



vnito2019.vnito.org

VIETNAM The Emerged Destination For Innovation

Top tech event with 100+ innovative solution providers



Letter Of Invitation

Dear Ladies and Gentlemen,

On behalf of the Organizing Committee, we are fascinated to announce you that the **Vietnam ITO Conference** is coming back for the third time in Ho Chi Minh City, Vietnam and we would like to invite you to participate in this top tech event this October 2019.

Being a fast growing economy with population in “golden age”, especially having a rich pool of talents in IT/software industry, Vietnam has been becoming Asia’s new technology hub. In the recent 5 years, Vietnam has been recognized as the Asia-Tier 1 delivery destination in the world’s tech map and has been popping up on the “Best of” lists such as: “APAC’s Top 6 Primary Locations of Global Delivery Country Destinations (Gartner, 2016); No. #1 BPO and Shared Service Location (Cushman & Wakefield, 2016), Top 10 Countries with Most Engineering Graduates (Research on 128 countries by WEF in 2015, by Forbes), Quang Trung Software City - The Biggest Concentrated IT Zone in Vietnam - Ranked 3rd place out of 8 evaluated parks in Asia in 2017 (KPMG report, 2017). Most recently, Vietnam was named among world’s top 60 most innovative economies for first time (Bloomberg Innovation Index 2019), and stood 45th in Global Innovation Index (GII) 2018 by the World Intellectual Property Organization (the highest ranking earned by Vietnam in the last 10 years). These testaments reflect tremendous efforts and facilitation by the government of Vietnam as well as Vietnam IT community.

Inheriting the success of Vietnam ITO Conferences 2017 and 2015 that gathered hundreds of international participants around the world, **Vietnam ITO Conference 2019** will be organized in Ho Chi Minh City (Vietnam) on **October 23-25, 2019** with the main theme “**Vietnam – The Emerged Destination for Innovation**”. Prepared to attract more than 1000 interactions on the ground and congregate more than 100 Vietnam solutions providers in diverse fields such as: Fintech, Automotive, E-commerce, BPO, AgriTech, Innovations (AI/ML, Block chain, Big Data, IOT), Digital Transformation, Tech Talents, and with country-theme pavilions (Japan/ Korea/ Singapore), Vietnam ITO Conference 2019 sets goals to create a platform for companies to introduce their products, services, and IT solutions including hardware, software, and not just outsourcing. This is where buyers and sellers around the world come and meet, connect and explore business opportunities by theme or category. This year the event also showcases tech solutions “made in Vietnam” as well as the nation’s innovation capacity.

Vietnam ITO Conference 2019 will create a complete picture of Vietnam ICT industry with various activities: conferences, panel discussions, exhibition, business matching, gala dinner, software park/enterprise visits, city tour, etc.). The organizers strongly commit to bring the most benefits for participants.

Please find detailed information in the files attached hereby or online at <http://vnito2019.vnito.org>. For further information, please feel free to contact Ms. Nga Nguyen, mobile (+84) 987 036 398 - (+84) 8888 77 602, or email: contact@vnito.org.

We look forward to welcoming you soon at the Conference!

Sincerely Yours,

Vietnam ITO Conference 2019 Organizing Committee



Overview

- ▶ **DATE & VENUE**

Tentative date: 23 – 25 October 2019
Tentative venue: Tan Son Nhat Hotel, 202 Hoang Van Thu, Ward 9, Phu Nhuan District, Ho Chi Minh City
- ▶ **STEERING COMMITTEE**

Ho Chi Minh City People's Committee
- ▶ **ORGANIZERS**

Investment & Trade Promotion Center of Ho Chi Minh City (ITPC)
Quang Trung Software City (QTSC)
Vietnam IT Outsourcing Alliance (VNITO)
- ▶ **SELECTIVE TOPICS**

Fintech
Automotive
E-commerce
BPO
AgriTech
Innovations (AI/ML, Blockchain, Big Data, IOT)
Tech Talents
Digital Transformation
Country Pavilions (Japan/ Korea/ Singapore,...)
- ▶ **WHO SHOULD JOIN?**

This event aims to provide you with in-depth understanding of the dynamic innovation and technology landscape of Vietnam as well as to facilitate your search for the right partners for your next digitalization and post-digitalization strategies. In particular, the participants includes but not limited to:

 - Innovation-driven firms seeking ITO/BPO solutions in Vietnam
 - Solution providers to introduce innovative products & solutions
 - Explorers in quest of case studies on new technologies to enhance competitive advantages
 - Entrepreneurs and tech people seeking effective platform for networking/business matching
- ▶ **WHAT IN IT FOR YOU?**
 - A top tech event with more than 100 IT service providers, in discussion and business matching with a wide range of customers and interested players.
 - Get involved in discussions on the latest tech trends and innovation ideas
 - Establish partnership and meet with like-minded professionals
 - Leverage your creativity by learning from experts

Last but not least, Vietnam ITO Conference 2019 offers complimentary tickets to overseas clients and potential clients of Vietnam IT companies. Please contact us for more information!



