

THE BIGGEST VIETNAM IT OUTSOURCING CONFERENCE

Create an effective business matching platform for buyers
and Vietnamese IT Outsourcing vendors



ORGANIZING



14th - 17th October, 2015 

The Reverie Saigon at Times Square,
22-36, Nguyen Hue Boulevard, HCMC, Vietnam 



Ai Nguyen-Cong
Vice President
KPMG



Bob Jackson
Managing Director
John Galt



Chi Ngo-Duc
President & CEO
Global CyberSoft Vietnam



Frank Schellenberg
Founder & Shareholder
DIGI-TEXX



Hung Q. Nguyen
Chairman & CEO
LogiGear



Hung Nguyen-Doan
Co-Founder & CEO
LZT Vietnam



Jens Jonasson
CEO
Falco, Sweden



James Galvin
CEO
Glandore Systems Ireland & Vietnam



Kazuhiro Iwai
Vice President
ISB Vietnam



Nguyen Huu Le
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TMA Solutions



Nam Nguyen-Thanh
Rector of Institute of International
Education FPT, Vice Chairman of
FPT University



Steve Roatch
CEO & President
27Global



Paul Smith
Executive Chairman
Nash Tech



Trung Dao-Ha
President of Hochiminh City
High technology Association



Vu Lam
Chairman & CEO
KMS Technology

VIETNAM OUTSOURCING EXCELLENCE 2015

“Vietnam Outsourcing Excellence 2015” is the award initiated by the Vietnam Information Technology Outsourcing Conference Organizing Committee in order to honor IT-software enterprises operating in Vietnam with excellent results in term of products/sevices, growth and revenue, significantly contributed to the strategic development of Vietnam IT-Software industry.

QUALIFYING CRITERIA

Group 1

Top-10 Outsourcing Enterprises

- Top 10 Leading Outsourcing Enterprises (*) with highest revenue

Group 2

Leading Outsourcing Enterprises

- Revenue \geq VND 40 billion in 2014, OR
- Workforce \geq 50 employees in 2014, AND, Average Revenue Growth $>$ 20% in subsequent 3 years of 2012, 2013, 2014

Group 3

Emerging Outsourcing Enterprises

- Workforce: \geq 50 employees in 2014, OR
- Revenue: \geq VND 20 billion in 2014, OR
- Workforce: \geq 20 employees, and, Average Revenue Growth $>$ 20% in subsequent 2 years of 2013, 2014

Number of Awards:

- All enterprises that meet the criteria
- The Award Council has final decision on each case

Sponsored by



Officially Implementer



Organizer



Award Council

IDC, KPMG, AMCHAM/EROCHAM,
JICA, CACHAM, GBA, SHTP

CONFERENCE'S OBJECTIVES

- The biggest Vietnam IT Outsourcing conference.
- Promote Vietnam as an emerging IT Outsourcing destination.
- Create an effective business matching platform for buyers and Vietnamese IT Outsourcing vendors.

WHO WILL JOIN THIS EVENT?

150+

Multi-national
companies from
20+ foreign
countries

20+

Top Vietnam IT
universities

200+

Top Vietnam
software
outsourcing
companies

WHY VIETNAM?

Gartner's Leading Global Location for
Offshore Services, 2014

1

Vietnam is an Asia Tier 1 emerging - market
location

Tholons Top Outsourcing Destinations,
2009-2015

2

Ho Chi Minh and Hanoi in Top 20
Outsourcing Cities

A.T.Kearney's Global Services Location Index
2011 & 2009

3

Vietnam is in the Top Ten Global Services
Location

World Economic Forum The Most Engineering

4

Vietnam in the Top Ten Global Services
Location

WHY SHOULD YOU JOIN THIS EVENT?

One stop shop for 4 day event

- Vietnam software industry information and data from Gartner, KPMG, McKinsey.
- Vietnam business and investment environments.
- Human resources, education & training, labor market, infrastructure, etc.
- Experiences and case studies in working with Vietnamese companies.
- Business matching and visiting of top Vietnam software outsourcing companies.

VNITO SPECIAL PROMOTION

FOR FOREIGN SPEAKERS	<ul style="list-style-type: none">Free 3 nights at 4-star HotelFree the Conference ticket, Welcome Drink ticketEnjoy 1 full-day (Oct 15) with Tea-break, Lunch Buffet, Gala Dinner at The Reverie SaigonMekong Delta Tour
FOR VIETNAM ITO COMPANIES	<ul style="list-style-type: none">Enjoy full-day (Oct 15) with Tea-break, Lunch Buffet, Gala Dinner and half-day (Oct 16) with Tea-break at The Reverie Saigon.Receive a lot of information and data from Gartner, KPMG, Navigos Search, ect. about Vietnam ITO industry in the main conference and 04 panels.Opportunity to meet, exchange and find the potential customers from USA, Japan, Europe, Singapore, Thailand, ect. in Business Matching Session.Taxi voucher
FOR BUSINESS DELAGATIONS	<ul style="list-style-type: none">Free the Conference ticket, Welcome Drink ticketReceive a lot of information and data from Gartner, KPMG, Navigos Search, ect. about Vietnam ITO industry in the main conference and 04 panels.Enjoy 1 full - day (Oct 15) with Tea-break, Lunch Buffet, Gala Dinner and half-day (Oct 16) with tea-break at The Reverie SaigonOpportunity to meet, exchange and find the potential outsourcing customers from Vietnam and other partners in Business Matching SessionTaxi voucherMekong Delta Tour

CONTACT US

REGISTER TO CONFERENCE	REGISTER TO SPONSOR	REGISTER TO VIETNAM OUTSOURCING EXCELLENCE AWARD AND ADVERTISE
<ul style="list-style-type: none">Ms Phuongphuongnguyen@vnito.org+84 937 888 293	<ul style="list-style-type: none">Ms Nganganguyen@vnito.org+84 987 036 398	<ul style="list-style-type: none">Ms Nguyenthunguyen@vnito.org+84 917 204 967
REGISTER TO BUSINESS MATCHING	BUSINESS DELEGATIONS FROM VIETNAM	BUSINESS DELEGATIONS FROM FOREIGN COUNTRIES
<ul style="list-style-type: none">matchingvnito@vnito.org	<ul style="list-style-type: none">Ms Hong+84 1212 944 989	<ul style="list-style-type: none">Mr Tung+84 938 987 963

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Exclusive Transport Partner



Venue Support Business Partner



Exclusive Media Research Partner



Supporting Partner



Media



HOW TO JOIN THE EVENT

	USD	VND
Business Matching Desk	500	10.000.000
Counter Lease For Exhibition	500	10.000.000
Conference Ticket	120 (For early birds before August 15, 2015: 100)	2.500.000 (For early birds before August 15, 2015: 2.000.000)

SPONSORSHIP	USD	VND
Diamond Sponsor	14,000	300.000.000
Platinum Sponsor	5,000	100.000.000
Gold Sponsor	3,000	60.000.000
Silver Sponsor	2,000	40.000.000
Bronze Sponsor	1,000	20.000.000
Gift Sponsor	500	10.000.000
Gala Dinner & Award Ceremony Sponsor	1,500	30.000.000
Other Sponsor: Hotel, Wifi, Travel, City Tour, Printings, etc.		Upon your request

ADVERTISING	USD	VND
Conference's Booklet (cover page 2,3,4 or any side page) Vietnam Outsourcing	150 - 400	3.000.000 - 8.000.000
Excellence Directory (cover page 2,3,4 or any side page)	250 - 650	5.000.000 - 14.000.000