Steering Committee

Vietnam IT CONFERENCE 2017

Organizers

Supporters

Lam Nguyen Hai Long
CEO, Quang Trung Software City
President, VNITO Alliance

Inheriting the success of the 1st VNITO Conference in 2015, VNITO Alliance continues synergistically organizing the 2nd conference in 2017. On behalf of The Organizing Committee, I sincerely invite local and international enterprises, organizations as well as individuals to communal participation and mutual cooperation.

As the biggest Vietnam ITO/BPO conference with the highlight that Viet Nam is the Asia's top IT services destination, we firmly believe VNITO 2017 will provide great value to all of you . Welcome to join us!

Pham Thiet Hoa
Director, Investment & Trade
Promotion Center of Ho Chi Minh City

OBJECTIVES

VNITO Conference is the biggest bi-annual conference in ITO/BPO in Vietnam, aiming at:

MARKET

Promoting Vietnam as an emerging IT services destination, belonging to the top countries in the world, together with China & India.
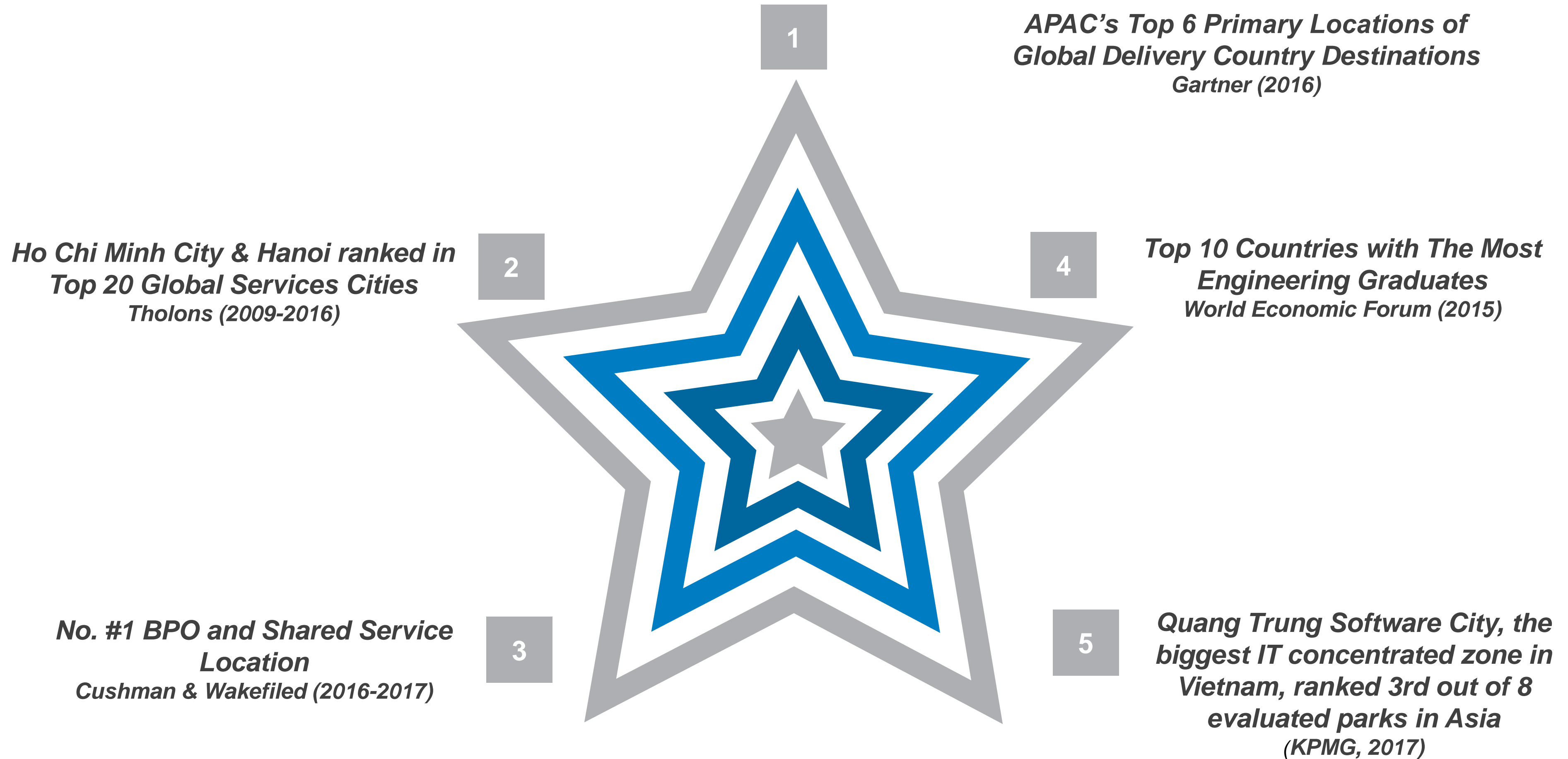
CONNECTIVITY

Connecting Vietnam IT services companies with potential customers; offering effective platforms for business matching among customers and IT services enterprises.

