



SOTA TEK

Company Introduction

SotaTek JSC.
Sales Department

Confidential

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1. Outline
2. Services
3. Resources
4. Process
5. Contract
6. Showcases

Outline

<u>Name</u>	Sota Tek Joint Stock Company (Sota Tek JSC.)
<u>Established</u>	2015/8
<u>Employees</u>	73 (excluding part-time and internships, including sales and representatives in other countries)
<u>Legal Representative</u>	Le Minh Tuan (CEO)
<u>Address</u>	17F, MD Complex Tower , 68 Nguyen Co Thach, Nam Tu Liem, Hanoi
<u>URL</u>	https://www.sotatek.com
<u>Services</u>	①Software Outsourcing Service ②Product Development Service ③Blockchain Development Service
<u>Achievement</u>	Winner of third prize of Samsung Smart App Challenge 2012 (30.000\$)

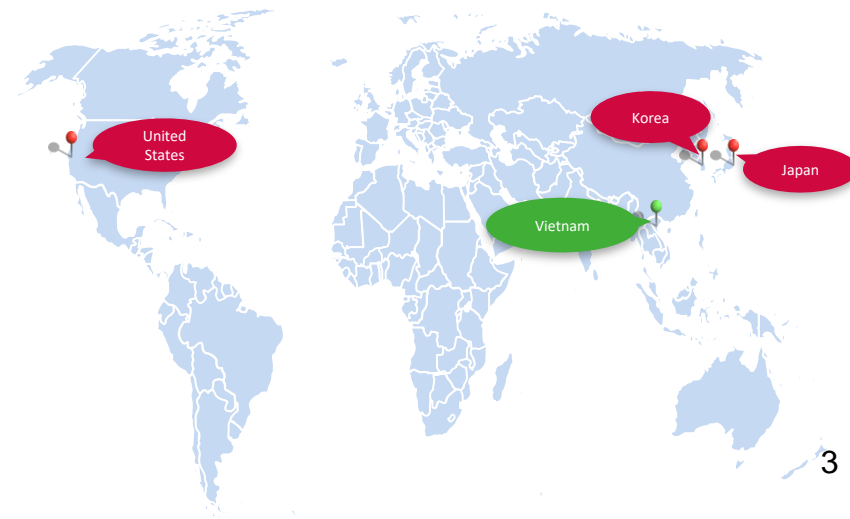
Partners



Makewaves



Blue Cafe





Sota Tek-State of the art Technology



Co-founders



Andy Nguyen (born in 1989): CIO

- Certified IBM Solution Designer in Object Oriented Analysis and Design

This former game engineer is a super engineer in the making! He likes mathematics, algorithm, programming and challenging something new. Known for his works of building complicated ERP or enterprise system from grown up, and extensive experience in developing the smart contract with Bitcoin, Ethereum, and Neo as well as related systems. achieving high performance, no single point, and extensibility Andy is in charge of R&D Lead of SotaTek



Richard Tran (born in 1989): CTO

- Former Solution Architect, Game Engineer, Mobile Engineer at DeNA

A code guru is our solution for everything. Thanh has had a passion for programming since he was a kid. As he grew, development was a constant hobby and he continuously honed his skills at many tech giants and start-up firms. He is our technical consultant for each project in SotaTek, as well as the head of our R&D laboratory.



Tyler Luu (born in 1989): COO

- Awarded Honda YES for 5 years as undergraduate student at Vietnam National University, Hanoi
- Awarded Google Summer of Code student for NASA research project (2010)
- Awarded best GPA student (5 years accumulated result)

He is the heart of our products. He's in charge of orchestrating the development cycles to ensure our product is user-centered while meeting time and spec.



Daniel Vu (born in 1989): CBO

- Former Student at Keio University, the excellent researcher of network security
- Former Senior Software Engineer, Project manager and Vice-director at FSU17.BU2, FPT Software
- A JLPT N1 certified for Japanese language proficiency graduated from Keio University with a very high result.

He is our gate to the Asia region. He connects us with happy clients from Japan. He's also our chess master who provide many creative strategies not only in game but also in business development.



William Nguyen (born in 1989):CPO

- Awarded Google Summer of Code student for a NASA research project (2010)
- Awarded the first prize in the Student Science Research conference at Vietnam National University, Hanoi
- Former Student Researcher at Mitani Sangyo Co., LTD, Japan
- Former Senior Game Engineer, Project Manager at DeNA

He is a dog lover, a former project manager of DeNA in which he operates top grossing IPs with millions of users for years. He has helped the company go from strength to strength and continues to nurture its growth.

Tommy Le (born in 1983) : CEO

- Former Director of FSOF2.M10, a Business Unit at FPT Software with 300 people. Experience different positions in the biggest technology enterprise of Vietnam over 10 years, he knows how to manage cost, quality to be able to successfully deliver the large-scale projects up to 250 man.months and make the customer happy.

Have profound knowledge about CMMI 5, Agile Scrum, Waterfall as well as other full life cycle software development process, along with the accumulation of years of working with big Japanese customer (Hitachi, Toyota, Fujitsu...) in a wide range of domain such as medicals, manufacturing and security so he has a deep understanding of people as well as culture of Japan which help SotaTek get the insight of Japanese customers. He is the key factor of building the backbone of SotaTek 's operating system.

