

## **FACTSHEET**

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.

### **Date & Venue**

- Date: October 23-25, 2019 [Main Conference is on October 24, 2019]
- Venue: Tan Son Nhat Hotel Saigon, 202 Hoang Van Thu, Phu Nhuan District, Ho Chi Minh City, Vietnam

### **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)
- VNITO Alliance (VNITO)

### **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

### **Highlights**

- Welcome Drink, Networking Session
- Conference & Panel Discussion
- Exhibition, Business Matching, Gala Dinner
- Software Park Tour, Onsite Exploration
- Business Opportunities
- VNITO Golf Tournament 2019

**PROGRAM**

*-Tentative-*

<b>PRE-EVENT DAY: Welcome Drink</b>	
<b>Time:</b> 17:00 – 20:30, Oct 23, 2019	
<b>Venue:</b> Tan Son Nhat Hotel Saigon, 202 Hoang Van Thu, Phu Nhuan District, HCMC	
<b>DAY 1: Main Conference</b>	
<b>Time:</b> 8:00 – 21:00, Oct 24, 2019	
<b>Venue:</b> Tan Son Nhat Hotel Saigon, 202 Hoang Van Thu, Phu Nhuan District, HCMC	
08:00 – 08:30	Registration
08:30 – 09:00	<b>MOU Signing Ceremony</b> <ul style="list-style-type: none"> <li>- VNITO Alliance – ISCO Okinawa (Japan)</li> <li>- VNITO Alliance – Heart Industry Holdings – Japan International Students Committee (Japan)</li> <li>- VNITO Alliance – FISA (Japan)</li> <li>- VNITO Alliance – Korea IT Cooperation Center, Ho Chi Minh City</li> <li>- VNITO Alliance – Korea Commercial Software Association (Korea)</li> </ul>
09:00 – 09:30	Welcome – Opening Remarks
09:30 – 10:00	<b>Session 01: CIO Global Survey: A Changing Perspective</b> <ul style="list-style-type: none"> <li>- Mr. Nguyen Cong Ai, Vice President, KPMG Vietnam</li> </ul>
10:00 – 10:30	<b>Session 02: Breakthrough in Vietnam Innovations</b> <ul style="list-style-type: none"> <li>- Ms. An Mei Chen, Sr. Director of Engineering, Qualcomm, Inc (TBC)</li> </ul>
10:30 – 10:45	Tea-break – Networking – Exhibition visit
10:45 – 12:00	<b>Panel Discussion 01: Innovations (AI/ML, Blockchain, Big Data, IOT)</b> 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? <ul style="list-style-type: none"> <li>- Mr. Nguyen Huu Le, President of TMA Solutions</li> <li>- Ms. Nicole Nguyen, Head of Asia Pacific, Asia Blockchain Review</li> <li>- Mr. Mark Birch, Regional Director for APAC at Stack Overflow</li> <li>- Mr. Nguyen Hong Hai, CEO Lotus App</li> <li>- Ms. Pham Thi Tuyet Loan, CTO, NashTech</li> <li>- Moderator: Mr. Tran Phuc Hong, Vice President, TMA Solutions</li> </ul>
12:00 – 13:30	Luncheon
13:30 – 15:00	<b>Panel Discussion 02: Digital Transformation</b> Digital transformation is making waves worldwide. What Vietnam enterprises should do to boost and be power in this new era? <ul style="list-style-type: none"> <li>- Mr. Nguyen Quan Vien, Vice President, Global CyberSoft (VN)</li> <li>- Mr. Phillip Nguyen, Director of Digital Service, Siemens AG</li> <li>- Mr. Kim Yong Wook, Advisory Board, Hanwha Group &amp; Hanwha (TBC)</li> <li>- Mr. Frank Schellenberg, Founder and CEO of DIGI-TEXX</li> <li>- Moderator: Mr. Lam Nguyen Hai Long, CEO, Quang Trung Software City</li> </ul>

	<p><b>Panel Discussion 03: Tech Talents</b> 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. - Ms. Nguyen Phuong Mai, Managing Director, Navigos Vietnam (TBC) - Mr. Jeffrey Goss, Associate Vice Provost for Southeast Asia Programs, Arizona State University (TBC) - Duy Tan's Representative - Moderator: Mr. Vuong Bao Long, Vice President, LogiGear Vietnam</p>
	<p><b>Business Matching Session</b></p>
15:00 – 15:30	Tea-break
15:30 – 17:00	<p><b>Panel Discussion 04: Japan Market Development</b> 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 &amp; Vietnamese partners. - Mr. Juichi Takahashi, PhD, CEO, LogiGear Japan - Mr. Chiaki Shirai, Board of Director, JASIPA - Mr. Choukei Itarashiki, Okinawa Prefecture - Ms. Yasuie Kumi, Deputy Chief Representative, JETRO HCM - Representative of Fukuoka City Government - Representative of Mitsubishi UFJ Research and Consulting - Moderator: Ms. Nguyen Thi Kieu Quyen, Managing Director, S3 Japan</p>
	<p><b>Panel Discussion 05: Korea – Vietnam win win cooperation</b> How Korean tech companies can work with Vietnamese IT companies to get the win-win cooperation? New technologies in Korea, which Vietnamese companies can acquire to solve old problems and to increase competitiveness. - Mr. Junam Lee, Director of Korea IT Cooperation Center, Ho Chi Minh City - Mr. Park Jihwan, CEO, ThinkforBL (Korea) - Representative of Korea Commercial Software Association (TBC) - Moderator: Ms. Van Dang, CEO, Savvycom</p>
	<p><b>Business Matching Session</b></p>
17:00 – 18:00	Networking – Visiting exhibition counters – Interviewing
18:00 – 21:00	Gala Dinner
<p><b>DAY 2: IT Companies Tour/ VNITO Golf Tournament 2019</b> <b>Time:</b> 8:00 – 16:30, Oct 25, 2019 <b>Venue:</b> HCMC, Vietnam</p>	
Option 01: 8:00 – 16:30	Visiting Vietnam Top IT Companies - Visiting Quang Trung Software City (Free for foreign delegates)
Option 02: 08:00 – 13:00	VNITO Golf Tournament 2019 (Participant fee: 150USD, including lunch)

**REGISTRATION**

**EXHIBITION COUNTER – SHOWCASE FOR TECHNOLOGY SOLUTIONS**

**10,000,000 VND/counter** (exclusive of 10% VAT)

- ❖ 01 counter (2mx2m) in the area for showcase for tech solutions (the enterprise is responsible for the content which is relevant to the theme of VNITO Conference).
- ❖ Organizer provides basic decoration (including backdrop, 1 desk, 2 chairs, water)

**BUSINESS MATCHING WITH POTENTIAL BUYERS**

*(Free of charge for overseas clients)*

**10,000,000 VND/desk** (exclusive of 10% VAT)

- ❖ 01 desk + 06 Chairs + 01 standee in the business matching area
- ❖ Organizer will arrange the meeting slots based on registers' demand.

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

VNITO Membership Booklet  
(printed & online version)

VND 2,000,000/information page  
VND 3,000,000/advertising page

VNITO Conference Guide  
(printed & online version)

VND 5,000,000/page

**ADMISSION** (exclusive of 10% VAT)

Welcome Drink	Main Conference	
	Regular Ticket	VIP Ticket
VND 500,000/pax	<b>VND 1,000,000/pax</b> Regular Seat Buffet Luncheon No Gala Dinner No Gift Voucher Online Conference guide	<b>VND 2,000,000/pax</b> VIP check-in VIP Seat Buffet Luncheon Gala Dinner Gifts/ Voucher VNITO Conference guide

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

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