BUILDING & SHARING

Building relationship and promoting collaboration, co-operation, joint-venture among the IT community. buyers and IT services vendors; sharing experience and knowledge among members as well as developing human resources for the industry.

WHY VIETNAM?

1 — *APAC's Top 6 Primary Locations of Global Delivery Country Destinations*
Gartner (2016)

2 — *Ho Chi Minh City & Hanoi ranked in Top 20 Global Services Cities*
Tholons (2009-2016)

4 — *Top 10 Countries with The Most Engineering Graduates*
World Economic Forum (2015)

3 — *No. #1 BPO and Shared Service Location*
Cushman & Wakefiled (2016-2017)

5 — *Quang Trung Software City, the biggest IT concentrated zone in Vietnam, ranked 3rd out of 8 evaluated parks in Asia*
(KPMG, 2017)

WHY VIETNAM?

Cost Attractiveness

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

• Low attrition: 10% annually

A New Asian High Tech Hub

• Intel, Samsung, LG, Renesas, Foxcon, Canon, Panasonic… are in for factories

• HP, Cisco, Toshiba, Sony, Sharp, Hitachi, Boeing… outsourced R&D to Vietnam

Availability of Skilled Engineering Resources

• 290+ universities & colleges with ICT training programs
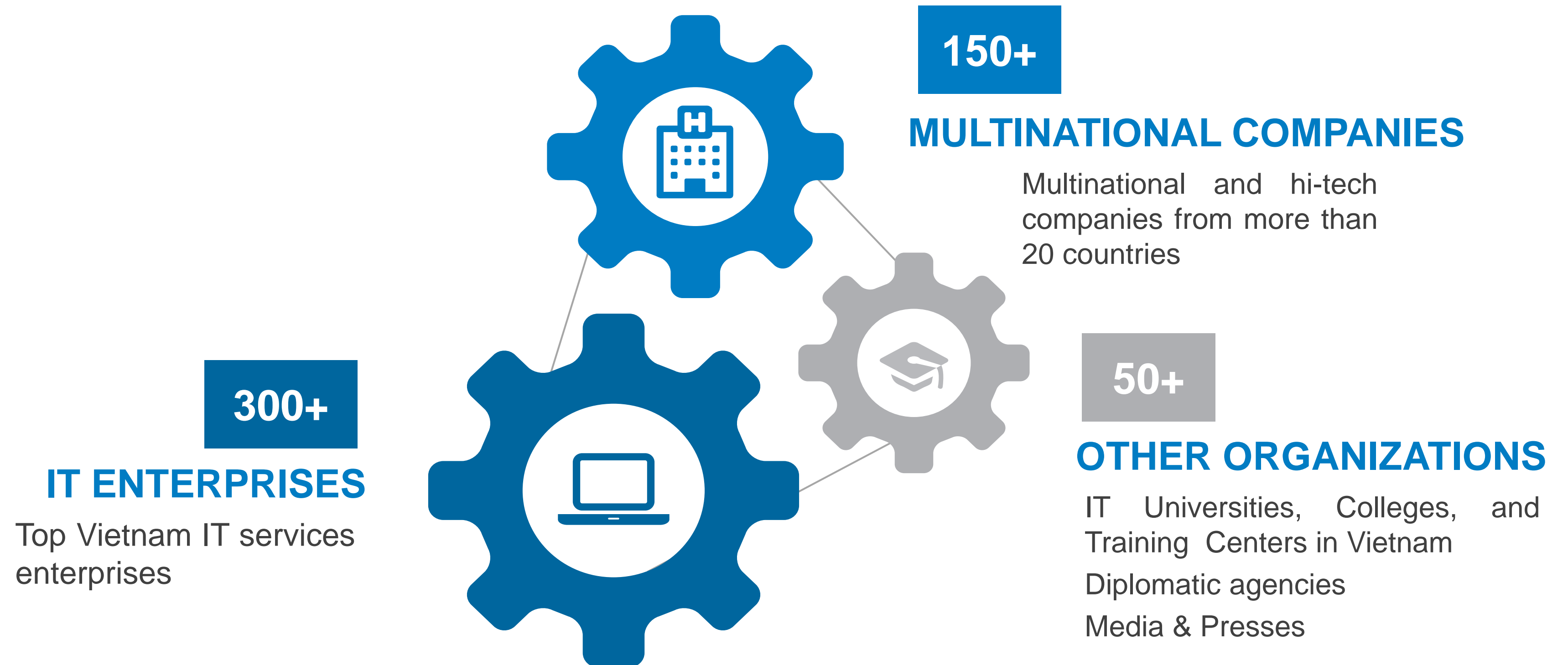
• 40k+ IT graduated annually