Teddy Nguyen (born in 1983) : President

- Former Co-founder of Alladins Vietnam
- Former Head of Vietnam representative office of Paradigm Shift
- Former Big data Engineer at DirecTV
- Former IoT Engineer at GE Digital
- Former R&D Engineer at Saltlux Ltd and Sofiamedix JSC
- Founder of Vietnam – Japan Community, 260,000 members group on Facebook associated to operation team of 50 administrators.
- Member of O2, the winning team for Presidential Award (Product Award 2012, Korea Ministry of Government Administration and Home Affairs)

With over 10 years of experience in both software development and business, he brings us the vision from Silicon Valley in both of technology and entrepreneurship and variety of chances to work with customers from all over the world. He plays a very important role to ensure SotaTek 's train going on the right track.

Become an **Excellent Development Company** in order to make customer satisfy

- Excellent service regardless of country borders
- Quickly response to customer needs
- Provide high quality service at low cost

Our strength:

- Deal with wide range of fields required by modern business
- A lot of young talents, fluent in both of English and Japanese
- High quality is ensured by right process

2.Services

Deal with wide range of fields required by modern business



Web Development

- Business System
- Portal website
- E-commerce website



Application Maintenance & Application Testing

- Fixing bugs
- Adding new functions
- Performance improvement
- Testing to detect and report bug



Mobile Development

- iOS/Android Application
- Social Network Service Application
- Mobile backend API



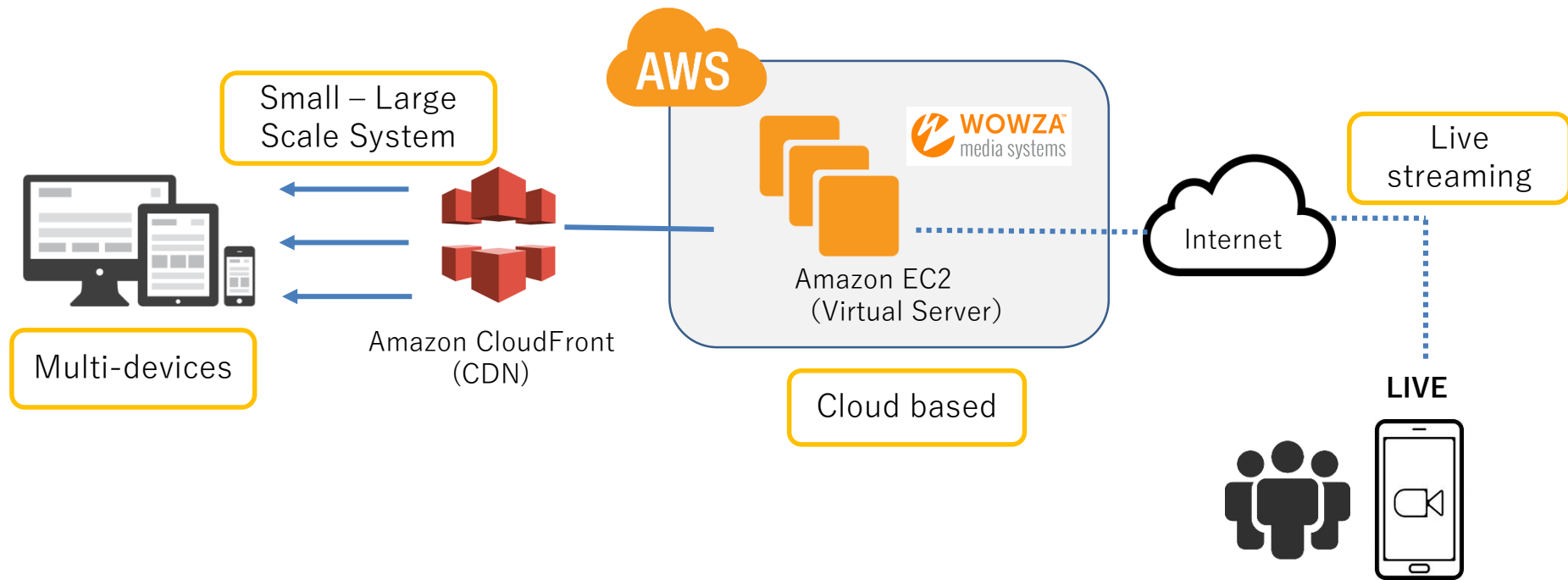
Game Development

- Game development using Unity/Cocos2d/Cocos2d-x
- Character Design
- Game Operating

