Do not hallucinate.
Vietnam ITO Conference is a bi-annual event, which is organized by VNITO Alliance, Quang Trung Software City (QTSC), Investment & Trade Promotion Centre (ITPC) and partners, in order to promote the Vietnam IT industry, gather Vietnam software enterprises and create an effective bridge between Vietnamese IT companies to the world.

Vietnam ITO Conference assists buyers and service providers to network, cooperate and discuss trends, issues, and opportunities related to software services.
CONFERENCES 2015 OVERVIEW

- 21 exhibition counters
- 102 business matching sessions
- 33 Vietnam ITO Excellence Awards
- ~500 participants
- 100+ international guests
- 24 speakers
  (80% international speakers)

http://vnito2015.vnito.org
CONFERENCE 2017 OVERVIEW

500+ participants
(120+ international guests)
32 speakers

200+ business matching sessions

39 exhibition counters

MOU Signing
- Silicon Valley Forum, USA
- Vietnam IT Development Group (VIDG), USA
- Shonan Industrial Promotion Foundation (SIPF), Japan

http://vnito2017.vnito.org
VIETNAM ITO CONFERENCE 2019

Vietnam – The Emerged Destination for Innovation

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

TIME
October 23-25, 2019
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, 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.
WHO BENEFITS

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
- Explorers in quest of case studies on new technologies to enhance competitive advantages
- Solution providers to introduce innovative products & solutions
- Entrepreneurs and tech people seeking effective platform for networking/business matching
1,000+ Participants

OVERSEAS GUESTS
From multinational and hi-tech companies from all over the world (USA, Japan, Singapore, Korea, other Europe and Asia countries)

100+
SOLUTIONS PROVIDERS
Top Vietnam tech enterprises

300+
LOCAL GUESTS
Top Vietnam IT services enterprises
IT Training Centers in Vietnam
Diplomatic agencies, Consulate
Vendors from banks, financial, commerce, healthcare & other fields
Media & Press
SELECTIVE TOPICS

AGRITECH

AUTOMOTIVE

COUNTRY

PAVILION

E-COMMERCE

DIGITAL

TRANSFORMATION

BPO

TECH TALENTS

INNOVATION

FINTECH
Oct 23, 2019
- Welcome Drink
- Networking

Oct 24, 2019
- Conference
- Panel Discussion
- Exhibition
- Business Matching
- Gala Dinner

Oct 25, 2019
- Software Park Tour
- Business Opportunities
- Onsite Exploration
WELCOME DRINKS
OCTOBER 23, 2019
CONFERENCE & PANEL DISCUSSION
OCTOBER 24, 2019
EXHIBITION
OCTOBER 24, 2019
SITE VISIT
25 OCTOBER 2019
## EVENT AGENDA

### PRE-EVENT DAY: Welcome Drink
**Time:** 17:00 – 20:30, Oct 23, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>17:00</td>
<td>Registration</td>
</tr>
<tr>
<td>18:00</td>
<td>Welcome Remarks</td>
</tr>
<tr>
<td>18:30</td>
<td>Networking</td>
</tr>
</tbody>
</table>

### DAY 1: Main Conference,
**Time:** 8:00 – 21:00, Oct 24, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:00</td>
<td>Registration</td>
</tr>
<tr>
<td>09:00</td>
<td>Welcome – Opening Remarks</td>
</tr>
<tr>
<td>09:30</td>
<td>Session 01: Vietnam Tech Outlook</td>
</tr>
<tr>
<td>10:00</td>
<td>Session 02: How Vietnam fosters innovation and digitalization?</td>
</tr>
<tr>
<td>10:30</td>
<td>Tea-break – Networking – Exhibition visit</td>
</tr>
</tbody>
</table>
| 10:45    | Panel Discussion 01: Innovations (AI/ML, Block chain, Big Data, IOT)

*On the forefront of innovation in the areas of AI, Block chain, Big Data, IOT, etc.), should Vietnam tech companies be ready to earn more opportunities in this challenge?*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:00</td>
<td>Buffet Luncheon</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:45</td>
<td>Panel Discussion 02: Automotive</td>
</tr>
</tbody>
</table>

*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.*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:45</td>
<td>Panel Discussion 03: Digital Transformation</td>
</tr>
</tbody>
</table>

*Digital transformation is making waves worldwide. What Vietnam enterprises should do to boost and be power in this new era?*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:00</td>
<td>Panel Discussion 04: Hi Tech Agriculture</td>
</tr>
</tbody>
</table>

*Agriculture is still a major player in Vietnam’s economy. Let’s our experts find solutions for high-tech agriculture, which is shifting the focus from productivity to effectiveness and high quality, based on application of science and technology.*
## DAY 1: Main Conference
**Time:** 8:00 – 21:00, Oct 24, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 13:30 – 15:00| Panel Discussion 05: Tech Talents  
*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 Discussion 06: E-Commerce  
*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.*  
Business Matching |
| 15:00 – 15:30| Tea-break                                                             |
| 15:30 – 17:00| Panel Discussion 07: Japan Market  
Business Matching  
Panel Discussion 08: Korea Market  
Business Matching |
| 17:00 – 18:00| Networking – Visiting exhibition counters - Interviewing             |
| 18:00 – 21:00| Gala Dinner                                                           |