Strong Government Support

• Investing in high tech parks, software parks

• Tax incentives, human resources development

• Strategic commitment to build IT as one of the key pillars for national economic development
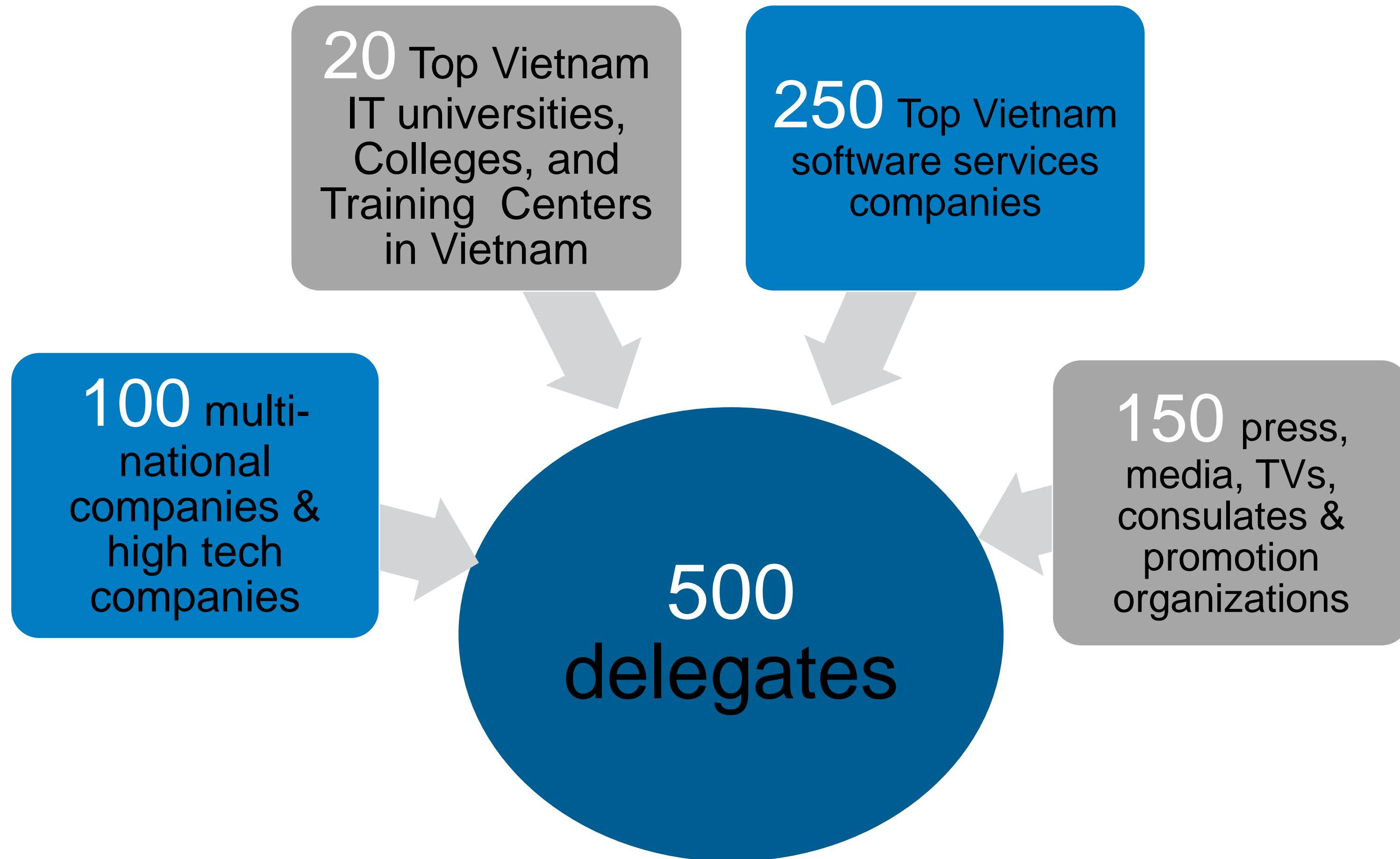
PARTICIPANTS

