Vietnam IT◉
CONFERENCE
2015

VIETNAM
IT OUTSOURCING
COMPANIES OF
EXCELLENCE 2015

Vietnam IT◉
AWARD 2015

15th October, 2015

www.vnito.org

QUANG TRUNG SOFTWARE CITY
The Pride Of The IT Circle

Founded in — 2001
Total Area (sqm) — 430,000

No. Engineers — 7,285
No. Students — 10,520

No. IT Training Center — 5
No. ICT Enterprises — 120

Office for Leases
18 office building with many different standards

Telecom Services
Cloud Computing, Internet Connection, Telecom Lines, Web Hosting, Emailing, Dormain Registration, Advertising Banners, Web Link, Data Center

Consultancy Services
One — stop Services (investment License, Accounting & Auditing, Work Permit, Resident Card, Im — Export Equipments, Seal Tax Code Registration…)

Event & Other Services
Meeting, Conferencing Business Matching, Exhibition, HRs Club, CEO Club

Calling Investment Fields in QTSC
Software Development Center, Delivery Center
Data center, Business Incubation Center
Business Process Outsourcing (BPO)
Land for Infrastructure Investors
Banking, insurance, venture capital
Offshore Development Center
IT Training, R&D organizations

CONTENT

A LEADING IT SOLUTIONS, SYSTEM INTEGRATION
& OUTSOURCING SERVICES PROVIDER

Global CyberSoft
A Hitachi Consulting Company

Global CyberSoft (GCS) is a leading global IT solutions provider founded in California in July 2000. With extensive experiences and rich expertise, GCS specializes in providing **IT Solutions, System Integration and Outsourcing Services** to worldwide customers in the following business areas:

Business Automation

Business Enterprise Solutions

Embedded Systems

Factory Automation

Testing and Validation

CMMI LEVEL 5 | ISO 27001 | TÜV ISO 9001 | SAP Partner | Wonderware CERTIFIED System Integrator Partner SYSTEM PLATFORM

Global CyberSoft (Vietnam) JSC
Helios Bldg., Quang Trung Software City, Tan Chanh Hiep Ward, District 12, Ho Chi Minh City, Vietnam
Tel: +84 8 5437 1199 - Fax: +84 8 5437 1188
Email: sales@globalcybersoft.com - Website: www.globalcybersoft.com

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KMS TECHNOLOGY

SOFTWARE PRODUCT
DEVELOPMENT & TESTING SERVICES

Inc. 5000 #4195 2015 | Inc. 5000 #3437 2014 | VIETNAM'S 30 LEADING IT COMPANIES | TOP 5 & HUY CHƯƠNG VÀNG ICT VIỆT NAM 2014 | Danh hiệu Sao Khuê 2014 vinasa PHẦN MỀM ƯU VIỆT

Pacesetter 2013 ATLANTA BUSINESS CHRONICLE | TOP 5 & HUY CHƯƠNG VÀNG ICT VIỆT NAM 2013 | Danh hiệu Sao Khuê 2013 vinasa PHẦN MỀM ƯU VIỆT | Danh hiệu Sao Khuê 2012 vinasa DỊCH VỤ XUẤT SẮC | Pacesetter 2012 ATLANTA BUSINESS CHRONICLE | Sao Khuê 2011 vinasa PHẦN MỀM ƯU VIỆT

Learn more: **www.kms-technology.com**

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GOLD

IVC ISB VIETNAM | LARION COMPUTING | LUXOFT | waverley | hp

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IMT SOLUTIONS | FPT Fpt Software | Gotadi.com Click là Đi!

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VIETNAM IT OUTSOURCING EXCELLENCE AWARD HANDBOOK

Dear Valued Readers,

Quang Trung Software City (QTSC) and Ho Chi Minh City Computer Association (HCA) have co-organized the 2015 Vietnam IT Outsourcing Conference (VNITO 2015), a forum to promote Vietnam's IT industry to the world and to position Vietnam as an attractive emerging destination for offshore outsourcing. VNITO 2015 also shows a high volume of diverse sources of data from global IT market research organizations, conducted by Gartner and KPMG. To recognize and introduce the excellent and most potential players with key contribution to the growth of the industry, VNITO 2015 has initiated the **Vietnam IT Outsourcing Excellence Award 2015** that goes along with the conference.

The Award is to recognize ITO/BPO enterprises who have been achieving outstanding business results in Vietnam at the forefront of the industry, contributing to build up the national brand and competitive advantage. The ceremony is a celebration of organizational high-performers who have effortlessly raised the benchmarks of competence and dedication to their work and Vietnam's IT community as a whole.

The Handbook of Vietnam IT Outsourcing Excellence Award 2015 provides information about doing business in ITO/ BPO in Vietnam that individuals/organizations/enterprises who are interested in exploring new opportunities and increasing their offshore outsourcing services. We hope this Handbook can be of your most helpful and convenient use for growing and enriching your business in Vietnam.

We would like to take this opportunity to greatly appreciate and thank to the Award Qualifying Board, consisting of distinguished representatives from KPMG, AMCHAM, HITECHA , HCA for their dedicated work and unbiased judgment in selecting and conferring the well deserved winners.

You can access the full information of Vietnam IT Outsourcing Conference (VNITO 2015) at the site: www.vnito.org

Sincerely,

- Editorial Board

ORGANIZERS
PROFILE

QUANGTRUNG SOFTWARE CITY

📍 : Hall 3, Quang Trung Software City,

Tan Chanh Hiep Ward, Dist. 12, HCMC

☎ : (84.8) 3715 8999

🖶 : (84.8) 3715 5985

🌐 : www.qtsc.com.vn

About QuangTrung Software City
Founded in 2001, QuangTrung Software City (QTSC) is Vietnam's largest software park. With an area of more than 43 hectares, it is home to over 120 of Vietnam's biggest and most successful IT services companies. Roughly half of these are foreign companies from 20 different countries, including famous tech giants like HP, IBM, KDDI, Swiss Post Solutions, Luxoft, Global Cybersoft... Altogether, more than 17,000 people work and study at QTSC.

QTSC offers premium facilities for IT and tech companies in Vietnam, including office space, accommodation, entertainment and excellent telecommunications infrastructure. With strong links to government authorities, QTSC also offers a wide range of tax exemptions and incentives to investors. And with strong links to local universities and technical schools, it offers a direct pipeline to Vietnam's tech talent.

QTSC is located in Ho Chi Minh City, the business and financial capital of Vietnam. It is only
15 minutes from Tan Son Nhat Airport, and 45 minutes from the downtown business district. As one of only a few "green zones" in Ho Chi Minh City, it offers a pleasant, healthy and quiet working environment.

HO CHI MINH CITY
COMPUTER ASSOCIATION

📍 : 9th Fl, 224 Dien Bien Phu Street,

Ward 7, District 3, HCMC

☎ : (84.8) 3932 0999

🖶 : (84.8) 3932 0199

🌐 : www.hca.org.vn

About Ho Chi Minh City Computer Association
The Ho Chi Minh City Computer Association (HCA) is a trade association for IT companies, advisory firms, educational institutions and other industry stakeholders. HCA organizes events and initiatives that help to build the IT industry in Ho Chi Minh City and beyond. It is responsible for both domestic and foreign trade promotion, government relations and many other activities.

ADVISORY **BOARD**

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27 Global

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CEO
Savvycom JSC

VU HUYNH-MINH
Business Development Director
Harvey Nash Vietnam

AWARD COUNCIL

AI NGUYEN-CONG

VICE PRESIDENT

KPMG

PhD Nguyen Cong Ai has been working for KPMG since 1998, in Slovakia and Vietnam. He has been involved in providing Market Entry advisory services to many international companies entering Vietnam. He is serving as Head of Market Entry Group and Partner - Ho Chi Minh Office, Tax & Corporate Services. PhD Nguyen Cong Ai has extensive experience in conducting market entry studies, location analysis, commercial due diligence and assistance with Investment licensing and post-license compliance.

Being in contact with Government Agencies and Business Communities throughout Vietnam for years, Ai has extensive business and government network.

Dr Ai's clients include many of leading companies in Vietnam and overseas: Petro Vietnam Fertilizer and Chemicals Company, Kookmin Bank, Lotte Mart, Masan Group Corporation, Vietnam Southern Food General Corporation, Mitsubishi Corporation, Deutsche Bank AG, Sharp Corporation.

RICK YVANOVICH

Chairman of ICT Sector Committee EuroCham Vietnam,
Chairman of the AMCHAM HCMC ICT group

Rick's a Brit, a baby boomer, and a professional bean counter (hence the FCMA CGMA FCPA). He's worked for 30 years in supermarkets, accounting, breweries, newsagents, defence manufacturing, IT, property development and big Oil, in the UK and Asia. In 1994 he founded TRG, a technology company (the first of many entrepreneurial ventures). TRG has a vision of making your business shine by providing stuff that works. Another of his ventures, Profiles International South East Asia, expanded the vision to making both you and your business shine; it focuses on people to enable them to be the best that they can be.

Rick is a Fellow of the Chartered Institute of Management Accountants (CIMA), a Chartered Global Management Accountant (CGMA), a Fellow of CPA Australia, and has an MSc in Strategic Business Management from Manchester Metropolitan University, UK. He is the Chairman of AMCHAM HCMC ICT Committee and Chairman of Eurocham Vietnam IT Sector Committee. He is active in promoting Vietnam IT, inward investment to Vietnam as well as IT events and seminars. Rick is Treasurer and a member of the Board of the British Business Group in Vietnam.

AWARD COUNCIL

TRUNG DAO-HA

PRESIDENT OF HOCHIMINH CITY HIGH TECHNOLOGY ASSOCIATION

TUAN VU-ANH

General Secretary

HCMC Computer Association

Dr Trung Dao is Honorary Consul of Austria , President of Hochiminh City High technology Association (www.hitecha.org) . Since many years he has been strong supporter and believer in Vietnam IT business development . At this moment his focus is to bring international networking and attract talented people into Vietnam hi-tech industries .

Mr. Vu Anh Tuan is currently General Secretary of HCA, where he had been Deputy General Secretary since March 2012. In addition to the role in HCA, Mr. Tuan is the Director of ITP, a company run by HCA, and Chairman of Cuu Long Computer Company.

Other milestones:

2011 to 2012: Business Development Director, IDC Trading Company in HCMC (IDC Group - Hanoi).

2007 to 2008: Deputy Director of CMS2 Company.

2000 to 2004: Managing Director of MEKONG GREEN CORP. Mr. Tuan has built and successfully developed the first computer brand in Vietnam, MEKONGGREEN, with more than 300 dealers across the country.

1995 to 2000: Director of VT&T Company.

1992 to 1995: Director of EIE Company, HCM City branch.

Lac Viet Computing Corporation

Outsourcing
Services

Data warehousing & Business intelligence

- Data Sources: Various internal or external information systems in any formats can be used as data sources
- ETL Procedure: Extract data; Transform data to a necessary format, merge data from multiple sources; Load data into Data Warehouse
- Data Warehouse
- Analytical Model
- Data Presentation

Mobile Apps Development

- Business end user app
- Education and references apps
- Mobile game apps
- Mobile photo apps
- Mobile entertainment apps

Who we are

Established: 03rd Feb 1994. Workforce: 400

Lac Viet Computing Corp. is one of the largest software developer of most popular products in Vietnam from machine learning, NLP, Cloud, Analytics, Mobility, Social Network and Security to enterprise management. We do consulting and designing ALM of software applications, system integration.

Our projects in Industries

- Finance, ERP, Retail, E-commerce
- Human Capital
- Health Care
- Professional Services
- Game

Our skill set and facilities

- Java, C#, C++
- HTML5, CSS3, JavaScript, Angular JS
- Mobile Apps on iOS, Android and Windows
- Data Management
- Agile Development Life Cycle with Automation test
- Analytics and Big Data

Our apps demonstrate our capabilities of making both beautiful and functionality-rich applications for mobile devices.

VIETNAM IT OUTSOURCING EXCELLENCE AWARD 2015

"Vietnam IT 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 IT Outsourcing Enterprises (Group 1)

Top 10 Leading Outsourcing Enterprises (*) with highest revenue

Group 2

Leading IT Outsourcing Enterprises (Group 2)

Revenue ≥ VND 40 billion in 2014, OR

Workforce ≥ 50 employees in 2014, AND, Average Revenue Growth > 20% in subsequent 3 years of 2012, 2013, 2014

Group 3

Emerging IT Outsourcing Enterprises (Group 3)

Workforce: ≥ 50 employees in 2014, OR

Revenue: ≥ VND 20 billion in 2014, OR

Workforce: ≥ 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

Domain

We provide Microsoft Azure - based custom software development and programming services in business application and e-commerce such as Back office, CRM, Inventory, Procurement for SMB companies

Technology

Microsoft .NET, Azure Web & Mobile, Azure Data & Storage, Azure Analytics, Azure IoT, Azure Media and CDN, Azure Hybrid Integration, Single Sign On

NOIS Co., Ltd.

51 Hoang Viet street, Tan Binh district, HCMC, Vietnam

www.newoceaninfosys.com   info@newoceaninfosys.com   +84 8 6681 0782

Vietnam IT

AWARD 2015

TOP 10
IT OUTSOURCING
ENTERPRISES

DEK TECHNOLOGIES

FPT
Fpt Software

FUJINET

Global CyberSoft

HARVEY NASH
The Power of Talent

IVC
ISB VIETNAM

KMS TECHNOLOGY

LogiGear

SUNRISE
SOFTWARE SOLUTIONS

TMA solutions

www.vnito.org

Vietnam ITO
AWARD 2015

TOP 10
IT OUTSOURCING ENTERPRISES

DEK TECHNOLOGIES VIETNAM COMPANY LIMITED — 20

FPT SOFTWARE COMPANY LIMITED — 22

FUJINET CO.,LTD — 24

GLOBAL CYBERSOFT (VIETNAM) JSC — 26

HARVEY NASH VIETNAM LTD — 28

ISB VIETNAM CO., LTD — 30

KMS TECHNOLOGY VIET NAM COMPANY LIMITED — 32

LOGIGEAR VIETNAM — 34

SUNRISE SOFTWARE SOLUTIONS CORPORATION — 36

TMA SOLUTIONS — 38

SEA-Solutions
Software Company

Software Outsourcing and Development by request for:

Mobile Applications

Web Applications

Microsoft Dynamics CRM

Our Domain knowledge is for Finance and Accounting, Procurement Management, Education, Construction, e-Commerce and many others.

SEA-Solutions is a software company in Vietnam specializing in software outsourcing and software development. Since SEA-Solutions has been established in 2006, we are supplying skilled IT professionals and undertaking software development projects for clients in Europe, North America, Australia and South-East Asia.

SEA-Solutions is focused on integrating offshore software development services with the customer's workflow to deliver high-quality software within deadlines and budgets. We provide world-class services with the flexibility and economic advantage of allocating work either on-site at the client's facility or off-shore from our facility in Vietnam.

SEA-Solutions
your choice for success

SEA-Solutions Software Company
13A-A2 Tuoi Tre, Hoang Quoc Viet str., Cau Giay dist., Hanoi,Vietnam
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Website: www.SEA-Solutions.com

IBM Microsoft vinasa VJC LIONS & TIGERS

TOP IT OUTSOURCING ENTERPRISES

DANIEL TEDESCO
CEO
DEK Technologies

HOANG VIET ANH
CEO
FPT Software

NGUYEN DANG PHONG
CEO
FUJINET

NGO DUC CHI
President & CEO
Global CyberSoft Vietnam

NGUYEN HUNG CUONG
CEO
Harvey Nash Vietnam

NGUYEN THI KIEU QUYEN
CMO
ISB Vietnam

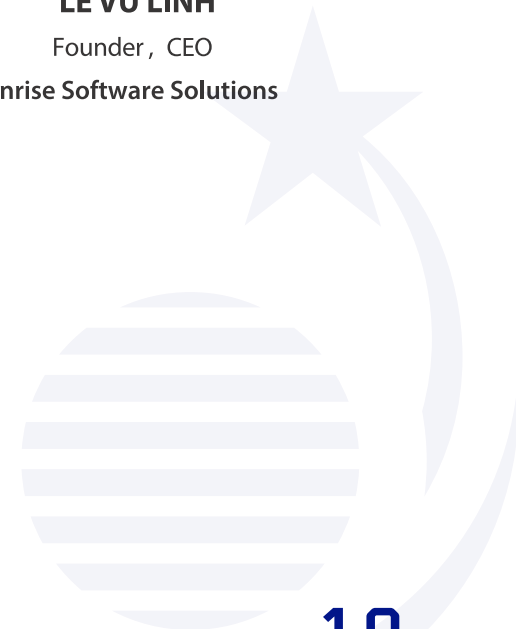**NGUYEN VIET HUNG**
Managing Director
KMS Technology Vietnam

HUNG Q. NGUYEN
CEO, President & Founder
LogiGear

LE VU LINH
Founder , CEO
Sunrise Software Solutions

NGUYEN HUU LE
Chairman
TMA Solutions

DEK Technologies - Developing Tomorrow's Technology

Name of enterprise:	**DEK TECHNOLOGIES**
Head Office Australia:	DEK Technologies Pty. Ltd., Cnr Riggall St and Maldon St., Broadmeadows VIC 3047 Melbourne Australia
Telephone:	+61 3 9309 1808
Fax:	+61 3 9309 1878
Email:	info@dektech.com.au
Website:	www.dektech.com.au
Year of commencement:	2008
Branch/Office/Rep. Office:	1. HCMC:

121/137 Le Loi Street Ben Thanh Ward, Dist. 1, HCMC
Telephone: +84 8 39152424   Fax: +84 8 39147755   Mail: info-vn@dektech.com.au

2. Sweden:

Norgegatan 2 - 164 32 Kista, Stockholm
Telephone: +46 8 751 65 00   Mail: info-se@dektech.com.au

3. Italy:

Via dei Castelli Romani 22 - 00040 Pomezia, Rome
Telephone: +39 06 9138 5846   Fax: +39 06 9125 0763   Mail: info@dekitalia.com

Director:	Daniel Tedesco (Mr.)
Ownership/Investors:	Australia
Sales Contact:	Thomas Himmelrich (Mr.)
Mobile:	+84 909158394

Vision: To be an employer of choice and show the world the incredible talent of Vietnam

Mission: To deliver world-class services and global products by empowering and developing our members within a true Agile and Lean culture

Brief Description of Company:
Established in Melbourne, Australia in 1999 and with a reputation of being a top supplier to the world's largest manufacturer of telecommunications equipment, DEK Technologies has grown into a responsive global enterprise with over 300 employees worldwide and 160 employees located in Vietnam. DEK Technologies has extensive experience in Telecom and Data- communication, specifically embedded systems, real-time solutions, ASIC/FPGA development and Hardware design.