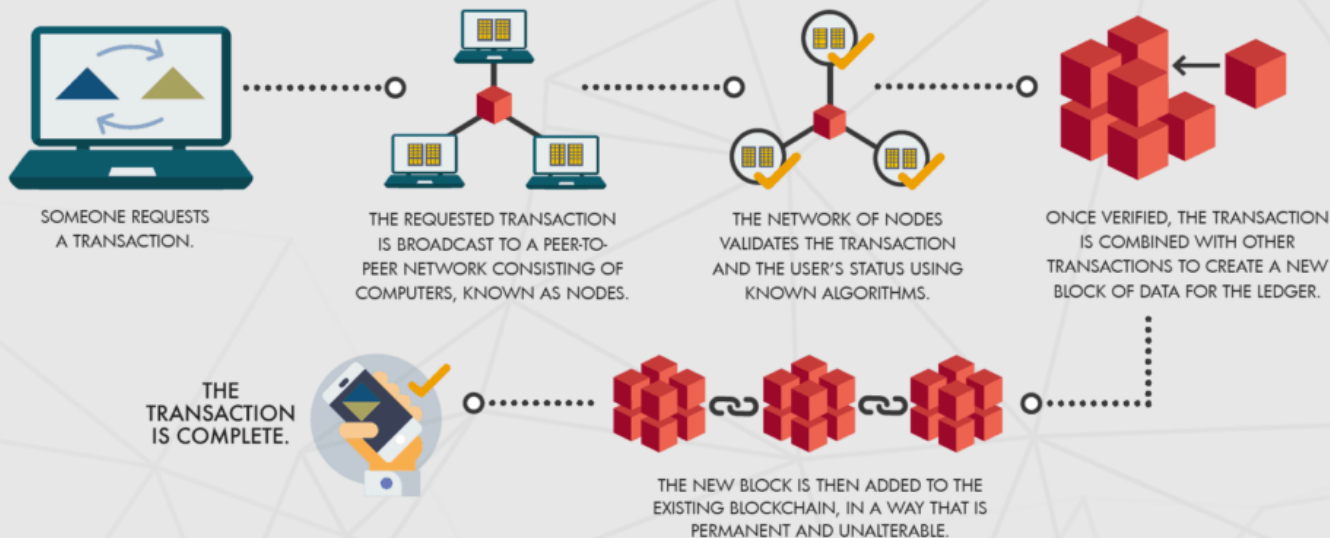


Streaming Solutions

We provide cloud-based streaming solutions with high-scalability infrastructure such as: video call, voice call, live streaming, camera streaming.




HOW DOES IT WORK?




POTENTIAL APPLICATIONS

DISTRIBUTED CLOUD STORAGE




Current cloud storage services are centralized — thus you the users must place trust in a single storage provider. With the Blockchain, this can become decentralized, improving security and decreasing dependency on a single provider.

SMART CONTRACTS



These are legally binding programmable digitized contracts. If two people want to exchange \$100 at a specific time in future when a set of preconditions are met, the conditions, payout, and parties' details would be programmed into a smart contract. Once the defined conditions are met, funds would be released and sent to the appropriate party as per terms.

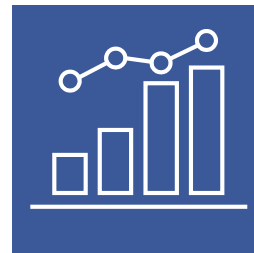
ELECTIONS



Elections require authentication of voters' identity, secure record keeping to track votes, and trusted tallies to determine the winner. Blockchains can serve as the medium for casting, tracking and counting votes so that there is never a question of voter-fraud, lost records, or foul-play.

Big Data Analysis

- Analyze and Visualize log to find the insight
- Build prediction model (using Machine Learning model)
- Analyze user behavior and recommendation system



Natural Language Processing

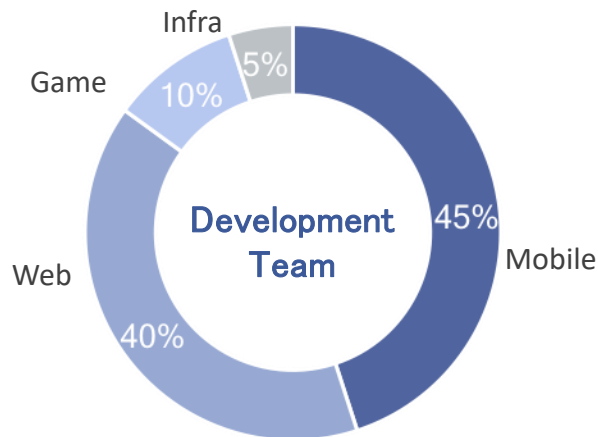
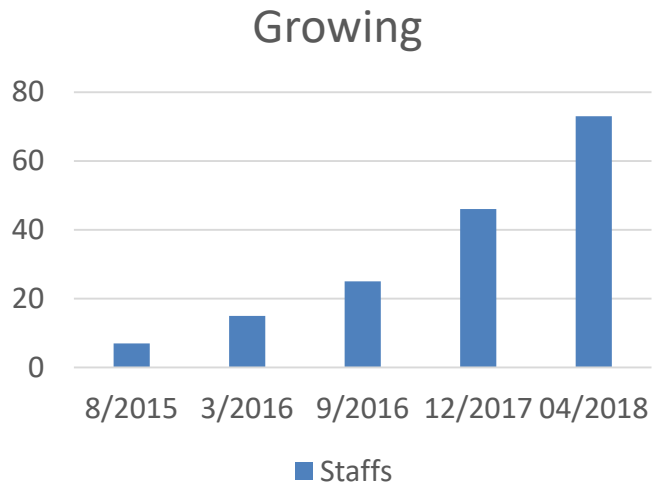
- Customer support system using chatbot
- Auto-translation system
- Using Watson and other cloud based services to process natural language (multi-languages supported)

