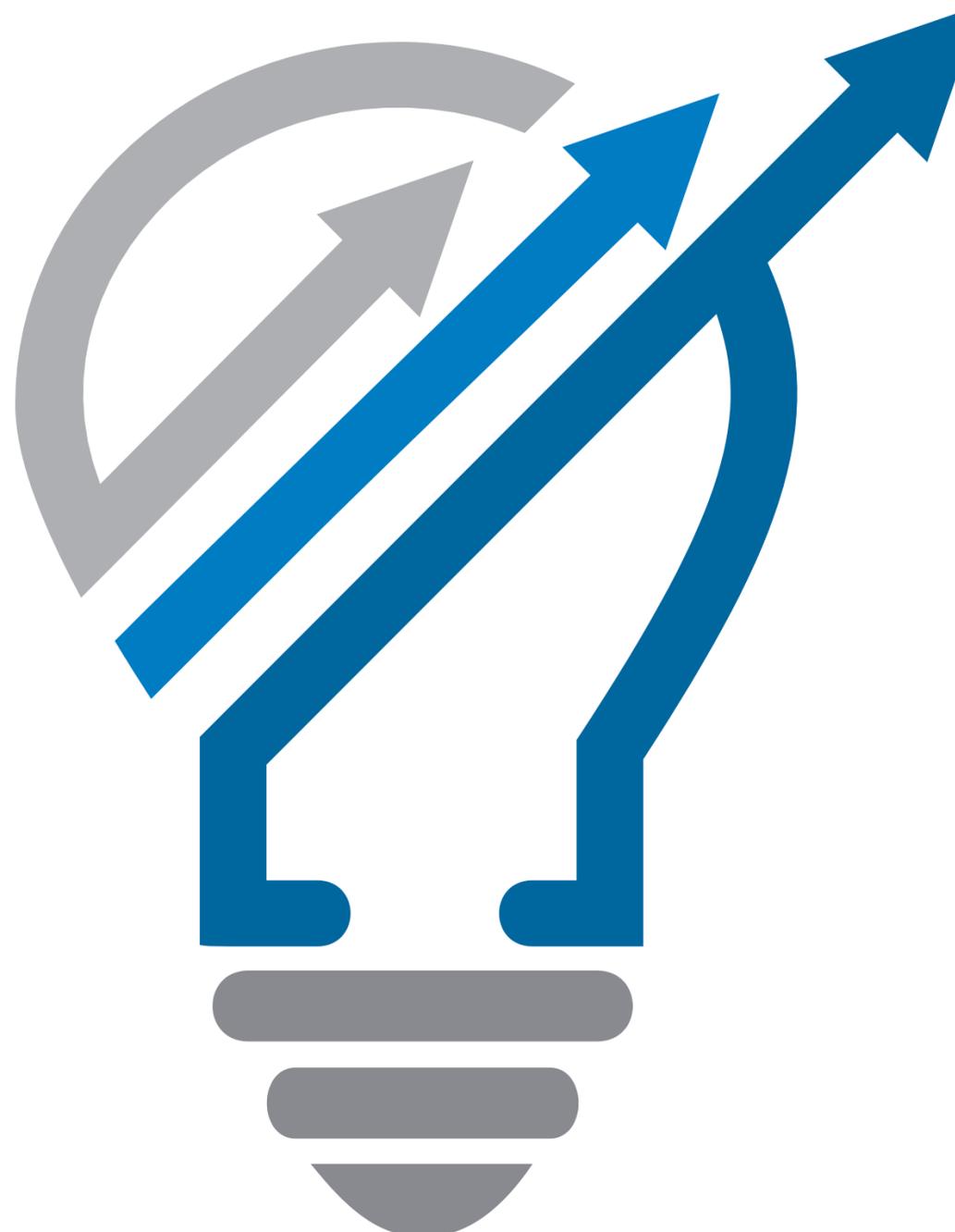
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Inside Page
2,000,000 VND



ADMISSION FEES

Attendance	Admission Fee
<i>Ticket for Welcome Drink (in the evening of Oct 18, 2017)</i>	500,000 VND/pax (Free of charge for overseas clients)
<i>Ticket for Conference (two days on Oct 19 and Oct 20, 2017)</i> Include: <ul style="list-style-type: none">• Admission ticket to the conference sessions & panel discussions, Tea-break, Lunch Buffet, Gala Dinner on Oct 19;• Admission Ticket to the workshop on Smart Agriculture on Oct 20• Visits to IT Companies in QTSC & downtown on Oct 20, 2017• Conference Package (Booklet, Souvenir)• Special Gift: Healthcare Voucher at CarePlus Vietnam (equivalent 500.000 VND)	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)
<i>Business Matching Desk (in the morning of Oct 20, 2017)</i> Organizing Committee will arrange the meeting based on registers' demand.	5,000,000VND/desk (Free of charge for overseas clients)
<i>Exhibition Counter in Conference (two days on Oct 19 and Oct 20, 2017)</i> 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
PRESS CONFERENCE	HCMC	08 August, 2017
Workshop: How to develop IT human resource in Can Tho?	Can Tho	11 August, 2017



PROMOTION PROGRAM IN OVERSEAS

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

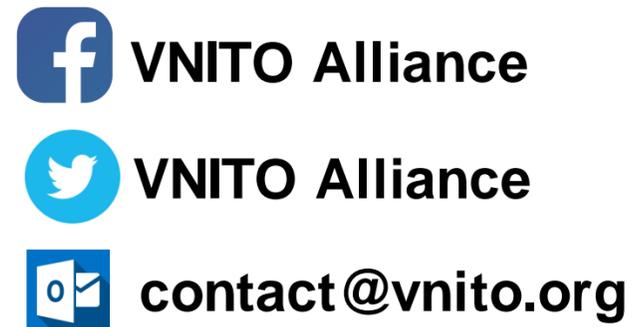
08/2017 – Can Tho



SUPPORTS & CONTACTS



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- **For local clients:** please contact Ms. Nga Nguyen, email vnito2017@vnito.org, mobile: (+84) 987 036 398



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