Products/Services/Differentiation:
DEK Technologies has proven experience in all aspects of End-to-End Project Development, from Initial Design Concept through to Implementation, Verification, Delivery and Customer Field Support.
DEK Technologies provides a combination of services:
- Full range of project involvement through to responsibility for complete turnkey projects
- Individual or team-based participation

- Small or large assignments
- On-site or off-site placements
- Local and international locations
- Expertise available for consultation and review through to implementation and beyond
- Billing on a time-and-materials or fixed-price basis

What sets DEK Technologies apart from other companies is the DEK business model. The DEK business model creates mixed teams from the 5 international offices to deliver high value at a lower cost allowing innovative end-to-end solutions with high quality and dependable results.

Competences, Technologies, Processes:

Our people are our strength:
- System Engineers - System Architecture Definition, Feasibility and System Studies
- Software Engineers - Application, Middleware and Kernel Design and Implementation
- Embedded Software Engineers - Firmware and Device Driver Design and Implementation
- Hardware Engineers - ASIC/FPGA and Printed Circuit Board Design and Implementation
- Test and Verification Engineers - Test Case Design, Continuous Integration
- Customer Support Engineers - Design Maintenance, Customer Field Support, Troubleshooting
- Project Organization - Project Management, Agile coaching, cost scope and schedule control.

Our technologies and tools:

OpenStack, Oracle DB, SQL, MySQL, ENUX, Middleware, Virtualization (VirtualBox, XEN,KVM, LXC), Apache Web Server, Openflow, CoreMW, COM, LOTC, IMS, Blade Cluster, Wi-Fi
C, C++, Erlang, Java, JavaScript/AJAX/jQuery, JavaEE, Python, Ruby, Perl Scripting, Bash Shell Script, JCAT, Expect Script, TCL, TTCN, PLEX, Assembly, Matlab, Verilog, VHDL, Prolog, Lotus, PHP
Jira, Jenkins, Hansoft, GIT, Gerrit, Eclipse, Clearcase, JCAT, APS tools, Subversion, Alfresco, Redmine, RT, Mentor Graphics, Cadence, Request Tracker, MediaWiki, ECC, Winfoil, Tagtool, Sigma, pvlog, mercurial, TCL2000, Citrix, Wireshark, SVN, Coverity

Our way of working:

DEK Technologies has years of experience in adapting agile methodologies such as Scrum and Kanban to develop ways of working that maximize value while reducing risk. This way of working encourages continuous improvement and allows for fast and flexible responses to changing requirements, regardless of the project size.

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

DEK Technologies strives to achieve and maintain "preferred supplier/contractor" status as a consultancy services provider in the area of Information and Communications Technology (ICT) development, leading to a strong customer base and an outstanding growth profile.

Our mission is to be a "High Competence Group" without compromise, with a strong focus on delivering high quality professional services, and products, and creating joint profitability with our customers.

Our goal is to succeed in bringing in more business and therefore increasing the number of employees in all offices, especially Vietnam.

Fpt Software

Name of enterprise:	**FPT SOFTWARE COMPANY LIMITED**
Head Office:	FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi, Vietna
Telephone:	+84 04 3768 9048
Fax:	+84 04 3768 9049
Email:	fsoft.contact@fsoft.com.vn
Website:	http://www.fpt-software.com
Year of commencement:	1999
Branch/Office/Rep. Office:	JAPAN, USA, EUROPE, AUSTRALIA, VIETNAM, SINGAPORE, MALAYSIA
Director:	Hoang Viet Anh (Mr.)
Ownership/Investors:	Vietnam
Sales Contact:	Nguyen Thi Dan Phuong (Ms.)
Telephone:	+84 04 3 768 9048
Email:	fsoft.contact@fsoft.com.vn

Brief Description of Company:

FPT Software is Vietnam's largest and one of the fastest growing software outsourcing companies. FPT Software is the leading software outsourcing company in Vietnam supplying IT services and solutions with global scale. Now our headquarter is located in Hanoi and we have branches in Ho Chi Minh, Da Nang and Can Tho which make FPT Software expand business through the country. With 6 IT outsourcing delivery centers (Vietnam, Philippines, Myanmar & Slovakia) and 14 offices worldwide (Japan, USA, France, Germany, Singapore, Malaysia, Australia and Malaysia), FPT yearns to contribute to our customers' global business success by delivering top-notch & cost-efficient services.

Products/Services/Differentiation:

Products: Citus™ Cloud Suite, Citus™ COBOL Suite.

Services: Cloud professional services, Legacy Migration, Application services, Product Engineering Services, Independent testing services, Package Implemetation, BPO, Mobility

Primary market/Percentage:

Japan

Secondary market/Percentage:

USA
Asia Pacific
Myanmar
Malaysia
Australia

Quality First·Continuous Improvement·Steady Growth

Name of enterprise:	**FUJINET CO.,LTD**
Head Office:	Waseco Building, 10 Pho Quang Street, Tan Binh District, Ho Chi Minh City
Telephone:	+84 3847 7000
Fax:	+84 3847 5000
Email:	info@fujinet.net
Website:	http://www.fujinet.net
Year of commencement:	2000
Branch/Office/Rep. Office:	Tokyo Subsidiary Company "FUJINET JAPAN,LTD"
Workforce:	470
Director:	Nguyen Dang Phong (Mr.)
Sales contact:	Nguyen Ngoc Hong Hanh (Ms.)
Email:	hanh-nnh@fujinet.net

Brief Description of Company:

Fujinet was established as a software company (private enterprise) of 100% Vietnamese   capital in September, 2000. The establishment was aimed to development for Japanese company Now have business partners all over Japan such as Tokyo, Kanagawa, Mie, Ishikawa, Sapporo.

 Fujinet's President-Mr. Nguyen Dang Phong - has business experience with Japanese company for over 20 years. In   addition, the majority of employees graduated from Information   science department of the first-class Universities and passed severe test for employment.

Products/Services/Differentiation:

1. Software development
2. SI
3. CAD

Competences, Technologies, Processes:

Technologies used in the company:

＊Language: JAVA, ASP.NET, VB.NET, PHP, VB, C, VC, C#, ASP, RPG (AS/400 Platform)

＊OS : Windows, Linux, Android, IOS, OS/400 (IBM AS400 Platform)

＊Database: Oracle, MS-SQL, PostgreSQL, My-SQL

Company excel in technology:

1) Business systems (Production, Sale, Distribution, Construction...)

2) WEB systems, Web systems for smart phone, iPhone /Android applications

Quality management:

In August 2008, we acquired CMMI level 3 and based on this recognition, we maintain thorough quality management and high quality of products.

Company commitment and success/recognition in quality:

Sharing bugs information for all team members with BTMS (Bug Tracker Management System), and Confirming any unclear points in specification documents with customers by using QAMS (Questions & Answers Management System), developed by our company.

Primary market/Percentage: JAPAN

Major Customers:
UCHIDA YOKO CO.,LTD
HITACHI SYSTEMS CO.,LTD
HITACHI SOLUTIONS CO.,LTD
MITSUBISHI DENKI INFORMATION SYSTEMS
MITSUBISHI DENKI INFORMATION TECHNOOLOGY
DAI NIPPON PRINTING CO.,LTD

Local/International Awards/Certificates achieved:
In August 2008, we acquired CMMI level 3 and based on this recognition, we maintain thorough quality management and high quality of products.

In April 2009, we has received ISO 27001 certification. Information asset such as information of business partners, customers are protected safely from threat and damage from outside or inside.

In June 2015, Mr. Dinh Bao Tuyen (Fujnet of QA Manager) has acquired PMP (Project Management Professional), is an internationally recognized professional designation offered by the Project Management Institute (PMI)

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
 FUJINET training and retraining of engineers program a long way, constantly, especially to enhance Japanese language and aims to become the leading company in Vietnam in the field of software development for the Japan.

A World Of Difference

Global CyberSoft

Name of enterprise:	**GLOBAL CYBERSOFT (VIETNAM) JSC**
Head Office:	Helios Building, Quang Trung Software Park,Tan Chanh Hiep Ward,Dist. 12, HCMC
Telephone:	+84 (08) 5437 1199
Fax:	+84 (08) 5437 1188
Website:	http://www.globalcybersoft.com/
Year of commencement:	2000
Branch/Office/Rep. Office:	Global CyberSoft, Inc (US); Global CyberSoft K.K (Japan); Global CyberSoft (France), Global CyberSoft Danang (Vietnam)
Director:	Ngo Duc Chi (Mr.)
Ownership/Investors:	US
Sales contact:	sales@globalcybersoft.comt

Brief Description of Company:

Founded in California (US) in 2000, Global CyberSoft (Vietnam) JSC (GCS) is currently a leading global software outsourcing and IT solutions provider in Vietnam. With over 950 (2015) employees who have extensive experiences and deep expertise, GCS poses to be a major IT pioneer and trusted partner in Vietnam. GCS has business operations in 18 countries worldwide with its two development centers in Vietnam and other sales offices in the US, Japan and France.

Products/Services/Differentiation:

Services:
- IT/Software Outsourcing
- Systems/Enterprise Application Integration (SI/EAI)
- Testing & Validation
- Embedded System

GCS is dedicated to the success of its worldwide clients by providing unparalleled quality IT outsourcing services, products and solutions, and combining innovation, research, advanced technologies and human capital at competitive TCO (total cost of ownership).

GCS provides complete end-to-end solutions from enterprise/business level to manufacturing/ commerce execution units, from front-end to back-end

Competences, Technologies, Processes:

GCS provides a wide range of services including IT/software outsourcing based on different technologies/frameworks/platforms, end-to-end IT and systems integration services including Consulting, Blueprint, Implementation, Operation &Maintenance support, and streamlined integrated processes to complete end-to-end solutions for various areas and industries. GSC is committed to provide the latest technologies, which best support for and per request from customers as well as project needs.

Technologies used in the company:
- Web server, Proxy server, FTP server, Mail server, DNS server, VPN, Ipv6.
- Windows/Windows Phone, MAC OS/IOS, Unix/Linux, Android.
- SQL Server, Oracle, Unify, Informix, DB2, ODBC, JDBC.
- C, C++, C#, VB, .NET, Java, JavaScript/HTML, PHP, ABAP, XML/XSL, UML.
- Win Runner, Load Runner, Quick Test Pro, Rational Robot, Silk Test, Junit, CPP Unit,…

International Standards
- CMMI Level 5 – highest maturity level recognized by CMMI Institute, USA
- ISO 9001:2008 – Quality Management System (QMS)
- ISO 27001:2005 – Information Security Management System (ISMS)

Primary market/Percentage: US, 44%

Secondary market/Percentage: Japan, 31%

Major Customers:
IBM, DNP, AOL, Myriad, Astek.
YOKOGAWA, Soitec, Global Foundries, SCREEN, FUJITSU, Nuance, eVent Medical
AA Corporation, Saigon Coop, Bitexco, FICO Cement, Gras Savoye, Nguyen Kim, CGV-Megastar, L'Oreal.

A Brief Summary of Business Plan/Strategy/Goals in the next 5-10 years:
Our relentless investigation and research into our current and daily practices, combined with our business analytics has not only improved our quality of services significantly but our productivity as well resulting in top TCO services. We've accomplished this while maintaining huge growth of our Human Asset to answer the extremely high demand of the market.

The recent significant changes happening in the ICT industry, such as Software-Defined Networking, Big Data & Analytics, Cloud Computing, IOT and IOE, will have a huge impact on the whole of society via SMAC (Social, Mobile, Analytics and Cloud) for which we have been engaged and committed to bringing the best outcome to our customers

HARVEY NASH

The Power of Talent

Name of enterprise:	**HARVEY NASH VIETNAM LTD**
Head Office:	Etown 1, 364 Cong Hoa, Quan Tan Binh
Telephone:	+84 08 3810 6200
Fax:	+84 08 3810 6201
Mail:	vu.huynh@harveynash.vn
Website:	www.harveynash.com/vn
Year of commencement:	1998
Branch/Office/Rep. Office:	HITC Ha Noi
Director:	Nguyen Hung Cuong (Mr.)
Ownership/Investors:	UK
Sales contact:	Huynh Minh Vu
Mobile:	0904409795

Brief Description of Company:

Harvey Nash Vietnam is a subsidiary of Harvey Nash Group PLC which was established in the UK in 1988. Harvey Nash Vietnam has been well known as one of the largest software outsourcing company in the region since 2000 with over 7000 staff in 43 offices around the world.

Harvey Nash Vietnam has in the region of 2500 professionals working at two development centers, one in Ha Noi and the other in Ho Chi Minh City. Harvey Nash Vietnam have been accredited with CMMi Level 5, ISO27001 and Microsoft Gold Certified Partner for several years.

Products/Services/Differentiation:

We are proud to be one of the top leading companies in software development outsourcing and business process outsourcing (BPO) services in Vietnam. We help organisations around the world to build scale, increase flexibility and reduce costs through our professional managed IT services, software development services and BPO operations in Vietnam

Competences, Technologies, Processes:

.NET
  Web based / portals; Desktop applicationsKiosk; POS systems; Business intelligence systems; Cloud based applications; Document management system; CMS Applications;

.NET Sharepoint:
  Public Website; Collaboration portal; Document management; Enterprise Business Workflow; Lotus Note migration; Business Intelligence;Cloud hosting

JAVA:
  Web development; Desktop/RIA development; Enterprise Solutions; Business intelligence systems; CMS Applications

LAMP
  Website development; Web app development; Enterprise front end with integration; CMS; Cloud deployment

FRONT END
  Digital content publishing; Game development; HTML5 application and mobile web application; Single Page Application; High interactive web application; Content advanced authoring; Re-skinning; SEO

MOBILE
  Native applications; Web applications; Cross platform development; Legacy maintenance / porting; Game development; Voice recognition; Navigation system

Legacy Development
  Legacy system maintenance; Legacy porting; VB6, ASP, COM/DCOM, Perl; C++/CLI, P/Invoke, COM Interop

Database
  Data migration; Replication; Cloud-based; Big data, NoSQL; Performance tuning; Data warehouse / Business intelligence

Telecom
  OSS/BSS software solutions and services; Telecom software development, testing and field problem analysis; Data network development, testing, optimization and customer support; Testing tools and services for OSS/BSS

Embedded system
  Embedded application solution for Networking/Telecom/Automotive related devices; Embedded OS — Linux, VxWorks, .Net Micro; Drivers: ArcNet, I2C, Freescale SoC, PowerPC EABI, CE driver, FPGA driver, PCI, SysDump; Hardware - ARM, USB, Coldfire, S08, S12, StarCore, Verilog/VHDL/System C; Simulations

Primary market/Percentage: US, UK, Australia, Europe. 90%

Secondary market/Percentage: Asia Pacific 10%

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

Our focus in next 3 years is to continue to grow our software development outsourcing services at a steady rate of 30%. To overcome challenges and to reach to our target growth, we will keep expanding our market share, not only to our existing markets but also to prospective markets such as Japan, and the Middle East. To fulfill our customer's increasing demands on quality services, we will continue to expand our highly skilled staff in our Vietnam centers. In 2016, alongside our recruitment strategy to employ an additional 800 experienced professionals, we will invest in training for more than 400 new graduates

IVC
ISB VIETNAM

Name of enterprise:	**ISB VIETNAM CO., LTD (ABBR: IVC)**
Head Office:	Unit 3.1~3.9,Level 3, E-town 2 Building, 364 Cong Hoa St., Tan Binh Dist., HCMC
Telephone:	+84 08 3812 7145
Mail:	sales@vn.isb.co.jp
Website:	www.isb-vietnam.com.vn
Year of commencement:	2003
Branch/Office/Rep. Office:	Unit 504, Level 5, DMC Building, 535 Kim Ma St., Ba Dinh Dist., Hanoi
Director:	Nguyen Thi Kieu Quyen (Ms.)
Ownership/Investors:	100% Japan Investment

Brief Description of Company:

ISB Vietnam Company (abbr : IVC), one of the Vietnam's 10 leading IT companies, the company is a wholly owned subsidiary of ISB Japan which has 45 years of experience in Information Service.