150+

MULTINATIONAL COMPANIES

Multinational and hi-tech companies from more than 20 countries

300+

IT ENTERPRISES

Top Vietnam IT services enterprises

50+

OTHER ORGANIZATIONS

IT Universities, Colleges, and Training Centers in Vietnam

Diplomatic agencies

Media & Presses

CONFERENCE 2015 – IMAGES

CONFERENCE 2015: STATISTIC

Vietnam IT
CONFERENCE
2017

20 Top Vietnam IT universities, Colleges, and Training Centers in Vietnam

250 Top Vietnam software services companies

100 multi-national companies & high tech companies

150 press, media, TVs, consulates & promotion organizations

500 delegates

GENERAL AGENDA

VNITO CONFERENCE 2017

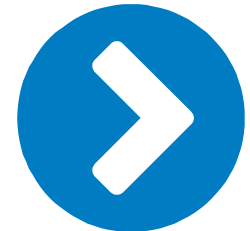*Vietnam - Asia Tier 1 Delivery Destination*

VENUE
GEM Center (08 Nguyen Binh Khiem, Da Kao Ward, Dist. 1, Ho Chi Minh City, Vietnam)

TIME
October 19-20, 2017

Pre-event Day (Oct 18): WELCOME DRINK

> **17:00 – 18:00 PM: Registration**

> **18:00 – 21:00 PM: Welcome drink**

Venue

GEM Center, 08 Nguyen Binh Khiem
District 1, Ho Chi Minh City, Vietnam

Attendance

Speakers, Guests,
Advisory Board,
Organizing Committee,
Media

Welcome

DAY 1: THURSDAY, OCT 19, 2017

Vietnam ITO
CONFERENCE
2017

Registration 08:00 – **09:00** AM

Welcome speech from Representative of Vietnam Government and Ho Chi Minh City 09:00 – **09:30** AM

Conference Session #01: Report on Vietnam ITO/BPO Industry 09:30 – **10:15** AM

Conference Session #02: Big Data, Clouds, IoT, AI, etc. in the Innovation Lens of Vietnam 10:15 – **11:00** AM

Tea-break 11:00 – **11:15** AM

Conference Session #03: Success Stories from Investors - From Optimization to Transformation 11:15 – **12:00** PM

Lunch 12:00 – **13:00** PM

DAY 1: THURSDAY, OCT 19, 2017

Vietnam IT CONFERENCE 2017

Panel Discussion #01: How to attract talents in Vietnam? Capabilities of Vietnam IT Human Resources. — 13:30 – **15:00** PM

Panel Discussion #02: Outlook and Insights about the BPO industry in Vietnam. — 13:30 – **15:00** PM

Tea-break — 15:00 – **15:15** PM

Panel Discussion #03: Transforming Vietnam – Japan Cooperation — 15:15 – **16:45** PM

Panel Discussion #04: How to Leverage New Technologies and Solutions to increase competitive advantages and win — 15:15 – **16:45** PM

Tea-break — 16:45 – **18:00** PM

GALA DINNER — 18:00 – **21:00** PM

DAY 2: FRIDAY, OCT 20, 2017

Vietnam IT
CONFERENCE
2017

Business Matching Session for foreign delegations and Vietnam enterprises   09:00 – **12:00** PM

Workshop 01: Investment promotion opportunity to Lam Dong)
Workshop 02: The US-Vietnam AGTECH Cooperation (*)
Workshop 03: Hungary – Vietnam Cooperation in IT sector (*)   09:00 – **12:00** PM

Quang Trung Software City Tour,
Visits to IT Companies in Ho Chi Minh City   14:00 – **17:00** PM

Friendship party for IT community (by invitation only)   19:00 – **21:00** PM

Post-event Day (Oct 21): EXCURSION/ CITY TOUR
(for overseas clients only)

ADVISORY BOARD

Vietnam IT CONFERENCE 2017

Le Nguyen
Chairman, TMA Solutions

Frank Schellerberg
Founder & Shareholder,
DIGI-TEXX

Chi Ngo
President & CEO,
Global CyberSoft

Ai Nguyen
President,
KPMG Vietnam

Trung Dao
President, HCM High Technology
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Chairman & CEO, KMS
Technology