Computer Vision

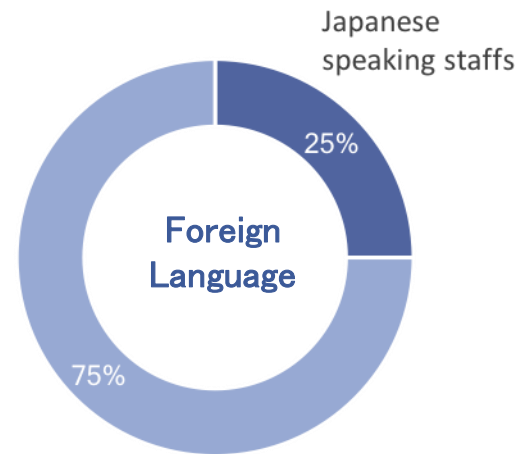
We use know-how of computer vision, in combination with deep learning model, that is researched in Sota Tek and partner company to build effective and efficient computer vision application



3. Resources



※Most of our project is Web and native mobile app development



※All staffs are fluent communication English

Strong Project Org.

- **Manager**: Many years experience in software development
- **PM**: Experience Project Manager. Able to communicate in both Japanese and English
- **SE**: Young, talented, eager to learn software engineers

Cost merit

- Low cost engineers
- Huge talented engineer resources with average age of 28
- Flexible contract and support to minimize customer's cost and maximize customer's benefit

Scalable HR

Build up an eco-system to acquire - educate - recruit young talented engineers

Scalable Organization !

Build up an eco-system to acquire - educate - recruit talented engineers

3.Recruitment

- Easy to recruit new young talented because of huge resources with over 40,000 new graduated IT engineers per year

1.Acquirement

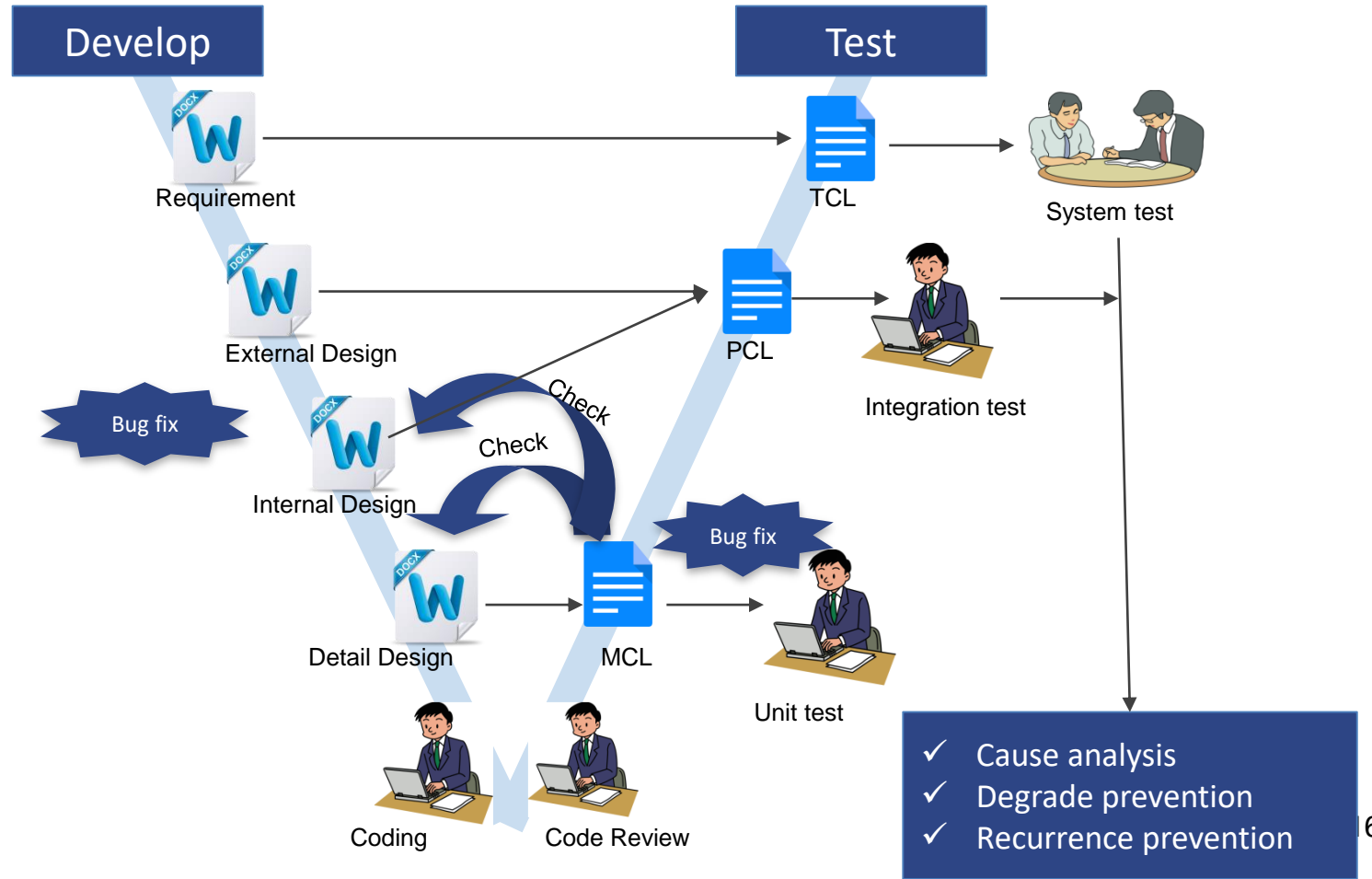
- Strategic co-operation with Vietnamese top university like HUST, HNU, FPT University
- Large community network (Admin of Facebook group with over 160k Japanese speaking community)
- Leader of HEDSPI startup group company