With a complete portfolio of software in education, healthcare and medical, financial and banking, consumer and government's public services, from strategic planning to implementation to ongoing management, our use of our networks, experience, industry knowledge and business understanding distinguishes the way we work.

In 12 years since established in Vietnam, we are proud to be entrusted by our vetted customers and see how the services that we provideget exponential growth for their businesses.

Products/Services/Differentiation:

ISB's differentiator has always been rooted in our exceptional technical talent. We aim to recruit the best engineers in the country and we work hard to keep them. This allows us to offer the best solutions to our vetted customers and to become a trusted advisor for their IT environments so that they can concentrate on operating their business.

Our services :

One-Stop Software Outsourcing service:
Mobile App/System
Business Application / Enterprise System
Industrial System (Vehicle, Medical)
Finance /Banking System
Website/ Web System
Protocol/ Embedded System/ Middleware
Software Testing
Dedicated Development Team
Products/ Digital Marketing Tools – APF, Starprint,Babee, Plum

Competences, Technologies, Processes

Business Applications – Enterprise System
- Analysis, consult and implement BI, CRM & ERP systems in financial/banking/security and warehouse management sector

Mobile App / System
- Server-side development
- Develop applications run on Android, iOS, Win platform

Protocol / Embedded System / Middleware
- Develop MAC & application layers in IEEE, Whitespace FCC& OFCOM projects

Medical System Development
- Digital imaging and communications in medicine (DICOM)
- Android application,iOS application

Website / Web System Development
- Design and develop complete website system – backend and frontend development for both PC and mobile web

Software Testing
- Manual and automated test for desktop, web & mobile applications

Dedicated Development Team
- ur dedicated team solutions take various forms depending on yourneeds. You bring the ideas, we provide the talent, tools, tech, space andinfrastructure to refine and manifest them according to your vision.

Working process: CMMI level 3, ISMS (ISO 27001)

Major Customers:

1.NTT-Data.

2.Microsoft

3.Benesse

4.OMRON

5.Hitachi

6.Panasonic

Local/International Awards/Certificates achieved:

· Vietnam's 30 leading IT Companies 2014

· Sao Khue award ranked 4 star for SoftwareExcellentOutsourcing service 2014

· Golden award for Vietnam software outsourcing company from 2010 until now

· Top 5 ICT award in Vietnam for Exporting Software

· The merit in excellence achievement for distribution & development in ICT sector, rewarded by HCMC People Committee

KMS TECHNOLOGY

Bright Minds, Brilliant Solutions

Name of enterprise:	**KMS TECHNOLOGY VIET NAM COMPANY LIMITED**
Head Office:	123 Cong Hoa, Tan Binh Dist., HCMC
Email:	info@kms-technology.com
Website:	www.kms-technology.com
Year of commencement:	2010
Branch/Office/Rep. Office:	28 Truong Son, Tan Binh Dist., HCMC
Workforce:	600
Director:	Nguyen Viet Hung (Mr.)
Sales contact:	info@kms-technology.com

Brief Description of Company:

KMS Technology was founded by a team of information technology veterans led by CEO Vu Lam in the United States and Vietnam with a vision of building an agile, innovative and efficient organization that increases our client's shareholder value. The KMS leadership team is leveraging our experience in running both venture backed and public technology companies with operations across multiple continents to build the optimal company.

In the last 6 years, we have grown to almost 600 people in the US and Vietnam. With over 250 developers, 200 testers, and 100 administrative members, we consider our team our biggest achievement thus far.

Products/Services/Differentiation:

KMS provides services across the software development lifecycle through partnerships with clients ranging from start-ups to large technology companies. We offer two main service lines: Development Services and Testing Services. Our infrastructure, methodology, team design, employee profile and client relationship models are designed to maximize the success of our clients in which we can help reduce time to market and increase quality.

Competences, Technologies, Processes:

Our mainstream are on .NET, Java and Mobile Technology.

KMS R&D department consists of 12 engineers who are fully dedicated for creating new knowledge on emerging technology in order to 1) keep the entire company and engineers stayed on-top of current technology trends 2) create innovative products. While doing such interesting things with new technology, we often conduct technical workshops to update and share our knowledge to local community, our audiences including IT Lectures, IT students and software engineers.

Primary market/Percentage: 100% US

Local/International Awards/Certificates achieved:
- KMS was ranked four-star for Sao Khue award from VINASA for its outstanding Software Outsourcing Services to the US Market in 2011, 2012, 2013 and 2014.
- In 2012, KMS was ranked four-star for its newly released software testing product – qTrace, for Sao Khue award from VINASA.
- KMS was named to the Inc. 5000 list of fastest-growing companies in America on August, 2014 and 2015. (http://www.inc.com/profile/kms-technology)

- KMS received the Gold Medal and Vietnam ICT Top 5 Cup 2014 and 2015 in the Software Exporting & Outsourcing Category from Ho Chi Minh City Computer Association (HCA)
- KMS received the Information Technology award from Ho Chi Minh City People's Committee for its contribution to the development of ICT as a key economic sector of Ho Chi Minh City on February, 2015 and March, 2013.
- KMS was named to the Vietnam's 30 Leading ICT Companies 2014 from VINASA
- KMS was ranked in "Top 10 IT Outsourcing Enterprises" at VNITO 2015.
- KMS was named to the Vietnam's 40 Leading ICT Companies 2015 from VINASA

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

In the next 3-5 years, KMS will continue growing its outsourcing services for the US market with an average growth rate of 20-25% annually. With a large pool of high quality and talented IT professionals in the Vietnam outsourcing industry, KMS's next milestone is to reach 1000 people. Concurrently with services expanding, KMS continues pursuing a portfolio of "Made in Vietnam" software products for the global market. This is an endeavor in which KMS will focus and invest in the next 5-10 years. Together with the growth and development of the company, KMS commits to contribute to the development and prosperity of the communities (especially IT communities) of Ho Chi Minh City in particular and Vietnam in general, through many activities and events in terms of technology, social contribution as well as charity in the local city and its neighborhood.

LogiGear ®

Leading - edge Software Testing and Development Services

Name of enterprise:	**LOGIGEAR VN**
Head Office:	1A Phan Xich Long, Ward 2, Phu Nhuan Dist., HCMC, Vietnam
Telephone:	+84 08 3995 4072
Fax:	+84 08 3995 4076
Website:	www.logigear.com
Year of commencement:	2004
Branch/Office/Rep. Office:	Da Nang Branch Office, 346, 2-9 str., Hai Chau, Da Nang, Vietnam
Director:	Vuong Bao Long (Mr.)
Ownership/Investors:	Hung Q. Nguyen, US
Mail:	sales@logigear.com
Telephone:	VN + 84 08 3990 3839
	US 650-572-1400

Brief Description of Company:

Founded in 1994 by top thought leaders in the software testing industry in the heart of Silicon Valley with the majority of the software testing and software development staff located in Ho Chi Minh City (2004) and Da Nang (2010), LogiGear has completed more than 3,000+ software testing and development projects for prominent companies across a broad range of industries and technologies.

LogiGear's mission is to provide leading-edge software testing technologies and expertise, along with software development services that enable our customers to accelerate business growth while having confidence in the software they deliver.

LogiGear continues to grow as companies realize the benefits of outsourcing their software testing and development. We have been listed among the fastest growing privately held companies by Inc. 500|5000 in 2009, 2012, 2013, and 2014.

Products/Services/Differentiation:

Our Product: TestArchitect®
  - We are proud of our automation tool: TestArchitect® http://testarchitect.logigear.com/ with versions for Enterprise/Mobile Plus/Professional/and Visual Studio.
  - We were early adopters of Agile methods and application lifecycle management (ALM) practices and tools to save time and money for our clients and deliver high quality applications that meet customer expectations.
  - We utilize Agile planning and processes and integrate testing into our software development sprints. When we hand over software, you're assured it's up to the expected QA standards.

Our platform expertise
    Windows - Linux - iOS - Android

Programming proficiency
    ASP.Net, AJAX, ActionScript, HTML, HTML5, XML, C, C++, C#, Java, etc.

Scripting/web specific
    CSS, Flash, JavaScript, PHP, Python, etc.

Our Testing Services & QA Training & Consulting:
  - Since 1994 clients big and small, across all industry verticals, have relied on us for help with software testing. We have hundreds of software testers who have completed rigorous QA training and are well-versed in the latest techniques and technologies. Our staff includes QA engineers trained in software development and computer science, giving us the ability to undertake testing projects that require specialized skills such as API testing, database testing and load/performance testing.
  - We have delivered our training courses all over the world, from Bangalore to Basel, Baltimore to Beijing, Boston to Bucharest, and everywhere in between. Many companies we work with have world-wide workforces who turn to LogiGear University for help with test training in these global locations.
  - "LogiGear's solutions have had a significant positive impact at Intuit. We have purchased both test automation and consulting services; as a result, we have a clearly defined, scalable and maintainable automation strategy to meet our current and future needs. Simply put, LogiGear has saved both time and money for Intuit. I wouldn't hesitate to recommend these services to any of my professional colleagues, both within and outside of Intuit."

Competences, Technologies, Processes:
Software testing competency
  - Web, cloud and e-commerce / Embedded devices / Mobile Apps / Agile software testing
Key industry verticals
  - Enterprise software/ Consumer electronics / Financial Services / Gaming & Entertainment
We have testers ready to assist with
  - Exploratory testing / Black, white and gray-box testing / Manual test case design / Issue tracking / Configuration matrix design / Platform specific testing

Primary market/Percentage: USA, 95%

Secondary products/Percentage: Other countries, 5%

Major Customers: Intuit, Adobe, EA, Pearson, LeapFrog, Halliburton, Cisco, McAfee, Linkedin,etc (http://www.logigear.com/about-us/our-work/key-clients.html)

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
While continue growing our workforce in Vietnam (at the two sites: HCMC and Danang), we have been expanding our business to Japan, Australia, Europe at the average growth of 20% annually on both headcount and revenue .

SUNRISE SOFTWARE SOLUTIONS

Growing together

Name of enterprise:	**SUNRISE SOFTWARE SOLUTIONS CORPORATION (S3 CORP.)**
Head Office:	307/12 Nguyen Van Troi St., Tan Binh Dist., HO Chi Minh City
Telephone:	+84 83547 1411
Email:	info@s3corp.com.vn
Website:	www.s3corp.com.vn
Year of commencement:	2007
Branch/Office/Rep. Office:	2 offices in HCMC
Workforce:	250
Founder, CEO:	Le Vu Linh (Mr.)
Sales contact:	sales@s3corp.com.vn

Brief Description of Company:

S3 Corp. is a leading software service development in Vietnam with a bold vision of promoting the software development competency of Vietnam in the global market. We offer the highest value added services to our international customers through:

- Bundled IT services including software development, IT managed services, market development, and product consultancy, which facilitate customers to significantly reduce the duplicative operation cost for managing many service partners at the same time.
- Value proposition of quality, co-creative, and innovative solutions in every service we provide.

With a strong talent pool of over 250 employees having seasoned technical skills who have had strong experiences working with leading technologies such as SingTel, Juniper, AbsoluteSoftware, H.I.S, Panasonic, etc. and 30% out of that having international working experience in NA, UK, Singapore, Taiwan, HongKong, and India, we are building our name in the industry through our quality of services, particularly in Wifi and Networking, Data Security, E-commerce and Entertainment. Throughout the years we have establishedstrong foundation and infrastructure for scalability projects and stable growth. In addition, we hasalso applied strict security policies for customer IP Protection by the application of ISO 27001.

Products/Services/Differentiation:

S3 offers bundled services throughout the value chain in which proven reducing at least ~ 40% duplicative cost of management and operation

S3 commits to deliver any single service to our value customer and partners at highest cost effective and more important is quality

Competences, Technologies, Processes:

Throughout the years we have gained, developed and been highly competitive at the follow domain technologies:

With seasoned experience and skills in global delivery for many large enterprise customers, S3 Corp. provides world-class standard and prompt support in a variety of technologies:

- Web/Application Development: NET, C#, VB.NET, PHP, JAVA/J2EE, HTML5, Python, RoR, etc.
- Mobile Application Development:
    Frameworks: Native built-in function, Phonegap, Sencha, RhoMobile, Adobe Flex
    Programming Languages: Java, Objective-C, C++, C#, ActionScript, HTML5, CSS3, JQuery Mobile
- Automation test development:
    GUI test: WinRunner, SilkTest, VSTS, WebAII
    CLI test: TCL/TK, Expect, Python, Pamie, Selenium, Perl, Awk, Java, etc.

Quality is our highest priority we enforce into every single deliverable. Given that, we strictly follow CMMi best practice and Agile Scrum to ensure quality delivery for every project. Besides, we have defined a set of KPI for each stage of development to make sure the product qualifies the quality standard at every step of the development process instead of validating the quality only at development phase.

Primary market/Percentage: North America, Singapore

Secondary market/Percentage: Australia

Local/International Awards/Certificates achieved
- Top 30 Leading ICT Companies in Viet Nam (2014)
- ISO/IEC 27001:2013
- The Certificate of Merits from Ho Chi Minh city Committee – 28th February, 2014
- Microsoft partner Network Recognition
- Sitecore Partner

A Brief Summary of Business Plan/Strategy/Goals in the next 5-10 years:

Our passion is to become the leading offshore development center who provide the highest value added to our customer and partner. S3 aim to establish global presence where we could provide either onshore and offshore services throughout the value chain.

TMA solutions

Your Quality Partner for Software Solutions

Name of enterprise:	**TMA SOLUTIONS**
Head Office:	111 Nguyen Dinh Chinh Street, Phu Nhuan District, HCH City, Vietnam
Telephone:	+84 08 3997 8000
Fax:	+84 08 3990 3303
Email:	sales@tmasolutions.com
Website:	www.tmasolutions.com
Year of commencement:	1997
Branch/Office/Rep. Office:	6 offices in HCMC and 4 overseas offices in Canada, U.S, Japan and Australia
Director:	Duong Pham (Ms.)
Sales contact:	Hong Tran, VP
Email:	sales@tmasolutions.com

Brief Description of Company:

TMA is the leading software outsourcing company in Vietnam with 1,800 engineers and more than 18 years of experience in providing quality software services for clients in 25 countries including many global companies such as Alcatel-Lucent, Avaya, Brightstar, Genband, NTT-Software, Toshiba, NEC, Hitachi, Sharp, FUJITSU.

Products/Services/Differentiation:

With a large engineering team and a wide range of skills, we are the long-term and strategic software partner for our clients. Our services include Software Development, Software Testing, Product Support, IT Managed Services, UX/UI Design

Our differentiation:
- End-to-end software solutions
- Scalable and dynamic engineering team
- Large & complex projects require hundreds of engineers

Competences, Technologies, Processes:
- Telecom/Networks
- Finance & Insurance
- E-commerce & Retail
- Media & Publishing
- Healthcare
- Education
- Hospitality & Travel
- Logistics & Transportation

Primary market/Percentage: North America, Japan, Europe, Australia

Secondary market/Percentage: Singapore, Hong Kong, New Zealand

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

Providing End-to-End Software Solutions

Investing in Research and Development

Vietnam IT○

www.vnito.org

LEADING
IT OUTSOURCING
ENTERPRISES

DTSC

enclave

HANEL SOFTWARE

IMT SOLUTIONS

infonam
Expect Excellence

LARION COMPUTING

LUXOFT

QSOFT VIETNAM

RIKKEI
where the dream begins

SETA INTERNATIONAL

Tinhvân OUTSOURCING

VBPO
Professional Partner

vinasource
EMPOWERING YOUR VISION

V-NEXT SOFTWARE

Amazing Offshore Development
to feed on your challenging vision

SmartDev is a Swiss Agile software development company founded in Danang, Vietnam. Our cross-functional team constantly deliver customers' value-driven features and have the real-time information to tightly manage cost, time and scope. We pride ourselves on being a significant part of our customer's winning - Contactless & Mobile Awards 2015 in London presented by Visa Europe.