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Vietnam

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CEO, VinaCapital

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Founder/CEO, TRG International

Prithvi Puttaraju
Board member - Terralogic Inc
Founder & CEO, Algosquare, Inc

Jeff Dilley
President, Exsero Services Limited

Jovian Ho
COO & Co-Founder Dynagility

Vu Duong
Director
John Von Neumann Institute (JVN)

ORGANIZING COMMITTEE

Vietnam ITO
CONFERENCE
2017

Long Lam
CEO, QTSC

Tuan Vu
General Secretary, HCA

Hong Tran
Vice President, TMA Solutions

Toan Ngo
Vice President, Global CyberSoft
Vietnam

Eric Lai
CEO, LARION Computing

Dai Tran
VP, KMS Technology

An Mai
President, IMT Solutions

Long Vuong
Sr. Directotr, LogiGear

An Nguyen
Managing Director, Luxoft Vietnam

Chi Nguyen Khanh
Engagement Manager, NashTech

Quyen Nguyen
Managing Director, S3 Corp Japan

Thanh Tran
CEO, Success Software Services

Thuan Tran
COO, DIGI-TEXX

Van Dang
CEO, Savvycom

Linh Le
CEO, S3 Corp

Viet Nguyen
Can Tho University SW
Center (CUSC)

Trung Ngo
COO, Asnet/AgilityIO

Tai Huynh
Founder/CEO, Nguon Viet Software

ORGANIZING COMMITTEE

Hai Le
CEO, Green Global

Son Pham
CEO, NTQ Solutions

Tung Ta
CEO, Rikkeisoft

Minh Nguyen
CEO, Hanel Software

Son Tran
CEO, Vietsoftware

Quynh Nguyen
CEO, FPT Software HCMC

Linh Tran
CEO, Mat Bao

Thuat Bui
CTO, SPS

Cuong Nguyen
Managing Director, NashTech

Phu Nguyen
Deputy CEO, Fujinet System JSC

Huy Tran
CEO, VBPO

An Nguyen
Business Development Manager
BeeSight Soft

OVERSEAS CLIENTS

Vietnam IT CONFERENCE **2017**

WHAT YOU GET

1 Seek & build connectivity with Vietnam and international IT partners

2 Capture new technology trends, and search for talents

BENEFITS

1 Free admission to welcome drink, conference and business matching from Oct 18 – 20, 2017

2 Free of charge tour Visit IT companies in QTSC & downtown on Oct 20, 2017

3 Free of charge Ho Chi Minh City tour on Oct 21, 2017

LOCAL CLIENTS

WHAT YOU GET

1 Various resources of information and data on Vietnam software services and development industry

2 Meeting and exploring business opportunities with enterprises from the USA, Japan, Europe, Singapore, etc.

3 Establishing relationship with IT community, sharing information, and promoting company's brand to potential customers

BENEFITS

1 Enjoy the full conference agenda at Quang Trung software city within two days Oct 19 and Oct 20 (conference materials, gifts, tea break, lunch buffet, and Gala Dinner)

2 Visits to IT Companies in QTSC & downtown on Oct 20, 2017

SPONSORSHIP

Vietnam IT CONFERENCE 2017

2.
PLATINUM sponsor
100,000,000 VND

4.
SILVER sponsor
30,000,000 VND

6.
GIFT sponsor
10,000,000 VND

8.
OTHER sponsor
As suggested

1.
MAIN sponsor
300,000,000 VND

3.
GOLD sponsor
60,000,000 VND

5.
BRONZE sponsor
15,000,000 VND

7.
GALA sponsor
20,000,000 VND

CONFERENCE BOOKLET ADS

Cover Page 4
5,000,000 VND

Cover Page 2
4,000,000 VND

Cover Page 3
3,000,000 VND

Inside Page
2,000,000 VND

ADMISSION FEES

Attendance	Admission Fee
•*Ticket for Welcome Drink* **(in the evening of Oct 18, 2017)** *(Free of charge for overseas clients)*	500,000 VND/pax
•*Ticket for Conference (two days on Oct 19 and Oct 20, 2017)* *(Free of charge for overseas clients)* Including: Conference Materials, Gifts, Tea Breaks, Lunch Buffet & Gala Dinner (Oct 19, 2017), Workshops & IT company visits (Oct 20, 2017)	2,500,000 VND/pax *(Early-bird before August 31: 2,000,000VND/pax)* *3 tickets: discount 10%* *5 tickets: discount 15%* *10 tickets: discount 25%*