Program

Time	Program
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Time: Wed, 23 October 2019

Venue: Ho Chi Minh City

17:00 – 20:30 Welcome Drink

Time: Thu, 24 October 2019

Venue: Tan Son Nhat Hotel, 202 Hoang Van Thu, Ward 9, Phu Nhuan District, Ho Chi Minh City

08:00 – 09:00 Registration

09:00 – 09:30 Welcome Remarks - Opening Remarks

09:30 – 10:00 **Session 01: Vietnam Tech Outlook**

10:00 – 10:30 **Session 02: How Vietnam fosters innovation and digitalization?**

10:30 – 10:45 Tea-break

<p>10:45 – 12:00</p> <p>Panel Discussion 01: Innovations (AI/ML, Blockchain, Big Data, IOT)</p> <p><i>On the forefront of innovation in the areas of AI, Block chain, Big Data, IOT, ect.), should Vietnam tech companies be ready to earn more opportunities in this challenge?</i></p>	<p>Panel Discussion 02: Automotive</p> <p><i>You can find out most groundbreaking technologies in the automotive industry in this panel. Go hand-in-hand with major technology companies in order to deliver the most advanced, safest and most comfortable vehicles.</i></p>
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12:00 – 13:30 Buffet Luncheon

<p>13:30 – 15:00</p> <p>Panel Discussion 03: Tech Talents</p> <p><i>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.</i></p>	<p>Panel Discussion 04: E-Commerce</p> <p><i>Vietnam is a land of opportunity for foreign and domestic e-commerce companies. Joining this panel for insights into the growth of Vietnam e-commerce.</i></p>
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Business Matching Session

15:00 – 15:30 Tea-break

<p>15:30 – 17:00</p> <p>Panel Discussion 05: Digital Transformation</p> <p><i>Digital transformation is making waves worldwide. What Vietnam enterprises should do to boost and be power in this new era?</i></p>	<p>Panel Discussion 06: Japan Market Development</p> <p><i>Japanese partners' success stories when working with Vietnam IT services companies. How to strengthen Vietnam – Japan cooperation. Best business model and/or new cooperation initiatives for Japanese & Vietnamese partners.</i></p>
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Business Matching Session

17:00 – 18:00 **Panel Discussion 07: Korea & Vietnam: win-win cooperation**

18:00 – 21:00 Gala Dinner

Time: Fri, 25 October 2019 – HCMC, VN

08:00 – 11:30 Visiting Vietnam Top IT Companies

13:30 – 16:30 Visiting Quang Trung Software City (QTSC)



Registration

- ▶ **SPONSORSHIP** Please refer to the Sponsorship Levels & Benefits

- ▶ **EXHIBITION COUNTER – SHOWCASE FOR TECHNOLOGY SOLUTIONS**
(exclusive of 10% VAT)
 - VND 10.000.000 /counter**
 - 01 counter (2mx2m) in the area for showcase for tech solutions
 - Organizer provides basic decoration (including backdrop, 1 desk, 2 chairs, 2 water bottles, 1 electricity plug-in)
 - Discount 15% when booking in early-bird time
 - Discount 20% when booking from 05 counters

- ▶ **BUSINESS MATCHING WITH POTENTIAL BUYERS**
(exclusive of 10% VAT)
 - VND 10.000.000 /desk (only charge for service provider)**
 - 01 desk + 06 Chairs + 01 standee in the business matching area
 - Service provider books a desk to meet with potential buyers. Organizer will arrange the meeting slots based on registers'demand.
 - Discount 15% when booking in early-bird time

- ▶ **ADVERTISEMENT ON CONFERENCE PROCEEDINGS**
(exclusive of 10% VAT)

	VNITO Membership Booklet (printed & online version)	VNITO Conference Guide (printed & online version)
	VND 3.000.000/advertising page	VND 5.000.000/advertising page
	VND 2.000.000/information page	

- ▶ **CONFERENCE ADMISSION** **FREE-OF-CHARGE TICKETS FOR OVERSEA CLIENTS & POTENTIAL CLIENTS WHO ARE EXCLUSIVELY INVITED & OFFERED BY THE ORGANIZERS**

Welcome drink	Main Conference	
VND 500.000/pax	Regular Ticket	VIP Ticket
	VND 1.000.000/pax	VND 2.000.000/pax
	Regular check-in Regular Seat Buffet Luncheon No Gala Dinner No Gift Voucher Conference guide (soft - copy)	VIP check-in VIP Seat Buffet Luncheon Gala Dinner Gifts/ Vouchers Conference guide (hard - copy)
	Special Offer for Early-birds (by July 31 2019) <ul style="list-style-type: none"> • Booking 01 - 03 tickets: 10% discount • Booking 04 - 10 tickets: 15% discount 	

CONTACT

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