Agile Offshore Development

Our cross-functional team acts as a seamless extension of your company's internal product development capability.

Agile Project Management

Yield fast time-to-market and shine customers' values by excellent execution and quick reaction to change and bottlenecks.

Agile Training and Coaching

We partner with institutions like Scrum Alliance, ICAgile, Management 3.0, Happy Melly, PMI... to provide international certifications for Agile learners.

Brilliant Expertise

Happiness at Work

Agile Spirit

We're holding the trust from

peddler   MasterCard   TECH firm services provider   SMARTLINK ®   Pivot88

TRACEONE accelerate innovation   tralala hotel ★★★   CREACARD   epicoaching
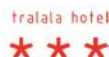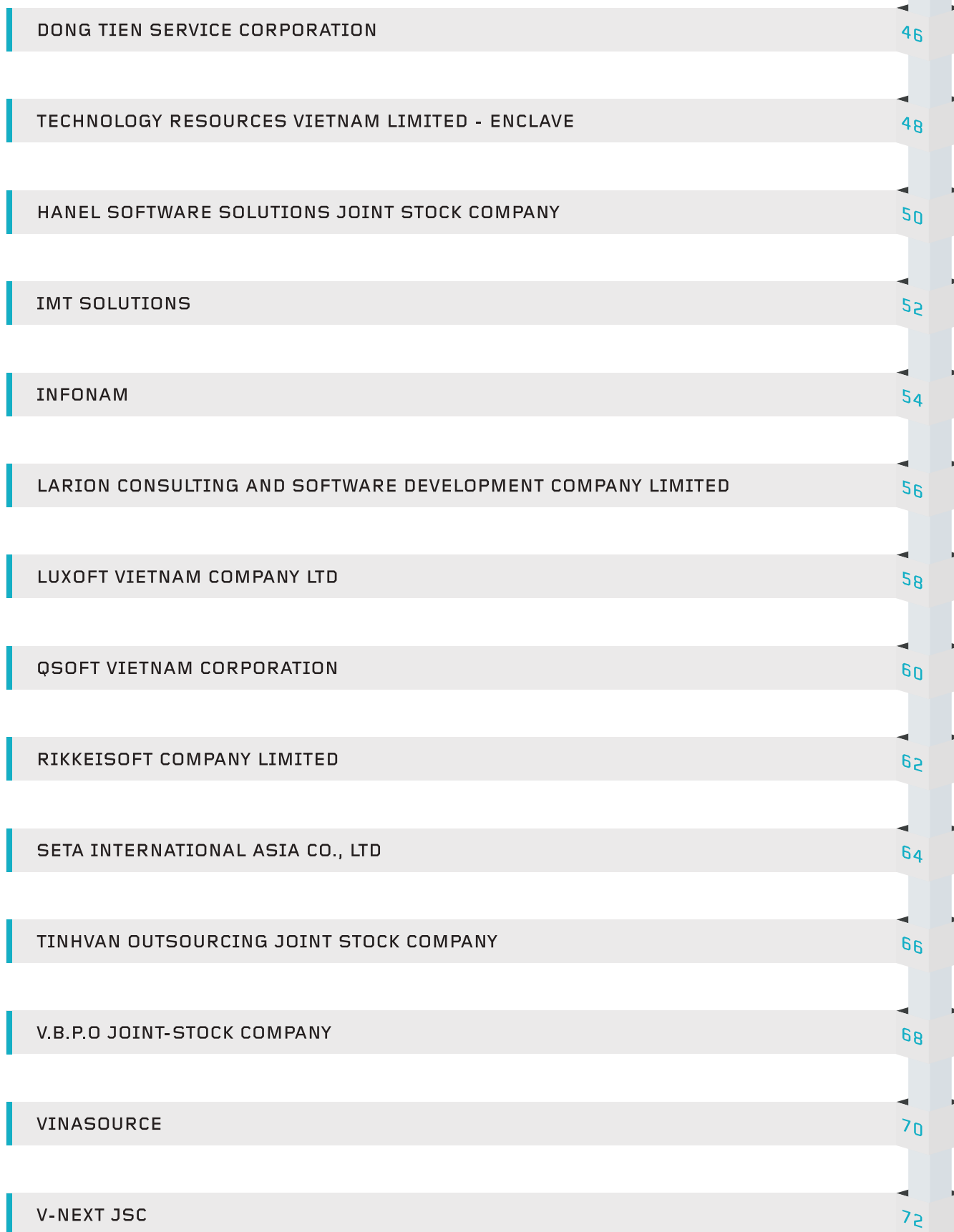
Contact us

11th Floor, Vinh Trung Plaza,
255-257 Hung Vuong Street,
Danang City, Vietnam

+84 511 366 66 67
contact@smartdev.vn

Vietnam ITO
AWARD 2015

LEADING
IT OUTSOURCING ENTERPRISES

NAL

COMPANY AT A GLANCE

Founded on 14-Mar-2013 by four founders who have more than 10 years' experience working in Japan, NAL Group has become a fast growing company operating primarily in IT outsourcing services and education.

PRODUCTS & SERVICES

· Web Development

· Mobile Development

· Labor Contract

TECHNOLOGIES

PHP	Ruby	IOS	Android	Java	Unity

QUALITY MANAGEMENT

As quality is identified as a top priority in the Company, NAL has built robust systems and development processes with the expertise we have gained in our business with Japanese customers. Five areas that we intensively invest in: Technology, Security, Communication, Training and Finance to ensure the highest level of quality within the budget, scope and time limitation of customer's projects.

HUMAN RESOURCES

NAL has large networks with top universities in Vietnam. This gives us the agility to take on any project challenge – small, medium or large. Our young engineers, with a median age of just 27, can communicate in Japanese, English, as well as other languages, are eager to learn and can quickly adapt to clients' processes.

· Well-trained and hard-working

· Pursuit of excellent

· Respect for individuals

CONTACT:

NAL GROUP

Ha Noi Office : 84 Duy Tan, Cau Giay, Ha Noi

☎ Tel : +84.4.3787.8654 Fax: +84.4.3787.8655

Da Nang Office: 15 Quang Trung, Hai Chau, Da Nang

✉ info@nal.vn 🌐 www.nal.vn

LEADING IT OUTSOURCING ENTERPRISES

TRUONG VIET HUNG
CEO
DTSC

LE HOANG HUNG
CEO
Enclave

NGUYEN QUANG MINH
Chairman and CEO
Hanel Software Solutions

GIAO DOAN VAN NGOC
CEO
IMT Solutions

PRITHVI PUTTARAJU
CEO
INFONAM

LAI DUC NHUAN
CEO
LARION Computing

LA MANH CUONG
Managing Director
Luxoft

TRAN TRUNG KIEN
CEO
QSOFT

TA SON TUNG
CEO
Rikkeisoft

NGUYEN CAO CUONG
CEO
SETA

NGUYEN ICH VINH
CEO
Tinhvan Outsourcing

TRAN HUY MANH
Co-Founder cum CEO
V.B.P.O Joint-Stock Company

NGUYEN CONG THINH
CEO
Vinasource

HAN VAN THANG
Director
V-NEXT JSC

DTSC

Solutions!YES,we can

Name of enterprise: **DONG TIEN SERVICE CORPORATION**

Head Office: 4th floor, No. 418 Tran Phu, District 5, Ho Chi Minh City, Vietnam

Telephone: +84 08 7305 0636

Fax: +84 08 7305 0636

Email: partners@dtsc.com.vn

Website: www.dtsc.vn

Year of commencement: 2010

Director: Truong Viet Hung (Mr.)

Ownership/Investors: Viet Nam

Mobile: +84 966 020 709

Brief Description of Company:
- Founded in 2010, Dong Tien Service Corporation (DTSC) is the IT Solution company which innovation and professional in custom software development.
- With our experience in strong technology and business knowledge, we focus on development solutions and outsource requirements in Financial & Banking sector, Ecommerce and Process management in corporate.
- We always concern the importance to the quality, including the quality of products and services, maintenance, continuously studies and improves the high technology applications throughout the investment in products and personnel.

Products/Services/Differentiation:
Offers full-cycle Java development services, we build reliable, scalable and secure applications that meet the most sophisticated business and outsource requirements:
- Analysis and Consulting: Project analysis and requirements management, Business process modeling, Solution architecture design.
- Application Development: Custom application development, Product development, third party solution and framework customization, Migration from legacy technologies to Java.
- Integration: Enterprise Service Bus implementation, Portal integration, Ad hoc application integration.
- Support and Maintenance: Product support and maintenance, Third party solution support & maintenance.

With strong technology and business knowledge, we have developed specific products and services:
- Financial & Banking Bussiness Solutions: Core Banking Service, eBanking, Collateral Management, Credit Score, Promotion, ...
- Human Resource Management: Helios, the flexible solution for HR.
- Business Process Management: design & deploy business process with BPMExpress.
- Promotion, Shopping cart, Ecommerce development: Likedy, the mobile application for promotion. More info in http://likedy.vn
- Digital Comunication: Corporate Portal, VoIP, CMS development

Development in cloud, mobility and other modern technologies, our platform is call "A4B" Applications For Business, will take real benefits when deploying SaaS applications as Email, HR, Bpm, ... More info in https://www.a4b.vn.

Deliver services on IT infrastructure as the license software, technical support services of Oracle, Red Hat, VMware, Microsoft, …

Design and implement network, server system, data center, database system.

Competences, Technologies, Processes:

Technology Capacity:
- Expert in Java based technology services as Java application development, Java integration solution and Java consulting.
- We provide major Java services available from Java application servers and the J2EE framework, also JMS, JSP & Servlets, J2EE Design Patterns and Enterprise applications, Spring framework based web applications.
    + The major Java-based frameworks include Standard and Enterprise Java Editions, Eclipse RCP, Liferay, GWT, Spring.
    + Java tools and technologies using are Tomcat, JBoss, JSF, JSP, JDBC, AJAX, Eclipse, …
    + Workflow and Business Process Management (BPM) Platform: Activiti
    + Mobile Application Development Services: iOS, Android, Windows Phone
    + RDBMS: Oracle, PostgreSQL, MySQL,..

Management Process:
- With Capability Maturity Model Integration (CMMI) Level 3 is ensure that we implement the development process and management project in professional and effective.
- We quickly applied and complied with 4 key management processes as following:
    + Personnel management
    + Software development
    + Project management
    + Customer support
- Also applied an agile methodology for consulting and software engineering services, consisting of the following major activities:
    + Business strategy and goals review
    + Requirements and use cases
    + Architecture and design
    + Implementation and testing
    + Production deployment
    + Training and knowledge transfer

Primary market/Percentage:
SME customers need for business solutions and enterprise management in platform internet application.
Financial & Banking institutions for developing and maintain the core services, the business management

Secondary market/Percentage: 10% Asia and 10% Australia

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Developing our A4B platform to meet the anticipated demands of the SME customers on Internet driven businesses. Specialized in Financial & Ecommerce Solutions on web & mobile device, also in Business process management. Open oversea market to development and sale on products and services.

enclave **Reliable Engineering**

Name of enterprise:	**TECHNOLOGY RESOURCES VIETNAM LIMITED - ENCLAVE**
Head Office:	17 Le Duan, Dist. 1, HCMC
Telephone:	+84 (511) 3574 900
Fax:	+84 (511) 6253 222
Email:	odc@enclave.vn
Website:	http://www.enclave.vn
Year of commencement:	2007
Branch/Office/Rep. Office:	Da Nang
Workforce:	About 200 engineers
Director:	Le Hoang Hung (Mr.)
Sales Contact:	Hung (Yoda) H. Le or Luu (Luke) D. Vo
Mail:	service@enclave.vn

Brief Description of Company:
TRG – Enclave is a company of and by software engineering professionals. We provide Offshore Development Centers (ODC) for information technology outsourcing (ITO) and Information Technology Intensive Operations (ITIO). We also provide technical and management support for our assigned personnel and teams.

Products/Services/Differentiation:
- We provide ODC only
- Scale up or down easily: ODC engagements are generally long term (1-2 Years), and larger scale (25-100 engineers)
- High stability of workforce and operations
- Surprisingly Low Cost and High ROI
- Low Turnover (less than 2%)
- Proportion of Female Engineers (30%)
- Isolated from volatile ITO markets (Ho Chi Minh City and Hanoi Capital)
- Bootcamp: 12-week rigorous training for new engineering graduates
- Fresh approaches in Human Relations Management
- Strong relations and support of higher education
- High IP security and strong engineering process
- Technology/Domain Exclusivity for ODC Clients (50+)

Competences, Technologies, Processes:
We provide all major services in Application Development, Mobility Development, Cloud Computing Services, and Software Quality Assurance. We develop software applications using agile software development methodologies at Enclave if client does not have a defined process. If client already use a development process, we will quickly adapt to it.

Primary market/Percentage: 80% US

Secondary market/Percentage: 10% Asia and 10% Australia

Local/International Awards/Certificates achieved: Doanh Nghiệp Tiêu Biểu Đà Nẵng 2014

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
We plan to continue our growth and expanding to be the second place in the top list of ITO companies in Danang city, and to be in the top ten list of ITO destinations in Vietnam. To achieve that growth strategy, we are going to operate additional software development centers in Danang city and Ho Chi Minh City in next couple years. In addition, we are continuingly maintaining our current clients' relationship and forming the new ones focusing in Japan and Europe ITO markets.

HANEL SOFTWARE
SOFTWARE

Above Your Expectations

Name of enterprise:	**HANEL SOFTWARE SOLUTIONS JSC**
Head Office:	Hanel High Technology ZoneSai Dong, Long Bien Dist., Hanoi, Vietnam
Telephone:	+84 04 3873 7970
Fax:	+84 04 3873 7971
Email:	info@hanelsoft.vn
Website:	www.hanelsoft.vn
Year of commencement:	2011

Branch/Office/Rep. Office:

1. HCMC Office:
   L14-07 Vincom Office Building, 72 Le Thanh Ton Street, Ben Nghe, Dist. 1, HCMC
   Telephone: +84 08 3939 0375

2. Singapore Office:
    16 Kallang Place, #05-04, Singapore 339156
   Telephone: (65) 62.96.8009   Fax: (65) 63.96.5701
   Mail: singapore@hanelsoft.vn | Singapore Hotline   Hotline: +65.9790.6516

3. Japan Office:
    14F AOYAMA OVAL Building, 5-52-2 Jingumae, Shibuya-ku, TOKYO
   Telephone: (81-3) 68.26.1187   Fax: (81-3) 54.64.9140

Workforce:	185 persons
Director:	Nguyen Quang Minh (Mr.)
Sales Contact:	Quach Huynh Nhu Hop, Andrew (Mr.)
Mail:	hopqhn@hanelsoft.vn

Brief Description of Company:

Hanel (Hanel Company limited) was founded in 1984 with the mission to become a pioneer in Hanoi Capital's informatics industry. Nowaday, HANEL is a leading corporation of 38 subsidiaries and affiliated companies, hiring 8,000 employees. HanelSoft was established by the cooperation between HANEL and Forval Corp., Japan with the vision to become an international company in IT consulting, Software design, and outsourcing. After 4 years of development, HanelSoft still keeps on growing with the client network and revenue which increased exponentially year by year, especially in the Singapore, Malaysia, Korea and Japan market.

Products/Services/Differentiation:

Products: E-Government; Front-end & Mobile; ERP - fully integrated ERP solution with high flexibilities and scalabilities to enterprises in Retail, Logistic, CRM, Manufacturing, etc...

Services: HanelSoft also offers customized professional services as followings.
   - Outsourcing: Our complete range of Outsourcing Services addresses the needs of both technology and business requirements to help companies leverage leading-edge technologies for business improvement.
   - System Integration: Our experienced experts enable us to deliver truly integrated systems that provide real business benefits to our clients.

IT Consulting: With an in-depth understanding of technology along with hands-on experience gained through working on critical issues in key industries of the IT marketplace, HSS commits to providing you with top-end consulting services and solutions to meet your unique business challenges.

Competences, Technologies, Processes:
- Technologies adoption:
  + Languages: PHP, .NET, HTML5, CSS3, C#, Java, jQuery, AJAX, Ruby, Python
  + Frameworks: Symfony, Zend, Spring, Hibernate, Struts, Rails, Django
  + Database: MySQL, Oracle, MS SQL, PostGre SQL, MongoDB, Redis, Hadoop, MemCached
  + Design: Photoshop, Flash Animation, FLEX, UX, Illustrator, InDesign, After Effect
  + Application Server: Tomcat, JBoss, WebLogic, Websphere, Apache, Nginx
  + CMS: Drupal, Sharepoint 2010, Magento, DotNetNuke
- R&D: HanelSoft aims to be expert at products with constant research and development for insights and trends update to lead the industry
- Company recognition in quality: Though HanelSoft just 04 years has entered in the software outsourcing industry, we have been recognized with our quality of service by named customers in Singapore, Japan, Malaysia... We will keep maintaining those excellent track records and providing high quality products and services to our clients.