## DAY 2: IT Companies Tour
**Time:** 8:00 – 16:30, Oct 25, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:00 – 11:30</td>
<td>Visiting Vietnam Top IT Companies</td>
</tr>
<tr>
<td>13:30 – 16:30</td>
<td>Visiting Quang Trung Software City (QTSC)</td>
</tr>
<tr>
<td>Program</td>
<td>Location</td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>-------------------</td>
</tr>
<tr>
<td>Asian IT Human Resource Exchange Promotion Project</td>
<td>Okinawa (Japan)</td>
</tr>
<tr>
<td>Fukuoka City Business Promotion Seminar 2019</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Building business in Silicon Valley - Easy and Simple !</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Seminar: Japanese Communication Skills and Experience when working with Japanese companies</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Promotion Trip in Hue City (Vietnam)</td>
<td>Hue (VN)</td>
</tr>
<tr>
<td><strong>Press Conference – Vietnam ITO Conference 2019</strong></td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Promotion Trip in Japan</td>
<td>Japan</td>
</tr>
<tr>
<td>Promotion Trip in the USA</td>
<td>USA</td>
</tr>
<tr>
<td>Seminar: Managing knowledge base for organizations</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Seminar: How to convey the message of the Enterprise to everyone</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td>Seminar: How to succeed in international sales</td>
<td>HCMC (VN)</td>
</tr>
<tr>
<td><strong>Vietnam ITO Conference 2019</strong></td>
<td>HCMC (VN)</td>
</tr>
</tbody>
</table>
**What**
1. Promote Vietnam IT industry
2. Promote the conference and brand name of VNITO Alliance
3. Connect partners & customers
4. Build relationship and increase sales

**Who**
1. Foreign tech companies have outsourcing needs
2. Vietnam IT companies & solutions providers
3. Vietnam & foreign companies in each industry: finance - banking, e-commerce, logistics, etc., who are customers of solution providers
4. Others who wants to know more about Vietnam IT industry & innovation trends

**Where**
1. Vietnam
2. Japan
3. USA / North-America
4. Europe
5. Asia- Oceania

**How**
1. Build a full-info website for event
2. Promote event information on communication channels of partners, associations, consulates in Vietnam & overseas
3. Social media channels: Facebook, Youtube, Eventbrite
4. Seminar, promotion trip to overseas and cities in Vietnam
5. Media partners: TV news, banner, articles about the event
CALL FOR SPONSORSHIP

Titanium Sponsor: 200,000,000 VND
Platinum Sponsor: 100,000,000 VND
Gold Sponsor: 60,000,000 VND
Silver Sponsor: 30,000,000 VND
Bronze Sponsor: 15,000,000 VND

* Not including VAT
EVENT TICKETS

Welcome Drink

- **500.000 VND**
- **18:00 – 20:30**
- **Oct 23, 2019**
- ParkRoyal Saigon
- Free for overseas guests

Conference

- **1.000.000 VND**
- **08:00 – 21:00**
- **Oct 24, 2019**
- The Adora Center
- Free for overseas guests

- **2.000.000 VND**
- **08:00 – 21:00**
- **Oct 24, 2019**
- The Adora Center
- Free for overseas guests

- **Regular Seat**
- No Gala Dinner
- No Gift Voucher
- Online Guide

- **VIP**
- VIP check-in
- VIP Seat
- Gala Dinner
- Gifts/Voucher
- Hardcopy Guide

Special Offer for Early-birds (by July 31st 2019)

- Buying 01-03 tickets: 10% Discount
- Buying 04-10 tickets: 15% Discount
- Buying 10+ tickets: 20% Discount

Full-day admission

- Listening to 2 conference sessions & 8 panel discussions
- Meeting with over 30 influential speakers in IT and other sectors
- Connecting with more than 400 potential customers & partners
- Contacting with 100 famous journalists
- Visiting over 50 IT solution counters

Material Package:

- Online booklet included speaker bio, company info in B2B and Exhibition

Tea-break all day, Lunch buffet

- VAT is not included
- The price based on Drinks & Food costs, can be changed following to the venue
### Event Advertising

<table>
<thead>
<tr>
<th>Price</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.000.000 VND</td>
<td>VNITO Member Booklet&lt;br&gt;A5 size&lt;br&gt;3 languages: English, Japan, Vietnamese&lt;br&gt;Printed version</td>
</tr>
<tr>
<td>10.000.000 VND</td>
<td>Exhibition Counter&lt;br&gt;08:00 – 19:00&lt;br&gt;Oct 24, 2019&lt;br&gt;The Adora Center&lt;br&gt;www.vnito2019.vnito.org/exhibition.html</td>
</tr>
<tr>
<td>10.000.000 VND</td>
<td>B2B Table&lt;br&gt;13:30 – 17:00&lt;br&gt;Oct 24, 2019&lt;br&gt;The Adora Center&lt;br&gt;www.vnito2019.vnito.org/b2b.html</td>
</tr>
<tr>
<td>5.000.000 VND</td>
<td>Conference Booklet&lt;br&gt;A5 size&lt;br&gt;English&lt;br&gt;Printed &amp; Online version</td>
</tr>
</tbody>
</table>

- 1 counter (2m*2m)
- 1 table & 2 chairs
- 1 constructed backdrop
- Free tea-break all day

- 1 table (2m*1m)
- 06 chairs + 01 standee
- Table + number head
- Free tea-break & water for half-day

- **15% Discount by July 31, 2019**
- **20% Discount for 5 units**

- **VAT is not included**
VISIT OUR WEBSITE

vnito2019.vnito.org
CONTACT US

Feel free to contact us for further information. We’re pleased about it!

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