



An Introduction of

Vietnam IT Outsourcing Conference 2015

The biggest IT Outsourcing conference in Vietnam

Content

- ❖ Conference Objectives
- ❖ Why Vietnam?
- ❖ Who will join this event?
- ❖ Why should you join this event?
- ❖ Tentative Agenda
- ❖ Vietnam Outsourcing Excellence 2015
- ❖ Advisory Board
- ❖ Organizing Committee

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

Why Vietnam?

Gartner
Leading Global Locations
for Offshore Services,
2014

**Vietnam is an Asia Tier 1
emerging-market location**

A.T. Kearney
Global Services Location
Index 2011 & 2009

**Vietnam is in the Top Ten
Global Services Location**

Tholons
Top Outsourcing
Destinations, 2009-2015

**Ho Chi Minh and Hanoi
in Top 20 Outsourcing Cities**

World Economic Forum
The Most Engineering
Graduates

Vietnam in Top 10 Countries

Why Vietnam?

❖ **A new Asian high tech hub**

- Intel, Samsung, LG, Renesas, Foxcon, Fujitsu, Canon, Panasonic are in for factories.
- HP, CSC, Alcatel-Lucent, Cisco, Avaya, NTT, Toshiba, NEC, Panasonic, Sony, Sharp, Hitachi, Boeing, Deutsche Bank outsourced R&D to Vietnam

❖ **Availability of skilled engineering resources**

- 290+ universities and colleges with ICT training program
- 40k+ IT graduated annually

❖ **Strong government support**

- Investing in high tech parks, software parks
- Tax incentives, human resource development

❖ **Cost attractiveness**

- 50% lower than Eastern Europe and 30% lower than India

❖ **Low Attrition**

- 10% annually

Who will join this event?

200+

Top Vietnam software
outsourcing companies

20+

Top Vietnam
IT
universities

150+

Multi-national companies and
high-tech companies from
20+ countries

Why should you join this event?

❖ **One stop shop for 4 day event**

- Vietnam software industry information and data from Gartner, KPMG, Navigos Search, ect
- 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

Overall Program

VIETNAM IT OUTSOURCING CONFERENCE 2015

On October 14th -17th , 2015

The Reverie Saigon at Times Square, 22-36 Nguyen Hue Blvd., Dist. 1, HCMC, Vietnam

The Reverie Saigon is a brand new, luxurious hotel settled in the heart of Ho Chi Minh City's central business hub. It is located in the Times Square, a world - class building and is one of the icon of the city.



DAY 01 Wednesday, October 14, 2015

Venue: The Long Bar (For VIP, Foreign delegations)

- | | |
|---------------|--------------------------|
| 17:00 – 18:00 | Registration |
| 18:00 – 20:00 | Welcome Drink |
| 20:00 – 22:00 | Saigon Night Sightseeing |

Overall Program

DAY 02 Thursday, October 15, 2015

Venue: La Scala Ballroom, Level 5, The Reverie Saigon at Times Square

08:00 – 09:00	Registration Welcome Remarks from Vietnam Government and Ho Chi Minh City
09:00 – 09:30	<i>H.E. Mr. Quan Nguyen, Minister, Ministry of Science and Technology*</i> <i>H.E. Mr. Thanh Hung-Nguyen, Vice Minister, Ministry of Information and Communications*</i> <i>H.E. Mr. Ha Le-Manh, Vice Chairman, Office of the Government *</i>
09:30 – 10:00	Keynote Address #01: Overview about Vietnam as an emerging outsourcing destination: Ranking, advantages, global sourcing trends and opportunities for Vietnam.
<i>09:30 – 09:45</i>	<i>Ms. Yuko Adachi , Research Vice President , Gartner Japan</i>
<i>09:45 – 10:00</i>	<i>Mr. Ai Nguyen-Cong, Vice President, KPMG Vietnam</i>
10:00 - 10:30	Keynote Address #02: Overview of Vietnam economy and investment. How outsourcing business fit into the picture?
<i>10:00 – 10:30</i>	<i>Mr Rick Yvanovich, AmCham Vietnam</i>
10:30 – 10:45	Teabreak Success stories from clients who has invested in Vietnam or has worked with Vietnam vendors
10:45 – 11:30	<i>Mr Hung Truong/ Senior Director, HP Software R&D, Hewlett-Packard Company</i> <i>Shyam Pillalamarri/ CTO, Samsung SDS</i> <i>Paul Smidth/ Excutive Chairman Nash tech</i> <i>Frank Schellenberg(DIGI-TEXX)</i>
	Vietnam software outsourcing – capabilities & competencies
11:30 – 12:00	<i>Dr. Nguyen Huu Le, Chairman TMA Solutions</i> <i>Dr. Hung Q. Nguyen, Chairman & CEO LogiGear</i>
12:00 - 13:00	Lunch Buffet