Primary market/Percentage: Japan, Singapore, Vietnam (82%)

Secondary market/Percentage: Malaysia, Australia, Korea (18%)

Local/International Awards/Certificates achieved:

Major Customers: Nippon Paint Singapore, Manulife Singapore, Credit Bureau Singapore, K & N Kenanga Holdings Berhad, Coca Restaurant Singapore, Teamlink Pte. Ltd., Midas Development Corp., Baskin Robbins Malaysia, HiroPro, Tourism Western Australia, etc...

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
- Top 5 leading IT companies in Vietnam
- Expand and develop the new markets, focusing on Asia, Europe and USA ...
- Continue to improve the quantity and qualifications of personnel, to ensure the quality and reputation for outsourcing service

Moreover, we are looking for new technologies and products to develop in Vietnam, we can be an agent or a partner to deploy, especially in the field of Big Data and BI for ITS and smart city.

Fostering IT Innovation

IMT SOLUTIONS

Name of enterprise:	**IMT SOLUTIONS**
Head Office:	Level 5 SCETPA building - 19 Cong Hoa St., Ward 12, Tan Binh Dist., HCMC, Vietnam
Telephone:	+84 08 3811 7742
Fax:	+84 08 3811 6980
Email:	giaodvn@imt-soft.com
Website:	http://www.imt-soft.com
Year of commencement:	2008
Branch/Office/Rep. Office:	Floor 8, Waseco Building, 10 Pho Quang St., Tan Binh Dist., HCMC, Vietnam
Director:	Giao Doan Van Ngoc (Mr.)
Ownership/Investors:	Vietnam
Sales Contact:	An Mai Hoai
Mobile:	+84 908005855
Mail:	sales@imt-soft.com

Brief Description of Company:

IMT Solutions is an Information & Communications Technology services firm based in Singapore, US and Vietnam, serving clients globally. We partner with clients from early-stage to Fortune 500 companies across various industries and regions to resolve business-as-usual and complex technology challenges.t

Products/Services/Differentiation:

- Product Prototyping - Successful companies rely on the new products to keep them ahead of their competition. We help our clients in the very early stage of product development to conceptualize the product ideas and make the prototypes to test out the market.

- Product Development - We help our clients to accelerate the development cycle of their software products, from architecture to implementation and deployment. Our team has experience with both Agile and traditional Waterfall development processes.

- Product Re-engineering and Modernization - We support product improvements and additional features based on market demand and specific client's need.

- Software Testing and Certification - We provide comprehensive testing services for our clients' products. Our service offerings include white-box, black-box testing, compatibility and interoperability testing.

- Product Support and Professional Services - We ensure that the end-clients have the valued post release support. As part of our Product Support Services we offer Level 2 and Level 3 support services to help our clients and end-clients resolve product issues.

- Application Life-cycle Management Consulting: Using a phased approach, we help IT organizations realize the benefits of Microsoft ALM solutions

Competences, Technologies, Processes:

IMT Solutions diversifies the technologies used from Microsoft to open source, from web application to mobile one. The technologies that are being used include:

- Microsoft: C#, ASP.NET, ASP.NET MVC, Microsoft SQL Server, LinQ, Entity Framework, WPF, Microsoft Dynamic Workflow, Microsoft SharePoint, Active Directory, Kentico

- Web, web responsive: Bootstrap, Angular JS, Ajax, HTML 5, Kendo UI, Required JS
- Open source: Java, Spring, JSP, JSF, Hibernate, Tomcat, Maven, Ant, JBOSS, Struts, PHP, Cake PHP, WordPress, Symphony, My SQL, Magento, Ruby on Rails, Postgres, Mongo DB, Twillio, Google Material Design
- Automation: Ruby Watir, Selenium, Microsoft Coded UI, Quick Test Pro
- Mobile: Objective C, Swift, Universal Framework, AF Networking, REST Kit, Crashlytic, Android Java, Retrofit, Ionic, Appcelerator
- Project management: Jira, Team Foundation Server, Git, Git flow, SVN, Rally, Slack, Jenkins

Primary market/Percentage: United States – 75%

Secondary market/Percentage: Japan and others – 25%

Local/International Awards/Certificates achieved: Microsoft Partner Network Gold Level, ISO 27001:2005

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Providing software outsourcing services to more clients from U.S. and Japan markets

infonam
Expect Excellence

Expect Excellence

Name of enterprise: **InfoNam**

Head Office: Anna Building, Quang Trung Software City, District 12, HCMCt, Vietnam

Telephone: +84 08 3715 5048

Fax: +84 08 3715 5049

Email: sales@infonam.com

Website: www.infonam.com

Year of commencement: 2010

Workforce: 250

Director: Prithvi Puttaraju (Mr.)

Sales Contact: Tom Tran (Mr.)

Mail: sales@infonam.com

Brief Description of Company:
InfoNam is a one of a kind software solutions company paving way for an India+1 strategy for technology companies, big or small. Headquartered in Silicon Valley, and development center in Vietnam, we have been delivering continued customer delight to our customers in the USA and Japan. We have a unique blend of Indian software processes, solution architects, and reliable Vietnamese implementation teams overseen by very experienced global management.

Products/Services/Differentiation:
InfoNam provides software services. We have a unique blend of Indian mangement and Vietnamese implementation teams. We completely align with Silicon Valley IT companies. Software product engineering is our strongest competency.

Competences, technologies, processes
We are strong at software product engineering, maintenance and testing services for embedded, networking, mobile and business applications

Primary market/Percentage: US/95%

Secondary market/Percentage: Asia/5%

Major Customers:

RENESAS   OpenClovis   ZEBRA TECHNOLOGIES   JUNIPER NETWORKS   SPIRENT Inspired innovation   dts DIGITAL OUT

XIFIN   Digital Data Technologies Inc   SIXT rent a car   worldnow All Media. One Platform. Any Device.   innova .inc   UUX

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Leverage Indian IT industry experience of management team, strong relationships with IT companies in Silicon Valley to build development centers with strong competencies and deeply technical focus in Vietnam. In the next 5 years, InfoNam will be a model for successful IT companies in Vietnam with at least 5000 engineers and globally promote Vietnam as a preferred destination for IT services

LARION
COMPUTING

Never stop improving quality

Name of enterprise:	**LARION CONSULTING AND SOFTWARE DEVELOPMENT COMPANY LIMITED**
Head Office:	Room 10, Hall 5, Quang Trung Software City, Tan Chanh Hiep Ward, Dist. 12, Ho Chi Minh City, Vietnam
Telephone:	+84 08 37155742
Fax:	+84 08 37155742
Email:	info@elarion.com
Website:	www.elarion.com
Year of commencement:	2003
Workforce:	150
Director:	Lai Duc Nhuan (Mr.)
Sales Contact:	Nguyen Thi Minh Hoa or Luong Thanh The
Mail:	sales-marketing@elarion.com

Brief Description of Company:
Founded in 2003, LARION has a strong track record in providing information technology outsourcing service and business solutions to many successful customers in more than 15 countries including US, Japan, Australia and others in Europe. With 12 years of experience in software development, we have been especially successful in Ruby on Rails, Mobile (iOS, Android), PHP, C on Linux, and .NET. Moreover, we have accumulated a significant knowledge base covering industry insights in securities trading, health care, banking, web applications, real estate, embedded systems, mobile apps, telecommunications, education, and entertainment & games.

Products/Services/Differentiation:
LARION is committed to maintaining and continuously improving its Quality Management System based on ISO 9001:2008 and CMMI-DEV Level 3 standard in order for customer need satisfaction and the company's sustainable development. Providing consultation and offshore software outsourcing services with the best quality for customers is our commitment. We have been fully recognized for quality both abroad and in Vietnam.

Competences, technologies, processes
- CSM: Oracle
- Web: Web ColdFusion, Phusion Passenger
- Mobile OS: iOS, Android
- Programming language skills: JAVA (J2SE,J2EE,L2ME), XML/XFS, PHP, Perl, C, C++, PostgreSQL, Smalltalk, ActiveX, Visual C, Visual Basic, Ruby, Go, Javascript

Primary market/Percentage: US, Europe, Japan, Australia

Secondary market/Percentage: Vietnam, Laos, Cambodia

Primary products/services: LARION provides a wide range of outsourcing services, including software development, software consultancy, testing and QA services. We follows five trends of the 3rd IT platform: Social, Mobility, Big Data, Cloud Computing, Internet of Things.

Major Customers:
We have obtained many big customers from the global market, including Global Healthcare Exchange, Blinkbox Trading, Drever International, MEPERIA, RGM Advisors LLC, Greenwich University, Thames Valley University, Freefonix, FXSimPro, etc. as well as local big customers like ANZ Vietnam, SCJ TV Home Shopping.

Local/International Awards/Certificates achieved:
Process Standard Certifications
- ISO 9001 – 2000 Certified by QUACERT in November 2008
- ISO 9001 – 2008 Certified by QUACERT in June 2010
- CMMI Level 3 Maturity in June 2012
- Recognition and Awards

Vietnam's 30 Leading ICT Companies 2014
- Top 1% Ruby on Rails, HTML5, CSS3
- Top 5% on Ruby, JavaScript, AJAX, and JSON rated by Elance
- Third prize on m2work hackathonin September 2012

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Vision in next 5-10 years
- To be the first choice software company providing innovative solutions to bring outstanding success for organizations and individuals throughout the world

LARION team and process
- Improve the capacity of engineers and increase the experts to complete any projects within planned time and budgets more professionally.
- Enhance professional project management methodologies and tools to support collaboration with customers and project statuses are accessed in near real-time.

More new customers
- Increase around 40% on average of new customers each year.

Service development
- Increase about 45% a year on average of services offered to customers, including software development, software consultancy, testing and QA services.

Market share and customer segmentation
- Increase average sales performance around 45% a year on average through service diversification and geographic expanse of the market.
- Expand market in Europe, US, Canada, Japan, Australia, Singapore, Vietnam, Laos, Cambodia
- Diversify technologies and follow popular trends of the 3rd IT platform: Social, mobility, big data, cloud computing, internet of things.

<LUXOFT Leading IT Solution & Service Provider

Name of enterprise:	**LUXOFT VIETNAM COMPANY LTD.**
Head Office:	Anna Building, Quang Trung Software City, District 12, HCM City, Vietnam
Telephone:	+84 08 5437 1178
Fax:	+84 08 5437 1176
Email:	Vietnam@luxoft.com
Website:	www.luxoft.com
Year of commencement:	2008
Workforce:	85
Director:	La Manh Cuong (Mr.)
Mail:	lmcuong@luxoft.com

Brief Description of Company:

Luxoft is a leading provider of software development services and innovative IT solutions to a global client base consisting primarily of large multinational corporations. The Company develops its solutions and delivers its services from 24 dedicated delivery centers worldwide. It has over 9,500 employees across 27 offices in 15 countries in North America, Mexico, Western and Eastern Europe, Asia Pacific, and South Africa. Luxoft is incorporated in Tortola, British Virgin Islands, has its operating headquarters office in Zug, Switzerland and is listed on the New York Stock Exchange (NYSE:LXFT US)

Luxoft Vietnam represents Luxoft in Asia. Vietnam delivery center is ideally positioned for clients looking to diversifying sourcing geography portfolio, reducing outsourcing costs and retaining Luxoft's superior quality. Established in 2008, Luxoft Vietnam supplies comprehensive services in software assurance and development for two kinds of customers – independent software vendors and corporate clients. Vietnam Delivery Center has attained the highest CMMI maturity level 5. Luxoft Vietnam has won the "Top Enterprises of the Year Award" for excellent enterprises operating in QuangTrung Software City for four consecutive years, and received two certificates of merit granted by the HCMC People's Committee for its excellent business performance and contributions to the city's information technology industry.

Products/Services/Differentiation:

Luxoft has the focus on industry specialization with strong expertise in financial services, automotive, telecom, travel/aviation and energy spaces. The focus enables Luxoft to have deep understanding of customer's real problems and needs, to offer the appropriate IT / software systems and solutions to the clients and to help clients achieve great benefits from Luxoft's services.

Luxoft implements and applies world's highest quality standards as well as best practices in software industry. The projects of Luxoft often exceed customer's expectation on quality, time and cost, and bring high level of satisfaction to the customers.

Luxoft continuously consolidates and develops its corporate culture based on its core six values. Corporate culture substantially enhances Luxoft's capability in attracting, developing and retaining talents, which is crucial in Luxoft's fast and sustainable growth in the last several years.

Competences, technologies, processes
- Technologies used in the company: IoT, SMAC, popular programing languages, OSes, platforms and frameworks, databases, development environments and tools...
- R&D: company has intensive investment in R&D and has developed pre-built solutions for the Banking / Financial services industry (iStockTrack & iLuxAdvisor, Luxoft Horizon), Telecom (Twister, SuperCloud), Automotive (Populus, Teora) and Travel/Aviation (GDS Meter)
- Company excel in technology: specialized technology in the industry like TIBCO, Informatica, Atlassian, OpenLink, Calypso, Murex
- Quality Management / processes: ISO 9001:2008, ISO/IEC 27001:2013, CMMI v1.3 Level 5, Automotive SPICE

Primary market/Percentage: US – 60%

Secondary market/Percentage: EU – 40%

Major Customers: global companies in the Aviation, Telecom and Automotive Industry

Local/International Awards/Certificates achieved:
- "Top Enterprises of the Year Award" for excellent enterprises operating in QuangTrung Software City for four consecutive years (2011 – 2014)
- Two certificates of merit granted by the HCMC People's Committee for its excellent business performance and contributions to the city's information technology industry (2011 – 2012)

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
In next 3 – 5 years, Luxoft Vietnam will focus on customers in Japan, Singapore, Korea and other Asian markets apart from traditional markets in North America and Europe. Geographical position, cultural imilarities, foreign language command and good relationship between Vietnam and regional countries, especially Japan, all are the springboard for the company to penetrate into the great potential market.

Workable Product

QSOFT VIETNAM

Name of enterprise:	**QSOFT VIETNAM CORPORATION**
Head Office:	Nbr 8, No3 Dich Vong Urban Area, Cau Giay, Hanoi, Vietnam
Telephone:	+84 04 3792 5148
Fax:	+84 04 3792 5147
Email:	contact@qsoftvietnam.com
Website:	http://www.qsoftvietnam.com
Year of commencement:	2006
Branch/Office/Rep. Office:	Only in Hanoi, Vietnam
Director:	Tran Trung Kien (Mr.)
Ownership/Investors:	100% Vietnam

Brief Description of Company:

QSoft Vietnam is a professional, fully agile Offshore Software Outsourcing company with recognized expertise in High-end Website Design & Development, Mobile Application Development and Custom Business Software development. We are a one-stop destination for your Website, Software and Apps demands. Our high quality, CMMi certified services and strong commitment bring our customers utmost satisfaction and in return rewarded us with rapid and sustainable growths over the past 10 years.

Products/Services/Differentiation:

A - Services:
1. Website Design Consulting, Website Development
2. Web-based Applications Development
3. Enterprise Management Software Consultancy & Solutions
4. Mobile Application Development
5. Offshore Software Outsourcing Development

B - Why we stand out?
1. QSoft focuses on competency building and specialization so as to boost up productivity and value to end users rather than just scaling up in size.
2. QSoft is among the leading Software Development Companies in Vietnam by utilizing the latest technologies. We have developed homemade website builder framework that caters for all demands in website, web-application, workflows development, thereby enhancing the consistency, stability, reusability for secured and quality products with competitive pricing and shortest time-to-market.
3. QSoft puts Human Resources at the center of all our development strategies. We recruit highly qualified students in their last years from famous technology universities in Vietnam. We provide professional trainings together with clear career path orientation to develop and retain our personnel along with the development of QSoft.
4. Modern and fully digitalized workspace that is green, clean and environment-friendly. QSoft is special with our "relaxation center" which serves as the cafeteria, nap room, gym center; we also have Yoga center, martial art club, football and swimming club, movie addict club, etc. All these create a unique culture that bonds all QSoftees together.
5. QSoft is continuously placed in Top Market Leaders in Software Outsourcing development in Vietnam as well as Southeast Asia by recognized international organization in ITO field such as: Tholons, Gartner, Clutch, etc.

6. QSoft has reached to Customers from almost all continents: America, Europe, Africa, Asia and Australia. With such huge customer coverage, we are familiar with not only English language but also with different work ethics and cultures. The percentage of returning Customers all over the world for us almost reaches 70%. QSoft is marked 9/10 by Clutch on Market Presence.