2.Education

- Foreign language education (Japanese, English)
- Weekly TechTalk to build up-to-date tech skills (Big Data, IoT, AI ...)
- Intercultural training, including mindset to work with foreign customers



4.Process



Merit

- ✓ Focus on rapid delivery of business to reducing overall risk associated with development
- ✓ Maximize value through out continuos development. Development can be start with just an idea
- ✓ Easily adapting to changing requirement because software is aligned with business needs

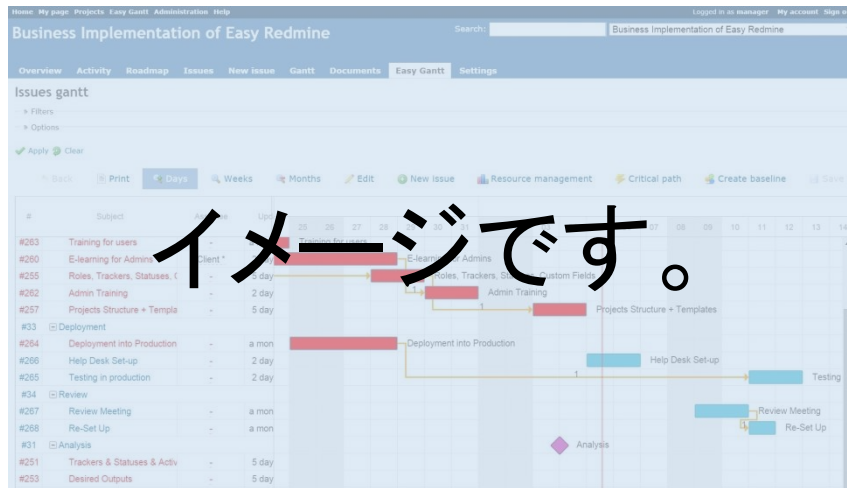


Communication

Skype and Slack is our standard communication tools.

Project progress can be manage on either Redmine, Trello or GitHub.

Customer can view and check progress anytime. We use GitHub to manage source code.



We can communicate in both Korean and English

Step 1 Investigation

1 Requirement

Hearing problems and info from customer to identify customer's needs

2 Estimation

Create technical/schedule proposal from requirement

Step 2 Planning

3 Planning

Investigate and analyze business logic, then create project plan and delivery milestones

4 Design

Designing application architecture as well as detail screen

Step 3 Coding

5 Coding & Testing

Coding and testing based on design results from previous phase

Step 4 Delivery & Maintenance

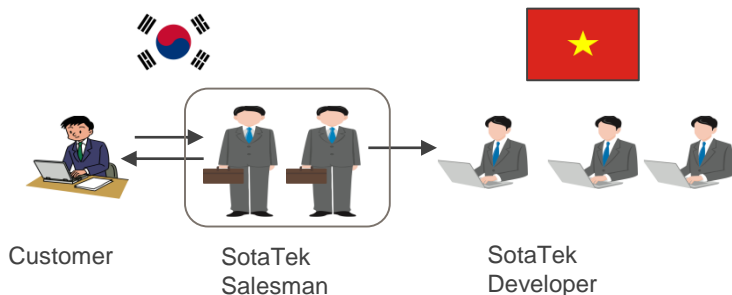
6 Delivery

Deliver source code, including all design and investigation document. We also support deploy to production server

7 Maintenance

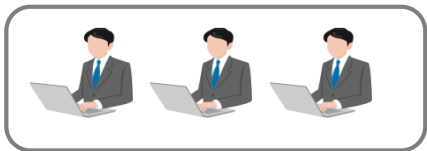
Provide maintenance service (contract) to continuously operate system after development

Development model



Our Sales team stay full-time in Korea to hear customer's requirement and transfer back to development team in Vietnam.

