

# TENTATIVE AGENDA

## 4 DAY PROGRAM

### DAY 01

Wednesday, October 14, 2015



**Venue:** The Long Bar, The Reverie Saigon at Times Square

**Address:** 22-36 Nguyen Hue Blvd., Dist. 1, HCMC, Vietnam

- 17:00 – 18:00 Registration
- 18:00 – 20:00 Welcome Drink
- 20:00 – 22:00 Saigon Night Sightseeing (for foreign delegations)

### DAY 02

Thursday, October 15, 2015



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

- 08:00 – 09:00 Registration
- 09:00 – 09:30 Opening speeches
  - From representative of Government
  - From representative of Organizing Committee
- 09:30 – 10:00 **Keynote Address #01:** Overview about Vietnam as an emerging outsourcing destination: Ranking, advantages, opportunities and outlook.
  - Ms. Yuko Adachi, Research VP, Gartner APAC
- 10:00 - 10:30 **Keynote Address #02:** Vietnam IT Outsourcing 2015 Survey – View of current players
  - Mr. Ai Nguyen, Vice President, KMPG Vietnam
- 10:30 – 10:45 Teabreak
- 10:45 – 11:30 3 success stories from clients who has invested in Vietnam or has worked with Vietnam vendors
  - Mr. Paul Smidth, Excutive Chairman, Harvey Nash
  - Mr. Hung Truong, Senior Director, HP Software R&D
  - Mr. Shyam Pillalamarri, CTO, Samsung SDS
- 11:30 - 12:00 Vietnam software outsourcing - capabilities & competencies
  - Training – key success factor for outsourcing in VN*  
Dr. Nguyen Huu Le, Chairman, TMA
  - Mr. Hung Q. Nguyen, Chairman & CEO, Logigear
- 12:00 - 13:00 Lunch Buffet

● 13:30 - 14:15

### **Afternoon Presentation # 1**

#### **Investing in Vietnam IT Outsourcing- Sharing of ISB Group Experiences.**

- Mr. Wakao Itsuo, CEO, ISB

#### **Expectations from Japanese companies for Vietnamese software outsourcing partners. How to attract Japanese companies?**

- Mr. Mitsuoka Shuichi, Director, Topgate

#### **Expectations from Japanese companies for Vietnamese software engineers**

- Mr. Susumu Okamoto, Consultant,  
Yamaichi Securities

### **Afternoon Presentation # 2**

- Mr. Hoang Nam Tien, Chairman, F-Soft

#### **High-end business solutions development in Vietnam.**

- Mr. Mitsuoka Shuichi, Director, Topgate

#### **European outsourcing market**

- Mr. Victor Hrovat, Founder, VicAdvisors

● 14:15 - 15:15

### **Panel #1: Case studies. Voice from Investors**

Sharing investors experience working with Vietnamese vendors: challenges, risks, mitigation and best practices in outsourcing to Vietnam including vendor selection, vendor management, communication, etc.

#### **Panel member:**

- Mr. Wakao Itsuo, CEO, ISB
- Mr. Dmitry Kushnir, VP , Luxoft
- Mr. Narimatsu, KKDI
- Moderator: Frank Nguyen, Chief Evangelist, Microsoft VN

### **Panel #2: Why VN. Competitive advantages**

Discuss reasons many big names coming to Vietnam, why Vietnam becoming an attracting outsourcing destination.

#### **Panel member:**

- Mr. Frank Schellenberg (DIGI-TEXX)
- Mr. Michael Hackett, VP, LogiGear
- Mr. Hoang Nam Tien, Chairman, Fpt Software
- Moderator: Dr.Vu Duong

● 15:15 - 15:30

Tea Break

● 15:30 - 16:30

### **Panel #3: Human Resources and Competencies**

Capabilities and competencies of Vietnam IT workforce. Assessment of IT workforce and education system. Best practices in hiring, building, training and keeping a winning IT team.

#### **Panel member:**

- Mr. James Galvin, CEO, Glandore Systems
- Mr. Truong Tien Vu, IT Faculty Dean, Duy Tan University
- Ms. Nguyen Phuong Mai, Regional Director, Navigos search
- Moderator: Mr. Chris Havey, Founder and CEO, itviec.com

### **Panel #4: Outsourcing Landscape and Opportunities for Vietnam**

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#### **Panel member:**

- Mr. Victor Hrovat, Founder, VicAdvisors
- Mr. Richard Johnson, Entrepreneur, Kaltura
- Legal
- Moderator: Mr. Rick Yvanovich, Foudner & CEO, TRG

● 16:00 – 17:00

Meeting with News / Media / TV

● 17:00 – 18:00


Break



● 18:00 – 21:00

Gala dinner and Vietnam Outsourcing Excellence Award Ceremony

## DAY 03

Friday, October 16, 2015

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

-  09:00 – 12:00 Business matching between Vietnamese enterprises and partners
  -  13:00 – 17:00 Visit Quang Trung Software City, Saigon Hi-Tech Park, VNU - ITP
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## DAY 04 (for foreign delegations)

Saturday, October 17, 2015

 **Venue:** Mekong Delta

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

\*To be confirmed

**Vietnam ITP**  
CONFERENCE