Competences, technologies, processes
Back-end: PHP frameworks, including: Lavarel, Zend, Symfony, Mangento, Wordpress, Phalcon
Front-end: jQuery, Boostrap, HTML5, Angular JS, Ext JS, Sencha, etc.
Database management: MySQL, SQLite, MongoDB, PostgreSQL, etc
Mobile apps: iOS, Android
Application: C++, Java
Clouds: AWS

Process: The whole company follows Agile/Scrum both in Software Production and in general operations. Our working processes are completely digitalized, thus all HRM, CRM, Project Management, Payroll system, etc are centrally managed on our home-made QSoft Management Suite to ensure the transparency and ease of interaction.

Primary market/Percentage: Europe, 55%

Secondary market/Percentage: USA, 16%

Major Customers:
  - Dealer Information System (once a child company in IBM, working on ERP & Mobility systems).
  - Australia Government (Web portal for energy saving enterprise and products in Vietnam).
  - Panasonic R&D Center Vietnam Co., Ltd. (Quality Assurance services)

Local/International Awards/Certificates achieved: ISO 9001:2008, CMMi ML3

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
  - Expand Software Outsourcing volume focusing on English speaking market, especially USA, Europe & Australia.
  - Become the leading company in Vietnam in Website Development Service Provider with distinguished high-end approach.

RIKKEI
where the dream begins

Where the dream begins

Name of enterprise:	**RIKKEISOFT COMPANY LIMITED**
Head Office:	3F, Sudico Building, Me Tri Street, Nam Tu Liem District, Hanoi, Vietnam
Telephone:	+84 04 3623 1685 - Ext: 101
Fax:	+84 04 3623 1686
Email:	contact@rikkeisoft.com
Website:	http://rikkeisoft.com
Year of commencement:	2012
Branch/Office/Rep. Office:	3F, 5 Chome-27-3 Shiba, Minato-ku, Tokyo, Japan
Director:	Ta Son Tung (Mr.)
Workforce:	145
Email:	sales@rikkeisoft.com

Brief Description of Company:
After 3 years of establishment, Rikkeisoft has experienced remarkable growth with the rapid increase in number of employees and profit after tax year-by-year. We can adopt standards and customers' requirements by applying ISO 9001:2008, ISO/IEC 20071:2013. We are well known in Japanese market for providing our clients with first hand services and satisfaction at the same time. In 2015, Rikkeisoft continues being recognized in the list of top 40 ICT companies in Vietnam. Our vision is to become one of the top 5 best companies in Vietnam in the field of software development in the next 5 years.

The company's strengths are:
  - Young and elite employees, graduated from the top universities in Japan, UK and Vietnam with high achievements in National Contests and University Entrance Exam.
  - Proficiency in foreign languages, especially Japanese and English.
  - Ability to meet the strict requirements for quality and progress of the project.

Products/Services/Differentiation:
Game and application development for mobile
Web system development
Business process system development
Cloud system development
IoT service development

Competences, technologies, processes
Technologies used in the company:
  - Web system development: PHP, JavaScript, Python, Ruby, Java, .Net, CakePHP, Symfony, CodeIgniter, Fuel, Dajango, Cloud Computing, Cloud Storage Service AWS, Websocket, etc.
  - Games and application development for mobile: Objective-C, Swift, Java, C#, Xcode, Eclipse, Unity 3D, Websocket, Game 3D, Cordova.
  - Financial system development: COBOL, Java, .NET, C, Oracle, Unix.

Our processes:
- Requirements Analysis
- Specification
- Software architecture
- Implementation
- Testing
- Maintenance

Primary market/Percentage: Japan (95%)

Secondary market/Percentage: UK (5%)

Major Customers:
Systena Corporation, World Business Center Co., Ltd, Sunloft Corporation, Fujikin

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Rikkeisoft is constantly growing and increasingly positioning itself as one of the leading IT companies in Vietnam.

With a team of young, energetic and passionate staffs, our mission is to provide the best products to satisfy customers' requirements. We will have 1,000 employees until 2020, continue focusing on Japanese market, and also expand our business into other countries.

We are ready to cooperate with partners all over the world for mutual development, thereby, significantly contribute to the growth of IT industry in Vietnam.

SETA International Asia - Behind your success

Name of enterprise:	**SETA INTERNATIONAL ASIA CO., LTD**
Head Office:	1st Floor, 3D Creative Center Viet Nam Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Ha Noi
Telephone:	+84 04 6297 3538
Email:	info@seta-asia.vn
Website:	http://seta-international-asia.com.vn/
Year of commencement:	2014 (Official)/ 2011 (Seta Cinq)
Branch/Office/Rep. Office:	Da nang and Ha Noi
Workforce:	220 (by September, 2015)
Director:	Nguyen Cao Cuong (Mr.)
Sales Contact:	Nguyen Viet Ha (Mr.)
Mail:	Ha.le@seta-asia.vn
Mobile:	0938 838 688

Brief Description of Company:

SETA International Asia is a leading software services company with a proven track record of delivering high quality software services to companies worldwide.

High technology capacity, strong security, excellent services, especially on ITO field. are values that create the brand of SETA International Asia. With our mother company, SETA International Japan, being part of Bit-isle group, one of the biggest Internet Data Center (IDC) services providers in Japan, and teams that are trained professionally in Japan's company, we ensure to make high-quality software satisfying even the most fastidious markets.

As your technology partner, we will be with you every step of the way from understanding your business' needs to build the custom software solutions you require.

Products/Services/Differentiation:

Software Services
Web Solutions
System Integration
IT Management counselling

Competences, Technologies, Processes:

Program language	PHP、Java、C#、.NET、HTML5、Perl、Objetive-C、C++、C、AS3、Python、Ruby
Platform	Microsoft Windows、Linux、CentOS、Android、iOS、Windows8 Phone
Framework CMS	CakePHP、WordPress、titanium、CodeIgniter、Cocos20、Framework、Spring、Movable Type、Joomla!、Hibernate、Symfony、Struts2、Rails、Zend Frameworks
Database	ORACLE、SQLite、MySQL、PostgreSQL、SQLServer、mongoDB
Conferencing tools	Skype、ChatWork、Google+
Develop tools	eclipse、Sencha、Microsoft Visual Studio

Primary market/Percentage: Japan/90%

Secondary market/Percentage: Vietnam and other countries/10%

Major Customers: Gulliver, GDO, T-media, Usami, Weathernews...

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
SETA International Asia is aiming to be an Asia's leading IT Solutions company, expanding our operations while maintaining our position in Vietnam IT Outsourcing field. Currently, Japan is our major market, which accounts for 90% of average revenue. And in the next 3 years we are aiming to strengthen our influences in Vietnam as well as other foreign markets. SETA International Asia also continuously challenging ourselves with new technologies such as: cloud, security, auto-testing...to meet customers' needs in new era.

Tinhvân OUTSOURCING

Name of enterprise:	**TINHVAN OUTSOURCING JOINT STOCK COMPANY**
Head Office:	4TH Floor, Sport Hotel, Hacinco Student Village, Thanh Xuan Dist., Hanoi
Telephone:	+84 04 3558 9970
Fax:	+84 04 3558 9971
Email:	mkt_tvo@tinhvan.com
Website:	http://tvo.vn/
Year of commencement:	2006
Branch/Office/Rep. Office:	1. HCMC Branch:
	4th Floor - D1, Mirae Business Center, 268 To Hien Thanh St., Ward 15, Dist. 10, HCMC
	2. Da Nang Representative Office:
	Room 903A, 9th Floor, One Opera Hotel Plaza, 115 Nguyen Van Linh St., Hai Chau Dist., Da Nang
CEO:	Nguyen Ich Vinh (Mr.)

Brief Description of Company:

Tinhvan Outsourcing JSC., (TVO) is a member company of Tinhvan Group — one of the leading ICT Company in Vietnam founded 21 years ago. TVO was established in 2006 and in nearly 10 years, TVO has proved to be a fast growing company in software development outsourcing industry with strong customer network from US, Europe, especially Japan and Singapore.

To be successful in a fast-changing business environment, we have been continuously maintaining and improving our core values:
  - Leading Delivery Capacity
  - People Enablement and Retaining
  - International Quality Management Certificates
  - Adoption to Global Culture & Standards

Products/Services/Differentiation: Services:
  - **Large-scale Development:** With a big resources pool, international quality assured standard & process, TVO ensures to deliver large-scale systems development projects successfully to help customers' business more flexible, competitive and profitable.
  - **System Integration:** System Integration Service provided by TVO will come in handy when the requirements to utilize technology & enable business transformation are both to be met.
  - **Migration:** TVO provides comprehensive business process reengineering from A-Z for total quality management. In all migration projects, we always work hard to smoothly transit your application without any setback on valuable data migration & integrity.
  - **Mobile Development:** With our experience and culture international cultural adaptation, TVO's mobile applications and mobile games can be a great bridge between providers and their customers because of the velocity, effectiveness and user-friendliness.

- System Maintenance: TVO is committed to keeping you up and running through a number of solutions fitting your requirements and budget for system maintenance.
- Testing: TVO's Testing Service helps enhancing the quality, reliability and performance of your IT systems. With our high skilled staffs, system service disruption might be reduced and the loss of business critical data can be significantly prevented.

Competences, Technologies, Processes:
- Mobility: TVO mobility solution enables enterprises to have their current applications run on smartphone platforms through private app-store operation. This optimization is now offered on any technology platform, making it possible for enterprises to reach target customers.
- Big Data: Facing many challenges from analysis to information privacy, TVO is committed to assist customers in handling big data management through the application of various advanced methods. Our accuracy in big data paves the way for higher operational productivity, cost reduction and risk prevention.
- Cloud Computing: TVO's cloud computing offers a comprehensive, effective solution to infrastructure maintenance, which enables enterprises to solely focus on business instead.

Processes: CMMi-L3, ISO 9001 and ISO 27001

Primary market/Percentage: Japan (70%)

Secondary market/Percentage: Singapore (30%)

Major Customers:
NEC Vietnam - NTT Data Vietnam - Panasonic R&D Vietnam - Nissho Electronics Vietnam

VBPO
Professional Partner

Reliability, Accuracy, Cost Effectiveness: 3 in 1

Name of enterprise:	**V.B.P.O JOINT-STOCK COMPANY**
Head Office:	20F, Danang Software Park, No. 2 Quang Trung, Hai Chau District, Danang
Telephone:	+84 511 6299 289
Email:	contact_vbpo@vbpo.com.vn
Website:	www.vbpo.com.vn
Year of commencement:	2010
Branch/Office/Rep. Office:	Hue, Phu Yen, DakLak, Tokyo (VBPO Japan)
Director:	Assoc. Prof. Tran Manh Huy (Mr.)
Mail:	tran.manh.huy@vbpo.com.vn
Workforce:	200+

Brief Description of Company:
To meet new ITO sector' growth demands in Vietnam and follow the new trend of global outsourcing industry, VBPO JSC has been established on 12 July 2010 and has provided BPO services to help enterprises reduce the pressure on revenue and professionalize their business processes; as well as to open a rich source of jobs for people in central Vietnam. As a pioneer in the field of BPO services in Vietnam, VBPO do all the works related to the IT application, from the most simple tasks such as data processing, image processing to the more complex ones such as business management (e.g. accounting, payroll). With experienced, professional, dynamic, and enthusiastic staffs, and strategic leaders having flexibility and vision, VBPO aims at taking BPO, the inevitable trend for business in future, to new heights.

Products/Services/Differentiation:
Current main services: data processing, image processing, accounting, payroll
New services lines in development: testing, translating & interpreting, data analytics

Competences, Technologies, Processes:
VCB (VBPO Cloud de Box) tool for data processing which was developed by VBPO team

Primary market/Percentage: Japanese market, 98%

Secondary market/Percentage: Domestic market, 2%

Major Customers: GROP, Pragma, other big clients but cannot disclose due to security commitment

Local/International Awards/Certificates achieved:
- Certificate of Recognition granted by Blue Ribbon Employee Council for outstanding contribution in promoting employment opportunities for persons with disabilities (2013)
- Awards honored by DOLISA for outstanding contribution in promoting employment opportunities for persons with disabilities (2014; 2015)
- Top 100 Outstanding Businesses in Danang 2014
- Top 7 ITO Enterprises in Danang 2014

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

1. Develop middle managers. Target: 2,500 FTEs at the end of 2019, including10 professional managers with international MBA degree or higher, 100 middle managers in Danang, and 150 middle managers in centers.
2. Upgrade the intellectual content of the service. Not only increase number of new services line but also upgrade intellectual content of services.
3. Enter new markets into Singapore, US and Europe, especially Switzerland.
4. Establish BPO Institute to formalize and strengthen training activities for the sustainable growth of human resources.
5. Modernizing technology and solutions provider. Spending effort to build up key persons, enhancing security system, improving quality control in conformity with international standards.
6. Increase the number of satellite centers/offices. Currently, VBPO has 3 operations centers located in Hue, Phu Yen, DakLak. We plan to set up other centers in BinhDinh, Quang Tri, Quang Nam, Can Tho and a COE (Center Of Excellence) in Ho Chi Minh City.
7. Reach out to the other disadvantaged. VBPO will bring employment opportunities to the poor, the youth in countryside, single mom, etc.
8. Spread and strengthen a unique and unified VBPO culture.

vinasource
EMPOWERING YOUR VISION

Empowering Your Vision

Name of enterprise:	**VINASOURCE**
Head Office:	1201 Western Avenue, Suite 400, Seattle Washington, USA 98101
Telephone:	206-465-2374
Email:	info@vinasource.com
Website:	www.vinasource.com
Year of commencement:	2003
Branch/Office/Rep. Office:	67 Nguyen Thi Minh Khai Street, Ben Thanh Ward, District 1, HCMC.
Telephone:	+84 08 3925 5718
Fax:	+84 08 3925 5719
Director:	Nguyen Cong Thinh (Mr. Tim Nguyen)
Ownership/Investors:	US
Sales Contact:	Tim Nguyen or Ben Liu
Telephone:	+1 206-465-2374 or +84 08 3925 5718

Brief Description of Company:

Vinasource is a boutique software development outsourcing company based out of Seattle, WA and Ho Chi Minh City, Vietnam. The company is run by its co-founder, international business veteran Tim Nguyen and his co-founding partner, Princeton and Microsoft Alumni Benjamin Liu, who both recognize a distinct need for cost-effective and high quality software development. After evaluating various international communities and regions, they decided on Vietnam due to its unique balance of development cost, talent, experience and IT infrastructure.

The Vinasource team consists of 70+ people who have dedicated their lives to technology and committed themselves to becoming experts in all areas required to execute a successful development project. We go well beyond the primary function of coding and testing, and into all other key facets of the project such as planning and management, writing requirements, market research, strategy development, and so on.

Products/Services/Differentiation:

Enterprise Grade Web, Mobile and Social applications.

Competences, Technologies, Processes:

CRM, Native Mobile Apps, eCommerce, Web, Big Data Integrations.

**Primary market/Percentage:** USA – 70%

Secondary market/Percentage: Canada – 15%; Australia – 15%

Major Customers: Microsoft, Pirq, Amazon, Active Network, Victoria State Government,Anomo, Kings Energy, PCE Pacific.

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
maintain steady growth and become the #1 boutique software company in Vietnam by furthering our expertise in our chosen competencies.
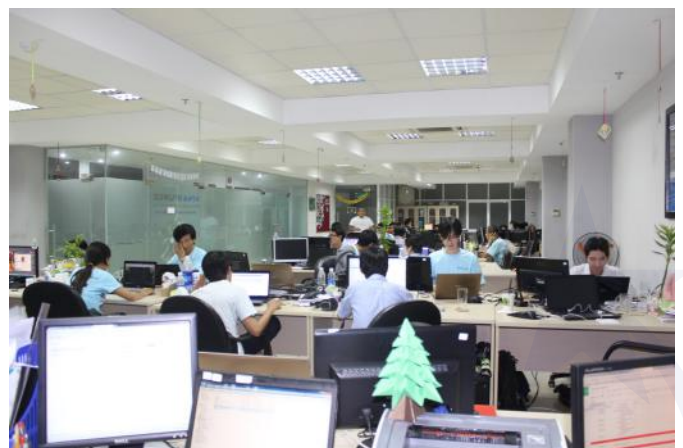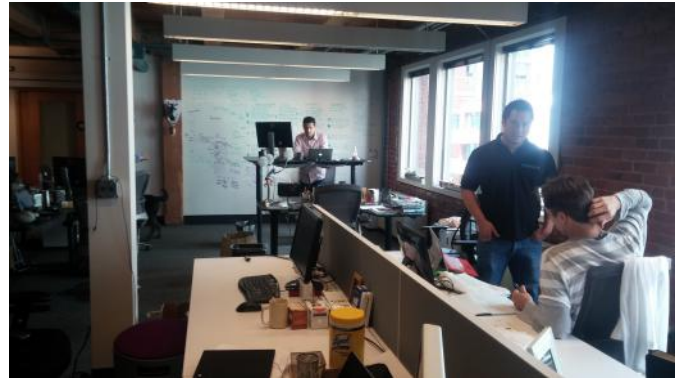
Bring the true value

V-NEXT
SOFTWARE

Name of enterprise: **V-Next JSC**

Head Office: V-Next building, 56 Luu Huu Phuoc, Nam Tu Liem, Ha Noi

Telephone: +84 04 3765 9555

Fax: +84 04 3765 6111

Email: info@vnext.vn

Website: http://www.vnext.vn

Year of commencement: 01/2008

Branch/Office/Rep. Office: Idabashi, Tokyo, Japan

Director: Han Van Thang (Mr.)