5.Contract

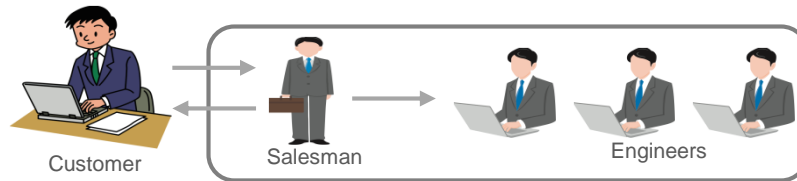


ODC contract

Provide dedicated resources for customer.
Assigned engineer(s) will work under customer's instruction



- High available resource because engineer will dedicatedly work for assigned project
- Cost in control because this is fixed monthly fee contract
- Know-how is easy to accumulate for development team



Project based

Best practice in case project requirement, as well as architecture design is already cleared

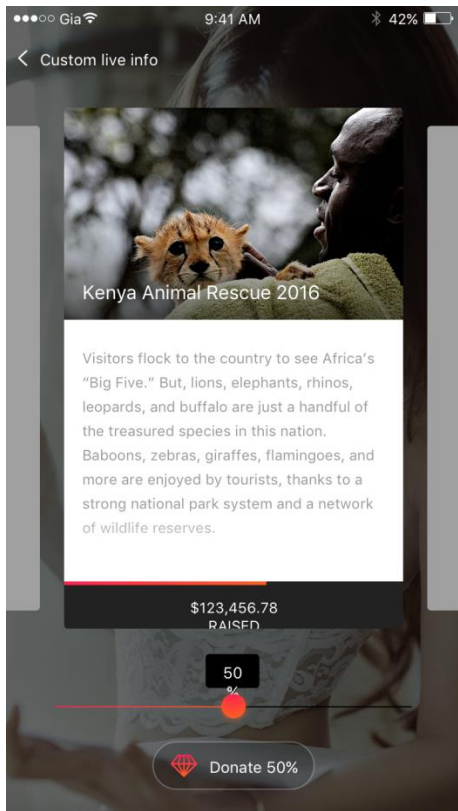
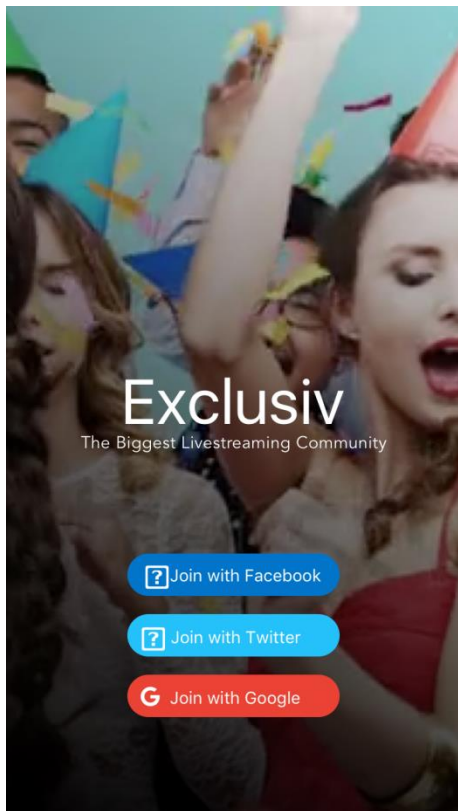


- We will provide the best suitable resources for project with required skills specified by customer
- Low risk, no long term commitment, cost efficiency

SotaTek's commitment

- ① For evaluation purpose, we accept even 1 man month project
- ② We promise to provide resource with required skills and experiences
- ③ Implement cost efficiency by utilizing inexpensive talented resources
- ④ All tasks will be accomplished in Korean or English

6. Showcases



Project Information

- A strategy product of SotaTek and a practical solution for live-streaming lovers that gonna to be launch on Feb-2017. Beside taking a live-stream, users can share their gifts to variety of donation campaigns. It runs very well with many exceptional functions, known as the best composition of live-stream versions to create memorable experiences for users.
- Project size : 20 man month
- Team size : 4 engineers

Technology Stack

Swift(iOS)

NodeJS



Project Information

- Implementation and operation of wallet/smart contract for ICO of Decentralized Travel Booking Marketplace.
- Raise US\$ 2 million in funding of token sale

<https://www.travala.com/Travala-Whitepaper.pdf>

Technology Stack

Python

C#

Blockchain

Project Information

- Implementation and operation of wallet/smart contract for ICO of Real estate marketplace.
- In progress

<https://qa.realista.com.au/>

Technology Stack

Python

C#

Blockchain

REALISTA

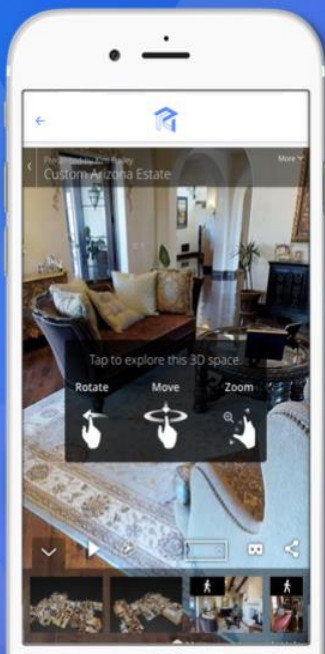
Powered by  NEO

The first global real estate platform.