ADMISSION FEES

Attendance	Admission Fee
• *Business Matching Desk (in the morning of Oct 20, 2017)* *(Free of charge for overseas clients)* – Organizing Committee will arrange the meeting based on registers' demand.	5,000,000VND/desk
• *Exhibition Counter in Conference (two days on Oct 19 and Oct 20, 2017)* Enterprises will set up the exhibition area at their allocated sites.	5,000,000VND/counter
• *60 minutes for enterprises to introduce their technology solutions (the morning of Oct 20, 2017)* The Organizing Committee provides assistance in setting up venue and introduces visitors to exhibitions	50,000,000VND/session

PROMOTION PROGRAM IN VIETNAM

Workshop	Location	Date
Workshop: "DevOps: Essentials & Demonstration"	HCMC	31/03/2017
Workshop: IoT/ BigData and IT application in agriculture	HCMC	19/05/2017
Workshop: IT Human Resource Balloon – How to find the solutions	HCMC	28 June, 2017
Workshop: Solutions for IT Human Resource in Vietnam	Hanoi	14 July, 2017
Workshop: Singapore Market: Opportunity & Challenge for Vietnam IT companies	Hanoi	26 July, 2017
Workshop: Digital & Content Marketing for attracting overseas clients	HCMC	27 July, 2017
PRESS CONFERENCE	HCMC	**08 August, 2017**
Workshop: How to develop IT human resource in Can Tho?	Can Tho	11 August, 2017

PROMOTION PROGRAM IN OVERSEAS

Program	Location	Time
Promotion Trip in Japan - Japan IT Week at Tokyo Big Sight - Meeting with JASIPA member in Tokyo - Seminar & NetworkingN at Yokohama - Business Matching at Osaka - Seminar at Fukuoka	Japan	05/2017
Promotion Trip in Singapore - Exhibition: CommunicAsia - Meeting with SiTF (Singapore Infocom Technology Federation)	Singapore	07/2017
Promotion Trip in the USA - Meeting with Virginia Tech Council - Visit with George Washington university - Introducing VNITO at Washington DC	USA	07/2017

PROMOTION PROGRAM

Program	Loaction	Time
Meeting with Amcham Meeting with Austrade Meeting with BBGV	HCMC	11/07/2017
Meeting with Jetro HCMC Meeting with Singapore Consulate	HCMC	12/07/2017
Meeting with Kotra Meeting with Auscham	HCMC	20/07/2017
Meeting with Hungary Consulate	HCMC	25/07/2017
Meeting with FrenchConsulate (French Tech)	HCMC	27/07/2017
Meeting with Eurocham	HCMC	08/08/2017
Meeting with AHK Vietnam / German Industry and Commerce Vietnam	HCMC	08/08/2017

VNITO Alliance Establishment - 03/2016

Monthly Seminar in Ho Chi Minh City (2016 - 2017)

Hanoi Member Monthly Meet-up

VNITO Conference 2017 - Preparation

VNITO Conference 2017 – Singapore Promotion -05/2017

VNITO Conference 2017 – Pioneer Workshop
06-07/2017 – Hanoi & Ho Chi Minh City
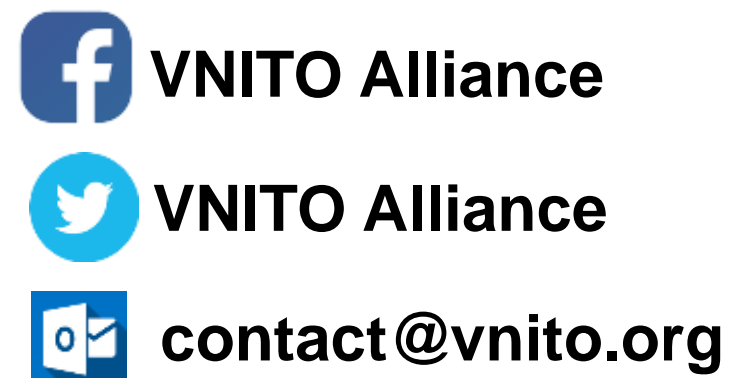
VNITO Conference 2017 – Pioneer Workshop 08/2017 – Can Tho

SUPPORTS & CONTACTS

- **For overseas clients**, please contact Ms. Phuong Tran, email guest@vnito.org, mobile (+84) 909 871 121

- **For local clients:** please contact Ms. Nga Nguyen, email vnito2017@vnito.org, mobile: (+84) 987 036 398

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