Sales Contact: Tran Xuan Duc (Mr.)

Telephone: +84 04 3765 9555

Mobile: +84 969720529

Brief Description of Company:

V-Next,.JSC is a company of software consulting and development founded in Hanoi in January 2008.We have celebrated the 7th anniversary of its founding. Initially, it was a company with five members. Our company has a lot of customers and has offered the customers more than 200 quality products during more than 7 years.

Currently, our company mainly business is in the following fields.

+ Web services: Customer Service Office system, Maintenance management system, EC site

+ Smartphone applications: iOS/Android application, Social game, Casual Games.

Contract model

+ Basic contract: You can change from system analysis to system test. To ensure the quality of project, each project has at least 3 participants consisting of PM, BrSE, PO.

+ Labour service: Create the customer's dedicated development team in our company; Ensure excellent staffs; It is also possible to receive the customer's staff to reside in the local; It is easy to accumulate knowhow; Flexible response to changes in requirements.

Products/Services/Differentiation:

We not only provide high quality products but also bring satisfaction to the customers and help them increase more profits.

All employees are trained in the Japanese business to support our customers at any time.

All projects carried out regular meetings with customers once a week to listen to customers of voice, the opinion. The bridge engineers discuss daily with customers by Skype, mail,...and reply to them as soon as possible.

When the project is completed, the sales department conducts the survey of "the customer's satisfaction with products and services". After getting the survey results, we commonly make an evaluation meeting. In order to bring customer satisfaction, we constantly improve ourselves.

Competences, Technologies, Processes:

Until now, the quality of developed products has been praised. Our products not only meet the customer's requirement, but they also provided a variety of services to the customers. Many customers are very satisfied with our supplies, services and want to sign the contracts with us in the other projects.

In the future, by offering a high quality, and building the mutual trust, we believe that the number of customers is gradually increasing.

Primary market/Percentage: With more than 60 customers in Japan (90% of customers), the Japanese market has been developed as the main market. We aim to be one of Vietnam's leading IT companies in Japan.

Secondary market/Percentage: Building relationships with American partners, we plan to expand into the US market.

Local/International Awards/Certificates achieved: V-Next,.JSC achieved the quality management system of ISO 9001: 2008 and information security management system of ISO / IEC 27001in March 2015.

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

Our mission is to provide products and support services for the customers with qualified, creative and enthusiastic human resources. With our mission, we always try to offer our customers quality products at a reasonable price. By providing an open and supportive working environment to ensure and attract high quality human resources. Number of staffs is going to 87 people in 2015 year, 120 people in 2016 year and 300 people in 2018 year. We always keep moving forward to reach our vision of becoming one of the leading IT companies of Vietnam in Japan.

Vietnam ITO
AWARD 2015

EMERGING
IT OUTSOURCING
ENTERPRISES

AUGEN SOFTWARE VISION

CUSC software
ISO 9001:2008

GREEN GLOBAL

KYANON
An Agile Digital Production House

SAI Digital

SAVVYCOM
Communication Intelligence

success software
services

TITAN
Technology

WinMain
Solution To Optimize

www.vnito.org

Global reach,
Personal approach.

Waverley Software is a Silicon Valley-based company creating custom mobile and desktop software for clients competing in the contemporary digital landscape.

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Vietnam IT
AWARD 2015

EMERGING
IT OUTSOURCING ENTERPRISES

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LARION CONSULTING AND SOFTWARE DEVELOPMENT COMPANY LIMITED

VIETNAM'S 30 LEADING IT COMPANIES

12th ANNIVERSARY 2003 2015

QUACERT
JAS-ANZ
ISO 9001:2008

CMMI LEVEL 3

Founded in 2003, LARION Computing has a strong track record in providing software outsourcing services and business solutions to many successful customers in more than 15 countries including US, Europe, Japan, Australia.

We have been successful notably in Ruby on Rails, Mobile (iOS, Android), PHP, C on Linux, and .NET.

Domain knowledge that we have extensive experiences included but not limited to Healthcare, Stock Market, Real Estate.

We successfully re-appraised CMMI level 3 in July 2015 after the first appraisal in June 2012. Qualified ISO 9001:2008 since June 2010 until now after the qualified ISO 9001:2000 in 2008.

PRODUCTS

We provides a wide range of services, including

SOFTWARE DEVELOPMENT

SOFTWARE CONSULTANCY

TESTING & QA SERVICES

Following these 5 trends of the 3rd IT platform

SOCIAL

MOBILE

BIG DATA

CLOUD COMPUTING

INTERNET OF THINGS

EMERGING IT OUTSOURCING ENTERPRISES

PHAM DANG KHOA

Director

Augen

NGUYEN HOANG VIET

CEO

CUSC

LE TRI HAI

CEO

Green Global

LE QUOC ANH TUAN

CEO

Kyanon Digital

SUHAS SHANTARAM HIWALE

CEO

Sequent ASIA

DANG THI THANH VAN

CEO

SAVVYCOM

TRAN CONG THANH

Managing Director

SUCCESS SOFTWARE SERVICES

NGUYEN TAN THANH

CEO

TITAN

TRUONG QUANG TIEN

CEO

WINMAIN

AUGEN
SOFTWARE VISION

Name of enterprise:	**AUGEN VIETNAM CO. LTD (AUGEN SOFTWARE GROUP)**
Head Office:	JVPE Building, Quang Trung Software City,
	Tan Chanh Hiep Ward, District 12, Ho Chi Minh City
Telephone:	+84 08 5437 1219
Fax:	+84 08 5437 0122
Email:	services@augensoftwaregroup.com
Website:	http://www.augensoftwaregroup.com
Year of commencement:	2005
Branch/Office/Rep. Office:	HCMC
Director (full name):	Pham Dang Khoa (Mr. Mitchell Pham)
Ownership/Investors:	New Zealand
Sales Contact:	Pham Dang Khoa
Telephone:	+64 9 3078483
Mobile:	+64 21 623334

Brief Description of Company:

Augen Software Group is a New Zealand-owned software services provider. Our parent head office was established in Auckland in 1993, and our subsidiary office was established in Ho Chi Minh City in 2005.

Our customers are in many industry sectors, including Banking, Finance, Insurance, Healthcare, IT Infrastructure, Manufacturing, Professional Services, Software Innovation, Transport and Logistics, to name a few.

We work closely with our customers as their software partner. We look after their software and software-related activities, enabling them to fully focus on managing and growing their core business.

Products/Services/Differentiation:

Augen is passionate about delivering quality software outcomes to meet our customers' business and technology needs. We can engage at any level, from Management & Strategy Consultancy, to Solution Architecture / Planning / Project Services & Technical Leadership, to Technical Development / Testing / Integration / Maintenance & Support Services.

Differentiation: We have a fully integrated engagement model between Vietnam staff and New Zealand staff and our customers — working together as 1 virtual team. All of our Vietnam staff have direct involvement with New Zealand staff and customers. Furthermore, all Vietnam staff and New Zealand staff are required to contribute equally together (with our customers) to the direction, requirements, designs and outcomes of software for our customers' businesses.

Competences, Technologies, Processes:

Competences: We deliver in a wide range of technologies, including web, mobile, desktop, database, middleware and enterprise software development for businesses. We have proven capability to deliver high quality software outcomes in ways that are lower risk and more scalable, rapid and cost effective.

Technologies: Current snapshot
C#, VB.Net, Classic ASP, VB6, Java
HTML5, ASP.Net MVC, AJAX, Angular JS, KnockoutJS, Sencha
Win Forms, WPF, WCF, XML
MS SQL Server, MySQL, CouchDB, MS Access and more
SQL Reporting Services, Crystal Reporting
SharePoint, Orchard, DNN
Windows CE, Windows Phone, Android, iOS
Windows Azure
NServiceBus, Azure Service Bus
MVC, MVP, MVVM architectures

Primary market/Percentage: Australasia market 90%

Secondary market/Percentage: USA market 10%

Local/International Awards/Certificates achieved:
- 2006 New Zealand Computer World Excellence Awards – Finalist
- 2006 Microsoft Partners Awards – Finalist
- 2007 New Zealand Computer World Excellence Awards – Customer Winner
- 2011 Red Herring Top 100 Awards – Winner
- 2014 New Zealand Innovators Awards – Customer Winner

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
We have a very strong brand and customer base, and will continue to grow in the New Zealand market for the foreseeable future. Outside of New Zealand, we are exploring opportunities with new customers in Australia and USA for further growth.

CUSC software
All for Quality

Name of enterprise:	**CANTHO UNIVERSITY SOFTWARE CENTER**
Head Office:	01 Ly Tu Trong street, An Phu ward, Ninh Kieu district, CanTho city, Viet Nam.
Telephone:	+84 710 3731072
Fax:	+84 710 3731071
Email:	kinhdoanh@cuscsoft.com
Website:	http://www.cuscsoft.com/
Year of commencement:	2001
Director:	Nguyen Hoang Viet (Mr.)
Sales Contact:	Lam Thanh Huy - Dinh Van Tin
Mail:	lthuy@ctu.edu.vn - dvtin@ctu.edu.vn

Brief Description of Company:
CUSC is the first software center in Mekong Delta in software development outsourcing service, developing software for different fields of society in domestic. All for national and international quality assurance: CUSC work processes are strictly abide by ISO 9001:2008 standard, and heading towards CMMI standard.

"Confidence - Passion - Responsibility" is the power of each employee to work more devotedly and energetically for the CUSC's sustainable development.

Products/Services/Differentiation:
+ Software Developement and Outsourcing Service
+ IT Solutions Consulting
+ Computer Education

Competences, Technologies, Processes:
SMAC, PostgreSQL, Liferay Portal, Java, .Net, DotNetNuke, Microsoft Sql Server, LAMP (Linux, Apache, MySQL, PHP), medical equipment data processing

Primary market/Percentage:
Primary market in software development outsourcing is Japan with 100% percentage

Secondary market/Percentage: Domestic

Major Customers: Hospital, University, Government of Department

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

CUSC is continuously progressing as the prestigious and professionalism unit in software development, outsourcing and IT solution consulting in many different fields.

CUSC researches the latest technologies, teaching methods to develop services, products, technology transfers and outsourcing. All for national and international quality assurance, CUSC work processes are strictly abide by ISO 9001:2008 standard, and heading towards CMMI standard.

 ''Continuously promoting and developing domestic and overseas cooperation'' is the CUSC's key activity. Therefore, CUSC not only develops its services and product softwares for domestic market, but also outsources for Japanese market, ready for America market; contributes into building the brand name of Vietnam software industry on the international market.

GREEN GLOBAL

Name of enterprise:	**GREEN GLOBAL IT SOLUTIONS CONSULTING LIMITED COMPANY**
Head Office:	228 2/9 street, Hai Chau district, Da Nang city, Viet Nam
Telephone:	+84 511 3833666
Fax:	+84 511 3833366
Email:	contact@greenglobal.vn
Website:	www.greenglobal.vn
Year of commencement:	2008
Director:	Hai Le Tri (Mr.)
Ownership/Investors:	Viet Nam
Sales Contact:	Vy Nguyen Thi Yen (Ms.)
Mobile:	+84 905111773

Brief Description of Company:
Established on 29th Feb 2008 with only two employees, today Green Global has grown to become the leading IT consulting company in the central region of Vietnam with over 100 skilled technical personnel. With our broad outsourcing scope and technical capabilities, Green Global has created innovatives solutions for more than 400 projects, serving over 200 clients from both private and public sector organizations.

Products/Services/Differentiation:
  - Business Outline:
        IT Solutions Consulting
        Website Development
        Mobile Application Development
        Software Development
        E-commerce
        Creative Design

  - Main Products:
        GreenNet – Social network solution
        GreenTouch – Mobile solution
        GreenCMS – Business website solution
        G-commerce solution
        GreeenHRM – Human Resources management software
        Ehealth – Hospital management software
        GreenOffice – Office management software

Competences, Technologies, Processes:
  - Technologies used in the company:
        Languages: PHP, Java, .NET, HTML5, CSS3, Node.js
        Frameworks: Magento, Zend, Yii, CakePHP, Wordpress, Angular.js, Ember.js, Spring, Liferay
        Libraries: GreenCore.NET, GreenNET, GreenCMS
        Databases: SQL Server, MySQL, MongoDB, Neo4j, Oracle
        Platform: Windows, Linux, Android, iOS

- Company excel in technology: PHP, Java, .NET, HTML5, CSS3
- Quality management: Tracking working time and following up tightly every project to make sure meet well the deadline and client's requirements.
- Company commitment: Green Global keeps it promise to embrace the opportunities that the world brings, to never settle for anything less than what the teams are capable of, to constantly seek knowledge, to invest every moment at work in the creation of transformative IT solutions, & to become our client's most trusted IT company

MARKET & CUSTOMERS:

Domestic markets: In the domestic markets, Green Global has been trusted and cooperated by clients in various sectors:

- The government departments:
  - Danang Department of Information and Communications
  - Danang Department of Culture, Sports and Tourism
  - Danang Development Investment Fund
  - Danang Party Committee
  - Danang Department of Planning and Investment
  - Danang Department Centre for Tourism Promotion
  - The Investment Promotion and Enterprises Support Agency of Quangnam Province
- Entrepreneurs:
  - VNPT; VMS Mobifone III; College of Foreign Languages - Danang University; Sun Group; Samdi Group; Duc Manh Cooperation; Danapha Pharmaceutical Company; Bana Hills; Family Hospital; Tam Tri Hospital; DTT JSC; FPT Information System Corporation
- International markets: Our business partners and clients are major in Japan, France, USA, Australia and Denmark markets with the services of consulting and developing website, social network, software and mobile applications.
  - YouLook Social .NET (Usa); Boutik Immo Sarl (France); Xware CMS Trade Mark (Denmark); JustLook Co.,Ltd (Australia); GwangMyeong Tech Co.,Ltd (Korea); GMO Internet Group (Japan); SekeiLab (AsianTech - Japan)
- Customer care: Provide the best customer care services to clients:
  - Maintain and warranty free of charge in one year for projects
  - Support quickly client's requirement through phone, email... within 24h since receiving notice from clients.

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

- Setting up representative office in US
- Partnership with at least one US incubator to be the prime IT outsourcingservice supplier
- Expanding Australian markets --> to bring up to 25% of the revenue
- Keeping profit growth rate at 120%
- Having the ecosystem of Green Global including 4 major areas at the end of 2018: IT Solutions Training Center - Incubator - Research Center

KYANON
An Agile Digital Production House
An Agile Digital Production House

Name of enterprise:	**KYANON DIGITAL**
Head Office:	231-233 Le Thanh Ton, Ben Thanh Ward, Dist 1, Ho Chi Minh City, Vietnam
Telephone:	+84 08 6679 1901
Fax:	+84 08 6679 1902
Email:	contact@kyanon.com
Website:	http://www.kyanon.com
Year of commencement:	2012
Branch/Office/Rep. Office:	294-296 Truong Sa, Ward 2, Phu Nhuan District, Ho Chi Minh City, Vietnam
Director:	Le Quoc Anh Tuan (Mr.)
Ownership/Investors:	Vietnam
Sales Contact:	Huynh Le Tan Tai (Mr.)
Email:	tai.huynh@kyanon.com
Telephone:	+84 08 6679 1901
Mobile:	+84 975 112 112

Brief Description of Company:
Kyanon Digital is digital production outsourcing company based on Ho Chi Minh City, Vietnam. Our scalable pool of talent boasts a diverse range of experience from the digital outsourcing industry. The proven processes and standards further complement our approach to digital outsourcing and, as a result, we are able to offer an extensive range of services to our clients. We have developed emerging technology solutions combine with Agile methodology which promotes adaptive planning, encourages rapid and flexible response to change. From our point of view, Agile is more culture than process and we aim to promote our company in that way. Be one of companies brings and applies Agile in software development cycle successfully; we have helped our clients to improve productivity, efficiency and offer them products with best performance.

Products/Services/Differentiation:
Creative & Ideation: Digital Creative Concepting, Web / Mobile Design, UI / UX Design.
Development Services: Mobile App, Content Management System, Social Technology, E-Commerce Platform, Smart Technology R&D.
Outsourcing Model: Project-Based / Retainer-Based / Agile Contract.