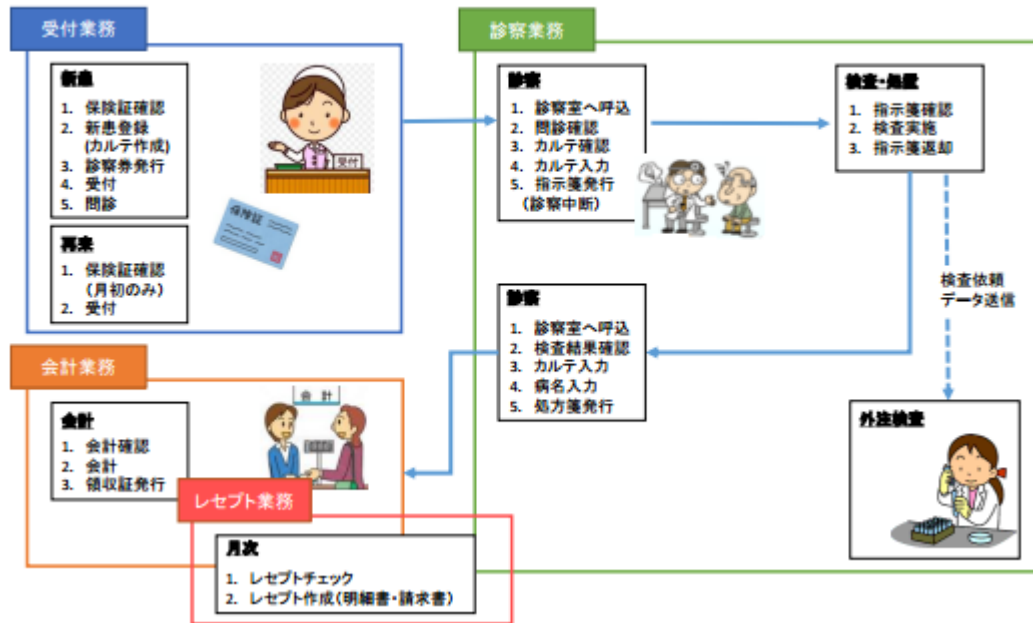
Over 30,000 registered agents.

Realista is officially introducing RET as a NEO-based NEP5 token.

Our new token website will be out in two weeks, please subscribe below to find out when it's live.



診療所業務の流れ



Project Information

• Total solution that could be integrated into any medium and big size hospital. This system has been using by most of hospitals in West region of Japan.

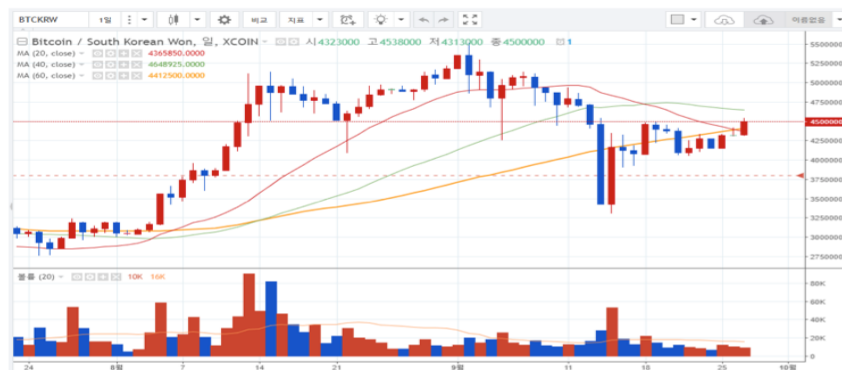
- Project size: 100 man month
- Team size : 11 engineers

Technology Stack

C#.Net

Winform

Chart - BTC



Crypto Currency Market

PAIR ▼	현재가(KRW) ▼	동락(24h) ▼	% (24h) ▼	거래량 ▼	매수/매도
BTC/KRW	4,817,000	12.4650	15.72%	12,345,678,912 KRW	매수 매도
BCH/KRW	735,400	6.4658	-3.75%	12,345,678,912 KRW	매수 매도
DASH/KRW	44,200	8.4658	36.24%	12,345,678,912 KRW	매수 매도
ETH/KRW	365,000	13.4658	4.33%	12,345,678,912 KRW	매수 매도
ETC/KRW	17,520	13.4658	1.36%	12,345,678,912 KRW	매수 매도
LTC/KRW	57,230	13.4658	12.75%	12,345,678,912 KRW	매수 매도
XRP/KRW	275	13.4658	49.3%	12,345,678,912 KRW	매수 매도
XMR/KRW	1,111	13.4658	-7.79%	12,345,678,912 KRW	매수 매도
Qtum/KRW	1,111	13.4658	5.66%	12,345,678,912 KRW	매수 매도
ETH/BTC	1,111	13.4658	5.66%	12,345,678,912 KRW	매수 매도

Project Information

- A Cryptocurrency Trading Platform
- Project size : 60 man month
- Team size : 8 engineers

