

VIETNAM ICT INDUSTRY

New Destination for ICT R&D



Vietnam – The fastest growing economy

In South East Asia

Vietnam is not the **Largest** economy

But the **Fastest**

✓ **Average GDP growth of 7% during the last 20 years**



Vietnam – Emerging ICT Market

Needs ICT products/solutions for

✓ **88+ million people**

✓ **Fast growing economy**

➔ Abundant Opportunities

- ❑ **30+ M Internet users (ASEAN largest, 20th highest in the world)**
- ❑ **50+ M phone/mobile subscribers**
- ❑ **Three Vietnam companies in world top 100 mobile service providers**
- ❑ **Top 3 fastest growing telecommunication markets in Asia**
- ❑ **ICT revenue 2010 : \$7.4B**

Vietnam – A New High Tech Center

- ✓ **An attractive investment destination**
 - ▣ Vietnam – the top destination for investment beyond BRIC (UKTI, 2010)
 - ▣ FDI: \$40+B invested in the last 10 years
- ✓ **Young and well-educated population**
 - ▣ 60% of 88M population under 30
 - ▣ Literacy rate more than 90%
 - ▣ 220,000+ university/college graduates a year
- ✓ **Emerging as a high technology center**
 - ▣ Investment by IBM, Intel, Samsung, Renesas, Foxcon , Fujitsu, Canon... to develop/manufacture high tech products
 - ▣ R&D outsourcing from IBM, Microsoft, HP, CSC, EA, Alcatel-Lucent, NTT, Avaya, Nortel, Toshiba, NEC, Amdocs, Andrew

Vietnam – New destination for software outsourcing

- ❖ Vietnam is in Top Ten of A.T. Kearney's Global Services Location Index 2011 & 2009
- ❖ Ho Chi Minh City on KPMG 'locations to watch' for next outsourcing boom
(KPMG Advisory , 2009)
- ❖ “Ho Chi Minh City the 5th of Top 50 Emerging Outsourcing Cities”
“Hanoi the 10th of Top 50 Emerging Outsourcing Cities”
(Global Services-Tholons, 2009)

Vietnam – Who already outsourced to Vietnam?



Microsoft



Alcatel-Lucent

NORTEL

ORACLE

FUJITSU



ELECTRONIC ARTS™

TOSHIBA



FLEXTRONICS

HITACHI
Inspire the Next



FOXCONN

RENESAS

Vietnam software outsourcing – Why attractive?

- ✓ **Large talent pool**
 - 40,000+ ICT graduates a year
 - Hundreds of ICT universities and colleges
- ✓ **Quality**
 - Meet stringent quality requirements from world leading companies
 - Adoption of international quality standards: ISO, CMMi...
- ✓ **Low Attrition**
 - Less than 10%
- ✓ **Strong government support for the software industry**
 - Tax, training & education, software/high tech parks etc.



Why Vietnam for software outsourcing?

You can get **Top People** for your works

Supply will continue to exceed demand for many years

→ Only top 10% are employed



Opportunities for Co-operation

- **Your partner in South East Asia**
 - ▣ **Distribution**
 - ▣ **Localization**
 - ▣ **Testing**
 - ▣ **Technical support**
 - ▣ **Professional services**
- **ICT outsourcing**
 - ▣ **Tap into the Vietnam large pool of young talents**
 - ➔ **increase your competitiveness**



Thank You

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