Differentiation: We have a fully integrated engagement model between Vietnam staff and New Zealand staff and our customers – working together as 1 virtual team. All of our Vietnam staff have direct involvement with New Zealand staff and customers. Furthermore, all Vietnam staff and New Zealand staff are required to contribute equally together (with our customers) to the direction, requirements, designs and outcomes of software for our customers' businesses.

Competences, Technologies, Processes:
Competences: Hosting an active and agile production team with agilities, high technical skills and experience on digital production consultancy.
Commitment on international quality, performance and security standards.

Technologies: Web App: PHP / HTML / CSS / JS and related trend technologies.
Mobile App: iOS, Android, PhoneGap.
Process: Agile / Scrum / Kanban.
Collaboration tools: JIRA, Confluence, Asana, Trello, Slack.

Primary market/Percentage: Singapore (50%).

Secondary market/Percentage: Vietnam (20%) and other 30% markets from US/EU.

Major Customers: We are serving international brands such as Samsung, Unilever, Nestle, Beiersdorf, Martell ... via their advertising agencies, creative agencies or digital production houses, such as Leo Burnett, Ogilvy, Bates Chi & Partners ...

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
In next 3-5 years, Kyanon Digital's ambition is becoming one of top leading digital production outsourcing providers in Vietnam. We intend to extend its market not only in outsourcing but also become strong technical partner for advertising agencies and tech start-ups. Moreover, Kyanon Digital also focuses to build substantial and durable team with quantity around 50 members. We orientate to develop organization in which all members can be self-organized, collaborate in an agile way to achieve the final goal in a long term.

SAIDigital Your E-commerce, Your Digital Solutions Partner

Name of enterprise:	**SEQUENT ASIA IT LIMITED**
Head Office:	G3A Etown 1, 364 Cong Hoa street, Ward 13, Tan Binh District, Ho Chi Minh City
Telephone:	+ 84 08 3810 6363
Email:	Suhas.hiwale@sai-digital.com
Website:	http://www.sai-digital.com/
Year of commencement:	2011
Branch/Office/Rep. Office:	G3A Etown 1, 364 Cong Hoa Street, Ward 13, Tan Binh District, HCMC
Workforce:	150
Director:	Suhas Shantaram Hiwale (Mr.)
Sales Contact:	Damien Ferragamo (Mr.)
Email:	reach_us@sai-it.com

Brief Description of Company:

SAI Digital is a fast growing Digital Product and Consulting led Services organization with a portfolio that bridges the gap between a Digital Agency and a Technology Services company. SAI Digital is part of a group having business in Apparel Design and Manufacturing. The group has worked and currently works with Global brands and Retailers like Walmart, Levi's, Tommy Hilfiger, Calvin Klein, Puma etc. With a global leadership role in sustainability, and collaboration with University of CambridgeUK, our group company has a huge standing within the global Apparel brands and Retailer community.

SAI Digital has established partnerships with leading Technology companies that enable Omni-channel User Experience in commerce. SAI Digital is closely involved in Product Engineering or add-on development with these partners. We help our customers to implement their customer's unique journey related to attracting them, acquiring them using ecommerce and engaging them using social and marketing software.

We at SAI Digital are very conscious about our culture. We aim to be an organization that people want to work for. We operate on the basis of trust. Integrity and our reputation is most important to us. We aim to consistently provide value to our prospects and customers while respecting the hard work and intellectual capital our employees deploy at work. We are very proud of the diversity of our people. We operate as a startup thereby enabling our employees to have a sense of ownership and make decisions at a speed that is necessary for our clients to maintain their market leading positions.

Products/Services/Differentiation:

SAI Digital offers consulting for defining strategy and its implementation services in the field of – Omni-channel Commerce; Digital Marketing; Mobility related to ecommerce; Social channel integration with ecommerce / Customer Engagement Platforms like CRM / Custom Application Development

SAI Digital differentiation lies in the fact that we offer all these services using our Intellectual Properties developed here in Vietnam. Our positioning is also unique, we are one stop for marketing departments of our customers, we do the tasks that Digital agency does as well as what technology company does.

Competences, Technologies, Processes:

SAI Digitalhas competencies on the following package software. We use all of these to provide a complete solution to our customers –

SAP's CEC tool-chain such as hybris commerce software, cloud for sales and services, hybris marketing, etc.

AP's middleware integration framework for commerce called DataHub

Sprinklr's social listening and analytics tools

Marketo's email marketing tools

SAI Digital uses Java/J2EE/Spring as a technology platform to build enterprise apps. We also have expertise in building mobile applications (iOS and Android) and thus creating a mobility channel, we have tremendous expertise in technologies for UI/UX development.

SAI Digital uses Agile/Scrum methodology for implementation of all its projects. We implement Agile using the Atllasian tool-chain such as confluence, JIRA, etc.

Primary market/Percentage: SAI Digital's primary market is retail (50%) for Omni-channel B2C commerce implementations and manufacturing (50%) for Omni-channel B2B commerce implementations. We also do B2B2C implementations for these companies.

Major Customers:

SAI Digital has array of large customers worldwide. We may not be able to disclose all the names because of the contractual obligations. Some of these are - The largest health drink company in SE Asia, largest bookstore in Australia, largest retail chain in Australia, a large manufacturing company in Thailand entering retail space, etc. More detailed information of three of the current customers

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

SAI Digital is looking at 1000 people strong company in 3 years timeframe in the Digital Space. A thousand people company with skills in Digital Agency and technology implementation related business will be a formidable business. We are pretty sure that we will be able to build the same. We now have a critical mass and it would be easy to build on top of this. We have all the ingredients in terms a senior experienced & savvy management, a great sales force which can get business from global companies, a very efficient execution processes, a rare technology skillsets, super creative people, a great training engine, a very good resourcing engine and thus all the elements to scale up.

SAVVYCOM
Communication Intelligence

Big Data and Business Intelligence Services

Name of enterprise:	**SAVVYCOM JOINT STOCK COMPANY**
Head Office:	Level 12, Viet A tower, Duy Tan street, Hanoi, Vietnam
Telephone:	+84 04 3202 9222
Fax:	+84 04 3202 9222
Email:	contact@savvycomsoftware.com
Website:	http://savvycomsoftware.com
Year of commencement:	2009
Branch/Office/Rep. Office:	Hanoi
Workforce:	80+
Director:	Dang Thi Thanh Van (Ms.)
Sales Contact:	contact@savvycomsoftware.com

Brief Description of Company:

Savvycom specializes in Big Dataand Business Intelligence solutions for enterprises. We offer full service of web, cloud & mobile solutionswhich renders turnkey IT services for SMEs from US, Japan, Europe, and Australia. Till now, as one of 30 leading IT companies in Vietnam, Savvycom has been partnered with more than 35 international clientsand successfully delivered over 200 solutions across Health Care, Education and Business Services. We are proud ofthe talent team, who stay together for a long journey and are fully committed to clients' success.

Products/Services/Differentiation:

From ideas on a napkin to a formally defined project scopes, we deliver robust, scalable end-to-end technology solutions that achieve your vision. Our works support scalable number of business data and statistics while maintaining the most optimized performance:

MOBILE DEVELOPMENT
WEB DEVELOPMENT
UI/UX DESIGN
TESTING

Differentiation: Having valuable experiences, we have developed hundreds of premium products that accelerate our expertise:

Big Dataand Business Intelligence: By working with big data and dealing with million of users for the last 5 years, we understand that it's very important to maintain the stability and continuity of24/7 systems and are capable to deal with terabytes of data.

Client focus: With 92% returning clients, we go beyond technology and understand our clients' business goals and ambitions, get hands-on and ensure that your technology is always in alignment with your strategic vision.

Distinguished Workplace: Our people are our greatest asset. We build up a team not to work for but to work with clients, actively contributes and recommends improvements.We provide our teammates with programs for ongoing professional development, a great work-life balance and an innovative environment.

Competences, Technologies, Processes:

Experience with: Millions of users,Terabytes of data, Real-time analytics

Focused technologies: iOS, Android, Web

Process:

Agile Model   100%
English Speaking   100%
Successful Projects   200+

Primary market/Percentage:US / 65%

Secondary market/Percentage: Japan /21%

Local/International Awards/Certificates achieved:

Vietnam 30's Leading IT Companies
Top brands in Vietnam 2014
Top Mobile App Developers in SEA
2nd prize in Most Favorite Workplace
ISO 9001 : 2008 on Quality Management

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

Savvycom's goal is tocontinue to expand our business in US and Japan market by partnerships withsmall and medium sized enterprises on enhancing Big Data and Business Intelligence solutions.

Since people is the most important asset at Savvycom, we commit to continuous development of people by offering a great work-life balance and an innovativeworkplaceto make Savvycom a destination where IT means Intelligence and Trust.

success **software**
services
Beyond Success

Name of enterprise:	**SUCCESS SOFTWARE SERVICES**
Head Office:	04 Phan ThucDuyen St., Tan Binh Dist., HCMC
Telephone:	+84 08 3 948 0638
Fax:	+84 08 3 948 0328
Email:	info@success-ss.com.vn
Website:	www.success-ss.com.vn
Year of commencement:	17/9/2012
Director:	Tran Cong Thanh (Mr.)
Sales Contact:	Thanh Tran - Hung Ho
Mail:	thanhtran@success-ss.com.vn; hungho@success-ss.com.vn
Mobile:	+ 84 972881515, +84 906388099

Brief Description of Company:

Success Software Services is a software company providing professional services to over 20 clients in 3 regions namely Australia, South America and Southeast Asia. We specialize in developing applications that make the management of enterprises easier by applying cutting edge technologies and using industrial experts. In addition, we have combined exceptionally talented people with proven methods to deliver innovative and pragmatic solutions that enable our clients to increase revenue, improve customer satisfaction and engagement, and improve ROI. Our expert industries include health care, education, e-commerce, retail, social media, and construction.

We have been also mentioned by Gartner in their report "Leading Offshore Services Locations in Asia/Pacific, 2015: Smaller Countries Gain Traction" as one of recommended software partners in Vietnam.

We successfully appraised CMMI level 3 in August 2014 and became the youngest company in Vietnam achieved that certification.

Industry experts: health care, education, e-commerce, retail, social media, and construction.

Products/Services/Differentiation:

e-Commerce: Magento, Drupal, WordPress
CRM: VTiger, Sugar CRM
Prechool management system
Elearning: Moodle
ERP: Odoo.

Competences, Technologies, Processes:

Languages: Java, J2EE, C#, C++, ASP.NET, PHP, HTML5/ CSS3
Mobility: iOS (iPhone/iPad), Android, Hybrid, PhoneGap
Framework: Struts, Spring MVC, Hibernate, Grails, Maven, LifeRay, MVC 5, WCF, Entity Framwork, Zend, Magento, yii, Wordpress, elgg, drupal, Joomla

DBMS: Oracle, SQL Server, MySQL, PostgreSQL
Development Tools - Visual Studio 2012, Eclipse, Navicat, SQL Server Management, Visio
Management and tracking tool: JIRA, Eventum, SVN, GIT

Primary market/Percentage: Australia — 35%

Secondary market/Percentage: Canada — 25%

Major Customers: Amblique, R3D, Aperia

Local/International Awards/Certificates achieved: Certificates achieved: CMMI level 3, Srum Master,

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
Top 20 outsourcing companies in Vietnam in 2018

TiTAN Technology

Inspire Your Work

Name of enterprise:	**TITAN TECHNOLOGY CORPORATION**
Head Office:	20 Song Thao, Ward 2, Tan Binh District, Ho Chi Minh City
Telephone:	+84 08 3547 1133 Toll-free: +1-844-484-8268
Email:	info@titancorpvn.com
Website:	https://www.titancorpvn.com
Year of commencement:	2013
Branch/Office/Rep. Office:	United States of America: 300 International Drive,
	Suite 100 Williamsville, Buffalo, New York 14221, USA.
	Canada: 6921 Franktown Rd, Richmond, Ontario K0A2Z0, Canada.
	Japan: 1-8-12 Higashi-Gotanda, Oharasandenbullding 4F, Shinagawa, Tokyo, Japan.
Director:	Nguyen Tan Thanh (Mr.)
Sales Contact:	Thanh Nguyen
Telephone:	+84 08 3547 1133
Mobile:	+84 903056608

Brief Description of Company:
Founded on trust by an experienced and a professional team, to "Inspire your work"we have big ambitions through our vision and missions to provide the best services to our clients.Titan Technology Corporation is founded to offer software outsourcing services, which delivers leading solutions for global clients in various of domains and industries.
With comprehensive knowledge and experience of software development, combined with offshore cost benefits, we are able to deliver high-quality development services thereby minimizing costs and maximizing benefits for our valuable clients.

Products/Services/Differentiation:
Software services:
Software development
Software Maintenance and Support
Software testing
Besides software outsourcing services, Titan also incubates new ideas by providing facilities for product development and an environment where creativity leverages our skills and services.

Competences, Technologies, Processes:
Mobile development: iOS, Android, Window Mobile, Blackberry, Tablets, PhoneGap, Cocos2dx, Unity 3D
Web development: Drupal, Symfony, Magento, Joomla, WordPress, Zend with common programming languages: PHP, HTML5, CSS3, Python, Ruby on Rails, Perl
Desktop development: .NET framework, SharePoint, DotNetNuke, Silverlight, Spring , Hibernate, Struts, JSP, EJB
Cloud Based development: Windows Azure, Amazon AWS, Google Services, Hadoop, iCloud
Telecom & Networking: Wired and wireless networks, network management, network security...
Testing & Quality Assurance Services: Manual test, automation test, automation tool development

EMERGING IT OUTSOURCING ENTERPRISES

Primary market/Percentage: North America, Europe

Secondary market/Percentage: Japan, Australia

Major Customers: MobileIron, MindGeek, Supper Hippo, KTC, TPF...

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:

To grow businesses based on the core capabilities and grow with specific areas: from software outsourcing services to product development, then innovative services

To expand the relationship from the service provider to technology partner to contribute to the client's business value through the use of information technology

To synergize the strengths with partners to create closely partnership relationship to grow to the next level

WinMain
Solution To Optimize

Solution To Optimize

Name of enterprise: **WINMAIN SOFTWARE SOLUTION CO., .LTD**

Head Office: Room 04, Building 6A, Street 03, QTSC, District 12, HCMC, Viet Nam

Telephone: +84 08 3715 0262

Fax: +84 08 3715 0263

Email: info@winmain.vn

Website: www.winmain.vn

Year of commencement: 2011

Director: Truong Quang Tien (Mr.)

Telephone: +84 08 7315 0262   Hotline: + 84 938 998 798

Email: info@winmain.vn

Brief Description of Company:
ERP –Enterprise Resource Planning
MES –Manufacturing Execution System
CMMS – Computerized Maintenance Management System

Products/Services/Differentiation:
Product: WinMain CMMS (Maintenance Management Software)
Product: WinMain MES for Industrial Factory
Product: OpenERP/Odoo (Software Customized and Consulting Services)
Service: MES and CMMS Consulting Services

Competences, Technologies, Processes:
Windows/Linux, Python, PostgreSQL, Microsoft Technologies
Windows applications, Web application
Professional Software Management

Primary market/Percentage: Viet Nam

Secondary market/Percentage: Viet Nam

A Brief Summary of Business Plan/Strategy/Goals in the next 3-5 years:
MES Solution: 10% market share in Viet Nam
Leading of CMMS Solution in Viet Nam
ERP Solution: 20% market share in Viet Name (for small and medium enterprises)

IMPORTANT ADDRESS

01 **MINISTRY OF INFORMATION AND COMMUNICATION (MIC)**
Website: www.english.mic.gov.vn
Email: tonghop@mic.gov.vn

02 **DEPARTMENT OF INFORMATION AND COMMUNICATIONS (DIC)**
Website: www.ict-hcm.gov.vn
Email: stttt@tphcm.gov.vn

03 **VIETNAM SOFTWARE AND IT SERVICE ASSOCIATION (VINASA)**
Website: www.vinasa.org.vn
Email: vinasa01@hn.vnn.vn

04 **HOCHIMINH CITY COMPUTER ASSOCIATION (HCA)**
Website: www.hca.org.vn
Email: hca@hca.org.vn

05 **QUANG TRUNG SOFTWARE CITY (QTSC)**
Website: www.qtsc.com.vn
Email: qtsc@qtsc.com.vn

06 **SAIGON HI-TECH PARK (SHPT)**
Website: www.shtp.hochiminhcity.gov.vn
Email: xtdt.shtp@tphcm.gov.vn

07 **VIETNAM - JAPAN IT COOPERATION CLUB (VJC)**
Website: www.vjc.org.vn
Email: trangbt@vinasa.org.vn

08 **VIETNAM IT OUTSOURCING CONFERENCE (VNITO)**
Website: www.vnito.org
Email: contact@vnito.org

09 **VIETNAM ITO DIRECTORY**
Website: www.vietnamitodirectory.com
Email: itodirectory@vnito.org

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