Technology Stack

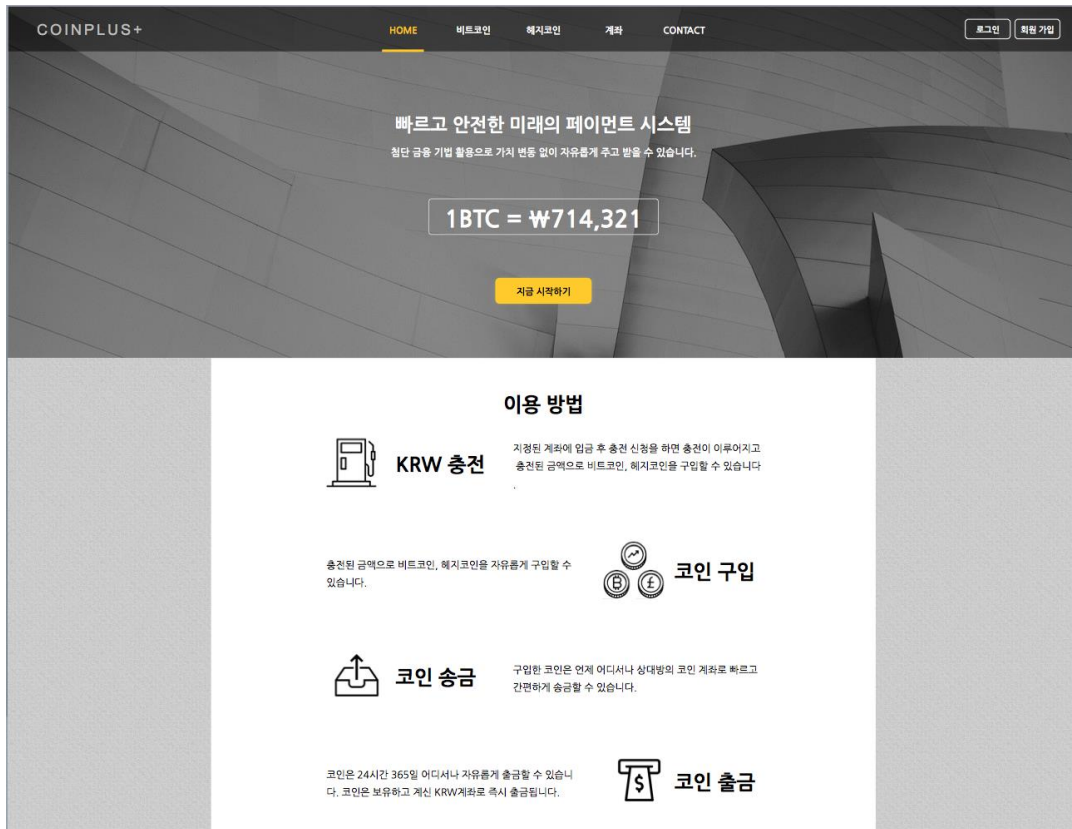
HTML5/CSS

VueJS

Laravel (PHP)

Websocket

Microservice



Project Information

- A secure marketplace where user can buy, sell and transfer bitcoin with real money.
- Project size: 10 man month
- Team size : 3 engineers

Technology Stack

HTML5/CSS

AngularJS

Laravel (PHP)

Project Information

• A real time stock trading app for Android platform. It was designed to strictly compliance with business logic, helping users with convenient experience and most updated data. This app use C/C++ as underlying communication stack to ensure security, accuracy and to reduce communication latency.

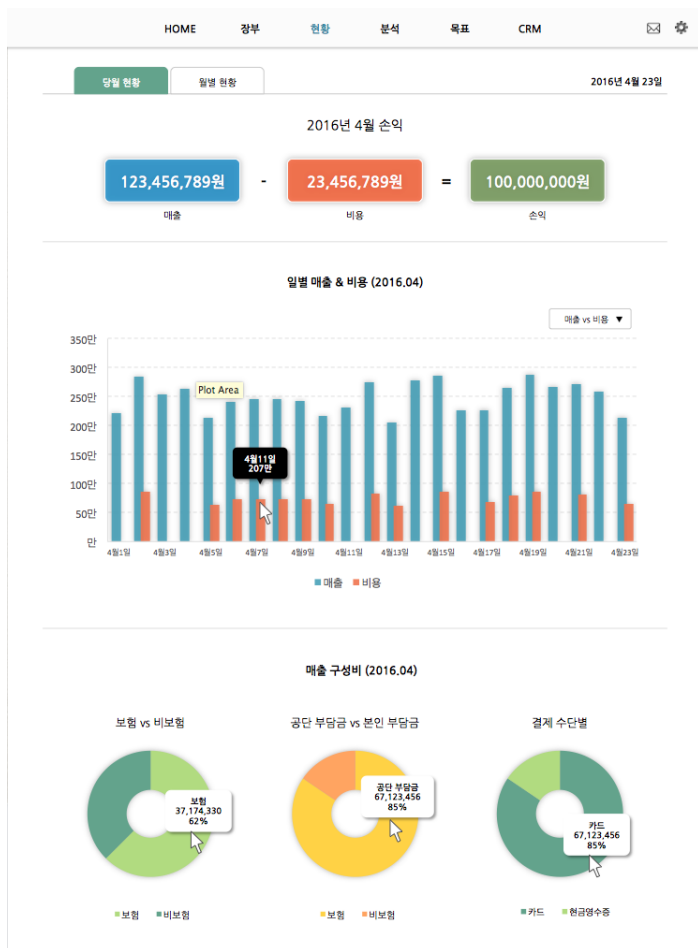
- Project size :15 man month
- Team size : 3 engineers

Technology Stack

C/C++

Java





Project Information

- A financial hub for Korean clinics and hospitals to manage earnings, tracking expenses and getting statistical and analytical insights. Data analytics and machine learning is also used in this project
- Project size : 10 man month
- Team size : 4 engineers

Technology Stack

HTML5/CSS

AngularJS

Laravel (PHP)



▼ Contact Information ▼

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