Vietnam- the Cloud factory for the global migration

October 14th, 2015

Y2K and the debut of SMAC
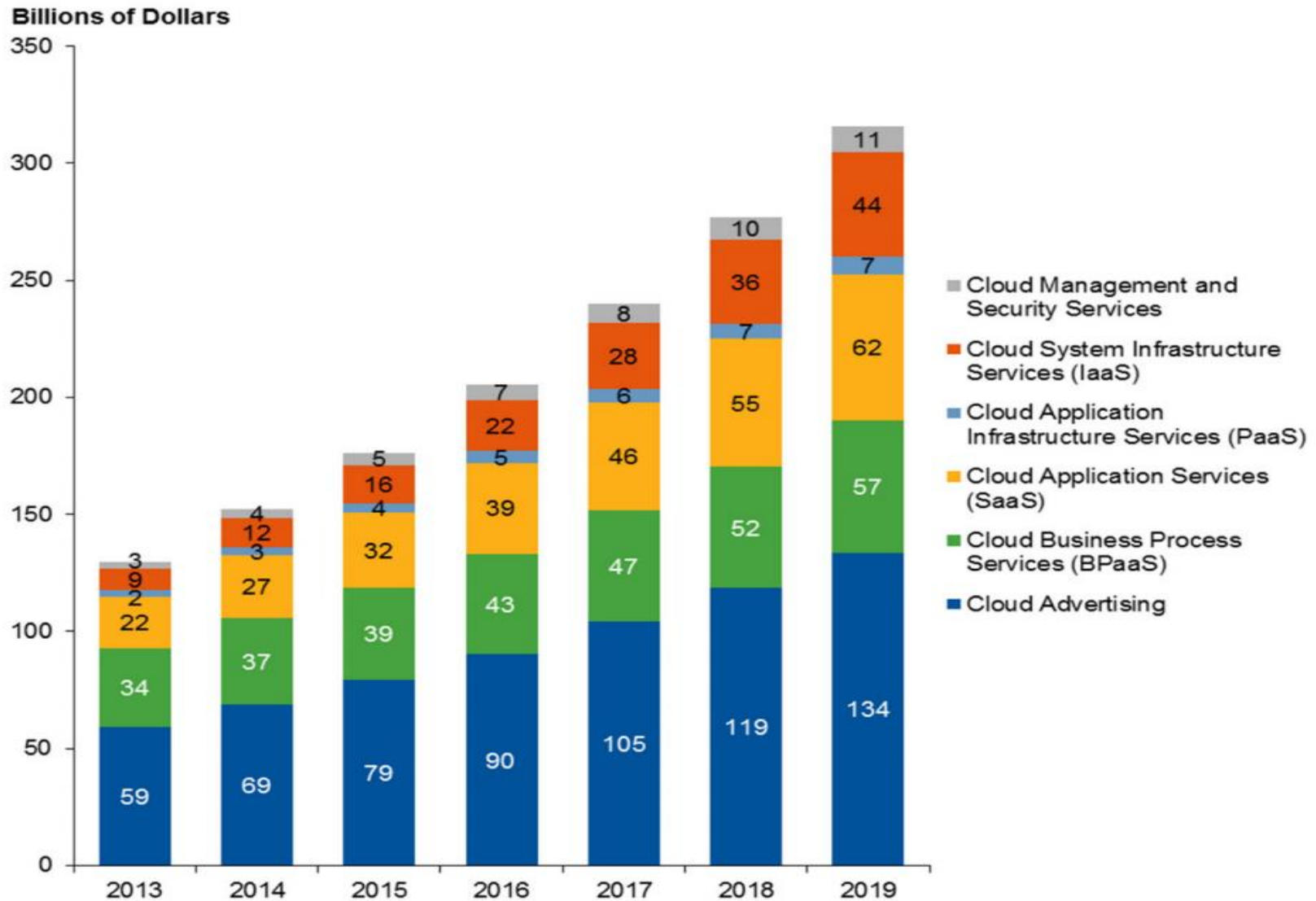
1900s	2000s

SMAC

- Social, Mobility, Analytics based on Big Data and Cloud
- A big chance for emerging countries like Vietnam
- "The Third Platform" enables Vietnam to fairly competes with powerful IT countries

