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THE BIGGEST VIETNAM IT OUTSOURCING CONFERENCE 2015

(VNITO – Ho Chi Minh City, Vietnam, 04 June 2015) – Today, Quang Trung Software City (QTSC) and Ho Chi Minh City Computer Association (HCA) are pleased to announce Vietnam IT Outsourcing Conference (VNITO 2015) which will be held on October 14-16th, 2015 at The Reverie Saigon (Times Square) in Ho Chi Minh City, Vietnam. VNITO 2015 is the largest Conference for IT outsourcing in Vietnam. It is expected that the representatives of over 150 multinational companies and 200 IT Outsourcing (ITO/BPO) enterprises in Vietnam will be attending the conference to exchange views on the ITO business in Vietnam, and seeking outsourcing business opportunities.

Vietnam as an emerging IT Outsourcing destination

According to the 2015 Report of Tholons, a leading Strategic Advisory firm for Global Outsourcing and Research, Ho Chi Minh City ranks 18th and Hanoi 20th among the top 100 most attractive cities for software outsourcing in the world. Also, Vietnam tops global outsourcing location index for first time in business process outsourcing (BPO), according to the latest research from global real estate adviser Cushman & Wakefield.

"Vietnam is very competitive when compared to other global locations with 5 main factors. Firstly, Vietnam is trusted by technology firms and large multinational corporations around the world, including Intel, Samsung, LG, Renesas, Foxconn, Fujitsu, Canon, Panasonic, which have set up manufacturing bases in Vietnam; Other big players like HP, CSC, Alcatel-Lucent, Cisco, Avaya, NTT, Toshiba, NEC, Panasonic, Sony, Sharp, Hitachi, Boeing, Deutsche Bank are also moving their R&D activities to Asia, in particular Vietnam. Secondly, Vietnam possesses skilled labor force with more than 40,000 engineers graduated every year from 290 universities across the country. Thirdly, Vietnam government's open-door policies are attracting and encouraging investments in high-tech parks, software parks, including special incentives for skilled labour and other tax incentives. Fourthly, despite rising costs of offshoring services in recent years, Vietnam remains lower than India and Eastern Europe. And finally, inflation rate below 10 percent annually can create an important competitive advantage in.", says **Mr. Lam Nguyen Hai Long, Deputy CEO of QTSC.**

To promote the image of Vietnam's IT outsourcing (ITO) sector as the emerging outsourcing destination, Quang Trung Software City (QTSC), Ho Chi Minh Cty Computer Association (HCA) have co-operated with strong IT firms such as Global Cybersoft, TMA Solutions, DIGI-TEXX, KMS, LogiGear, LUXOFT, LARION, ISB Viet Nam, IMT Solutions, FPT Software, Harvey Nash to organize Vietnam IT Outsourcing Conference (VNITO 2015) in October 14th-16th, 2015.

Vietnam IT Outsourcing Conference (VNITO 2015) brings overview in the new and fast-growing IT outsourcing in Vietnam and provide a forum for the sharing of experiences. The conference also is targeted to boost the development of IT and business process outsourcing, create both short-term and long-term demand to improve Vietnam IT outsourcing; enhance Vietnam's trustworthiness as an outsourcing destination; to propose solutions to accelerate promotion activities, training, human resources development, investments in infrastructure and telecom which supports the software outsourcing business. Besides, this conference also provides important lesson learned of outsourcing companies based in Vietnam and visit to top Vietnam software outsourcing companies.

Vietnam IT Outsourcing Conference (VNITO 2015) provides a forum to foster knowledge sharing and for networking for any IT firms interested in IT outsourcing. The conference is intended for multinational companies, large corporations around the world and Vietnamese companies who are interested in offshore outsourcing and wanting to know more about opportunities for innovation, costs savings and improvement. Participants can make use of individual matchmaking according to your company specific needs with potential Vietnamese business partners. In addition, VNITO 2015 shows volumes of diverse sources of data from IT market research organizations, conducted by IDG, Gartner, KPMG, McKinsey as well as **The Award of Vietnam Outsourcing Excellence 2015.**

Boost skilled labour force and Increase in Promotion

At the press conference, experts from advisory board from academia, industry and outsourcing services firms, international investors are invited to give some recommendations to help Vietnam become as a software outsourcing destination and to attract outsourcing contracts from foreign partners.

Dr. Nguyen Huu Le, Chairman of TMA Solutions, mentioned: "Vietnam, being a very attractive software outsourcing destination as well as an alternative to India (India +1) is among the top 5 outsourcing countries in the world (except for India), including China, Russia, Poland, Argentina and Vietnam. Moreover, Vietnam has a large talent pool with supply exceeding demands. We have a young and highly motivated workforce, and low staff turnover rates of about 15%, lower than India (35%). Also, Vietnam has a young generation of skilled workers that are highly dedicated and technologically skilled. Right now, we need to improve training in IT for both university and a business enterprises. Also, Vietnam should introduce policies to promote the country as an outsourcing destination, with the service segment expected to expand rapidly attracting Vietnam big names in ITO/BPO from English speaking markets and Japanese market.

Dr. Nguyen Cong Ai, Deputy General Director of KPMG Vietnam, also stated: "In order to boost the development of outsourcing sector, Vietnam needs to improve its human resources, both in quantity and quality. It is important that there are strong links between universities and businesses, which will help improving the qualifications of the Vietnamese IT engineers. In addition, attention should be paid to technical and vocational schools with international training programs, which will help IT professionals to keep their knowledge and skills constantly updated."

Conference IT Outsourcing Development in Vietnam – Vietnam IT Outsourcing Conference 2015 as a bridge to promote Vietnam as an attractive outsourcing destination. With the participation of Vietnamese leaders, international organizations, representative offices of foreign outsourcing enterprises, especially Advisory Board from VNITO will make effective outsourcing communication between enterprises as well as playing a bigger role in the global outsourcing market.

During the 3 days, **Vietnam IT Outsourcing Conference (VNITO 2015)** that will be held in Ho Chi Minh City on 14-16 October, 2015 at Reverie Saigon (Times Square) – Vietnam's newest luxury hotel. The Reverie Saigon, a member of The Leading Hotels of the World, is a high-end property set to open in early 2015, within the new 39-floor Times Square building in Ho Chi Minh City's District 1 – a symbol of a city.

More information about the conference, please visit: www.vnito.org
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About Quang Trung Software City (QTSC)

QTSC play an important role in the Hochiminh City's plan economic structure to be expected to push in the development of HCMC's ICT industry. There are 119 IT companies operating here, many of which are well known in Vietnam and in the world. Loyal and new customers who have gone with QTSC such as: HP, IBM, KDDI, SPS, Luxoft, TMA, Global CyberSoft, Vina Data, DIGI-TEXX… with nearly 16,505 people are studying and working.
QTSC will focus on expanding chain of software parks based on QTSC brand with 5 software parks in Ho Chi Minh City and a new place for QTSC – Da Lat.

About HCMC Computer Association (HCA)

Ho Chi Minh City Computer Association is the first IT association in Vietnam. We aim to propose ICT policies, organize trade promotion activities, provide trade and exchange support to members (individual and community), link businesses, exchange information…. help businesses to develop better and sustainable – contributions to the overall development of the country. HCA currently has over 1,220 individual members, 256 corporate members with more than 20,000 units CB/staff; Annual Revenue of HCA's members is at about 100,000 billion VND. With the motto of commitment, sharing, cooperation and development – HCA willing to accompany ICT business, working closely with partners in and outside the ICT sector, support members to maximize their competitive advantages, search – sharing capabilities, opportunity… to get together on the path of sustainable development of their businesses.