Overall Program

13:30 - 15:00	Panel #01: Case studies. Voice from customers Sharing customer experience working with Vietnamese vendors: challenges, risks, mitigation and best practices in outsourcing to Vietnam including vendor selection, vendor management, communication, etc.	Panel #02: Why VN. Competitive advantages Discuss reasons many big names coming to Vietnam, why Vietnam becoming an attracting outsourcing destination.
15:00 – 15:15	Tea Break	
15:15– 16:30	Panel #3: Human Resources and Competencies Capabilities and competencies of Vietnam IT workforce. Assessment of IT workforce and education system. Best practices in hiring, building, training and keeping a winning IT team.	Panel #4: R&D Outsourcing Success Case Studies Case studies on R&D/high-tech (Internet of Things, Big Data & Analytics, Cloud, 4G/LTE, etc.) to demonstrate ability of Vietnamese software companies on large and complex projects on latest technologies.
16:30 – 17:00	Meeting with News / Media / TV	
17:00 – 18:00	Break	
18:00 – 21:00	Gala dinner & The Award Ceremony “Vietnam Outsourcing Excellence 2015”	

Overall Program

**To be confirmed*

DAY 03 Friday, October 16, 2015

Venue: La Scala Ballroom, Level 5, The Reverie Saigon at Times Square

09:00 – 12:00 Business matching between Vietnamese enterprises and partners

13:00 – 17:00 Visit Quang Trung Software City, Saigon Hi-Tech Park, VNU-ITP

DAY 04 Saturday, October 17, 2015 (For Foreign delegations)

Venue: Mekong Delta, Vietnam

09:00 – 16:00 Cultural Tour (Visit Mekong Delta)



Vietnam Outsourcing Excellence Award

❖ **Top 10 Outsourcing Enterprises**

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

❖ **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

❖ **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.

❖ **Award Council**

- IDC, KPMG, AmCham, HCM City High Technology Association, JICA (TBC), CANCHAM (TBD)

Advisory Board

- ❖ **Le Nguyen-Huu**
Chairman, TMA Solutions
- ❖ **Trong Nguyen**
Former president HCA
- ❖ **Frank Schellerberg**
Founder & Shareholder, DIGI-TEXX
- ❖ **Chi Ngo-Duc**
President & CEO, Global CyberSoft Vietnam
- ❖ **Ai Nguyen-Cong**
Vice President, KPMG
- ❖ **Nam Nguyen-Thanh**
Vice Chairman of FPT University
- ❖ **Bob Jackson**
Managing Director, John Galt
- ❖ **Jens Jonasson**
CEO, Falco Sweden
- ❖ **Trung Dao-Ha**
President of HCM High Tech Association
- ❖ **Steve Roatch**
CEO & President, 27Global
- ❖ **Paul Smith**
Executive Chairman, Nash Tech
- ❖ **Vu Lam**
Chairman & CEO, KMS Technology
- ❖ **Hung Q. Nguyen**
Chairman & CEO, LogiGear
- ❖ **James Galvin**
CEO, Glandore Systems Ireland & Vietnam
- ❖ **Kazuhiro Iwai**
Vice President, ISB Vietnam
- ❖ **Hung Nguyen-Doan**
Co-Founder & CEO LZT Vietnam
- ❖ **Hoa Nguyen-Tuan**
Independent Consultant
- ❖ **Osato Kazuhiko**
Director, Jetro HCM