Y2K

- Remarkable event
- Outstanding opportunity forming Indian big players

Overview and trend of Global Cloud Market

Billions of Dollars

Legend:
- Cloud Management and Security Services
- Cloud System Infrastructure Services (IaaS)
- Cloud Application Infrastructure Services (PaaS)
- Cloud Application Services (SaaS)
- Cloud Business Process Services (BPaaS)
- Cloud Advertising

Source: Gartner (June 2015)

Vietnam's merits for a Cloud factory

1. Large talent pool

- 25,000 employees working in IT industry
- 50,000 ICT students enrolment in 2010 and increases 25-30%/year
- 277 universities/colleges with ICT education

2. Quality

- Excellent at natural science subjects and sensitive with new technologies
- Meet stringent quality requirements from world leading companies
- Adoption of international quality standards: ISO, CMMi…
- Experienced of working with global giants.

3. Competitive Cost

- Labor cost is lower than China & India
- Commercial, office and residential rental expenses in Vietnam have also remained competitive due to the increased supply of real estate

4. Good culture compatibility

- Vietnam is quite adapting and open to adopting foreign ideas, values and practices into its own norms

5. Strong Government support for the software industry

- Tax, training & education, software/high tech parks etc.

FPT – the market leader in Vietnam

- **FPT Software**
- FPT Information System
- FPT Telecom
- FPT Trading
- FPT Retail
- FPT Education
- FPT Online

FPT leading ICT Corporation in Vietnam

Founded:	1988
Public listed:	Dec 2006 on VNSE
Revenue:	USD 1.65 billion (2014) **FPT Software:** 135 Million (2014)
Staff:	23,000 **FPT Software: 9000** (09/2015)
Development Centers:	Hanoi, Hochiminh City, Danang, Can Tho
R&D investment:	5% profit before tax
Clients:	350+ clients with 40+ Fortune 500 s

#1 in Software Services & Systems Integration

11,000 Employees

Application Development | Cloud | ERP|Embedded Systems | Testing | Migration Services |System Integration | Infrastructure | Security

IT Education

17000 Students

1000 Staff

- FPT University : 7000
- FPT Polytechnic: 5000
- FPT Aptech, Multimedia: 5000

TOP 3 largest Telco providers

5200 Employees

- Cooperate Network Services
- Consumer Network Services VOIP Solutions
- Online Content
- Online gaming

#1 in IT & Mobile Distribution

5000 Employees

- Distribution and Retail
- Manufacturing (Desktops and Mobile Devices)

FPT – the market leader in Vietnam

Best in Class Processes

SEI CMMI Level 5; ISO 9001:2008; and ISO/ TS 16949

Service Management Standards – ISO20000

The first company in Vietnam to implement the ISO20000 standard for Service Management System

Security Standards

the first company in Vietnam to implement the ISO 27001:2013 (BS 7799 -2:2002) standard for Information Security Management System

Partnering and certified by Technology Partners

Global migration cloud stories

Case 1

- The client is one of the world's leading providers of digital television entertainment services delivering to more than 37 million customers in the U.S. and Latin America.
- FPT's works: Enterprise app development, Distributed Mobile application development, Artificial Intelligence (Analytics and Cloud-based), QA Testing
- 600+ Offshore engineers
- Development centers across Vietnam: Hanoi, HCMC, Danang and in US (LA), Philippines (Cebu), and Slovakia (Kosice)

Case 2

- Customer is American chemical company founded in 180 and the world's 4th largest chemical company based on market capitalization and 8th based on revenue (2014)
- FPT's works: migrate to Sharepoint Online, Force.com (cloud), SAP (on premise) and other platforms.
- Delivery model: 1 offshore migration factory in Vietnam: 120 FTE; 4 deployment and support centers: US, EMEA, APAC, Japan: 20 FTE.

Conclusion

'Why Vietnam is the world's factory for global migration'

- ✓ Vietnam is possessing a large IT talent pool with technology savvy and fast inquiring ability to satisfy customer's requirements.

- ✓ Challenges and problems on working with global clients bring Vietnamese ITO companies good experiences for next projects.

- ✓ Vietnam's merits create competitive advantages for itself to compete with powerful global companies.

- ✓ Successful projects, especially projects with global giants, prove capability of Vietnamese engineers and make Vietnam ITO vendors be trusted by global clients and partners.