Organizing Committee

- ❖ **Long Lam-Nguyen-Hai**
Deputy CEO, QTSC
- ❖ **Tuan Vu-Anh**
General Secretary, HCMC Computer Association
- ❖ **Hong Tran-Phuc**
Vice President, TMA Solutions
- ❖ **Toan Ngo-Van**
Vice President,
Global CyberSoft Vietnam
- ❖ **Cuong La-Manh**
Managing Director, Luxoft Vietnam
- ❖ **Nhuan Lai-Duc**
CEO, LARION Computing
- ❖ **Hung Nguyen-Viet**
Managing Director,
KMS Technology Vietnam
- ❖ **Vu Huynh-Minh**
Business Development Director,
Harvey Nash Vietnam
- ❖ **Hai Tran-Thanh**
Principal, Vien Dong College
- ❖ **An Mai-Hoai**
President, IMT Solutions
- ❖ **Long Vuong-Bao**
HR Director, LogiGear
- ❖ **Quyen Nguyen-Thi-Kieu,**
CMO, ISB Vietnam
- ❖ **Quynh Nguyen-Duc**
CEO, FPT Software HCM
- ❖ **Ty Van-Thi-Bich**
Chief Communication Officer, HCA

Press Conference June 04, 2015 Ho Chi Minh City



Press Conference June 04, 2015 Ho Chi Minh City

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June 24, 2015 11:08

Province

19:00 | 06/06/2015

Ho Chi Minh City to host largest IT outsourcing conference 2015

Quang Trung Software City (QTSC) will join hands with Ho Chi Minh City Computer Association (HCA) to hold the Vietnam IT Outsourcing Conference (VNITO) between October 14-16 this year in Ho Chi Minh City.



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Une conférence internationale sur la sous-traitance prévue à Hô Chi Minh-Ville

04/06/2015 19:04

La «Conférence internationale sur la sous-traitance informatique au Vietnam - 2015» (Vietnam IT Outsourcing Conference – VNITO 2015) se tiendra du 14 au 16 octobre à Hô Chi Minh-Ville. C'est ce qu'on a annoncé lors d'une conférence de presse tenue le 4 juin dans la mégapole du Sud.

Les plus lus Les plus commentés

- Exemption de visa au Vietnam pour les citoyens de cinq pays européens
- Neuf raisons de partir en voyage au Vietnam
- Les lycéens tous prêts pour l'examen national de fin d'études
- Un projet pour augmenter la taille des Vietnamiens

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Hanoitimes

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Wednesday, 24 Jun 2015

SCIENCE & TECH

HCM City to organise Vietnam IT Outsourcing conference 2015

Updated at Tuesday, 09 Jun 2015, 09:12

The Hanoitimes - Vietnam IT Outsourcing conference (VNITO) 2015 will be held in HCM City from October 14-16. The VNITO 2015 is the largest conference for IT outsourcing in Vietnam.

According to Lam Nguyen Hai Long, Head of the VNITO 2015 organising board, the conference is expected to attract more than 150 multinational companies from 20 countries along with 200 outsourcing firms and 20 leading IT universities in Vietnam, creating a chance for Vietnam to present its potential and seek cooperation opportunities.

Historical relics Restaurant

Travel Buffet restaurant

Playground Hospital

ATM Location Rate

VIDEO CLIP



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Conference to promote Vietnam as attractive IT outsourcing destination

04/06/2015 | 21:27:00

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TOP STORIES

- Science application promotes rural socio-economic development
- Hanoi to host Vietnam ICT summit
- Winners of Microsoft Office contest announced
- Good prospect for high-tech venture fund model: minister
- Vietnam improves PCB awareness
- Minister pledges to strongly develop technology market
- Microsoft supports NGOs for access to new technologies
- PM approves incentives for new microchip plant

A conference will be held in Ho Chi Minh City from October 14-16 promoting Vietnam as an attractive emerging information technology (IT) outsourcing destination.

The Vietnam IT Outsourcing Conference (VNITO 2015) is expected to attract more than 150 multinational companies from 20 countries along with 200 outsourcing firms and 20 leading IT universities in Vietnam, presenting a chance for Vietnam to present its potential and seek cooperation opportunities, said Lam Nguyen Hai Long – Head of the VNITO 2015 organising board – on June 4.

Long added that Vietnam boasts numerous IT outsourcing advantages, including a large number of high-tech companies like Intel, Samsung, LG, Renesas, Foxcon, Fujitsu, Canon and Panasonic all with factories in the nation.

ment.vnplus or groups such as HP, CSC, Cisco, Toshiba, NEC and Boeing have also conducted software research and

Vietnam IT

CONFERENCE

Vietnam IT Outsourcing Conference 2015 (VNITO)



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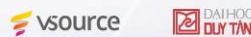
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