

it solutions & resources focus. delivered

2019 Cuong Do Chi – CEO

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Who we are



- Founders with 15+ years of IT/Software experienced in Vietnam & Global Market
- Specialized in providing IT Solutions & Resources
- ITSOL (IT Solutions & Resources):
 - Established in 2009, renamed to ITSOL in 2013
 - Supports Vietnamese Offshore Outsourcing Initiatives for Multinational Companies
 - ~ 300 Engineers as of Mar 2018
 - Expanded Services:
 - » IT Staffing & Placement Services
 - » IT Software Outsourcing Services
 - » IT Solution Consulting Services
 - Domains: Banking, Mobile, Enterprise Application, IoT
 - Rewards:
 - » Top 10 Vietnam National Saokhue Award for Banking Solution 2018
 - » Vietnam Top 50 IT company (2017, 2018)
 - » Vietnam National Saokhue Award for Staffing & Placement Services 2015, 2018
 - » Vietnam Top 40 ICT Top 10 Software Service Company 2015
 - » Vietnam Top 20 BPO, ITO & KPO company 2016

ITSOL Services Overview



Specialized in IT solutions & resources, ITSOL provides IT Solution Consulting, IT Outsourcing and IT Staffing & Placement services to help clients accelerating their business innovation as well as effectively maintain optimum staff levels and optimize the employee-related cost.

Staffing And Placement Services

Wide-range services:

- Contract Staffing/Staff Augmentation
- Permanent Staffing
- Professional Staffing

For various roles/skillsets/domains:

- DEV, TESTER, PM, BA, BrSE, Japanese COMTOR, Consultant...
- COBOL, Java, .NET, C/C++, Android, iOS, PHP ...
- Banking & Finance, Embedded/Automaton, Mobile, Enterprise Application...



IT Solution Consulting:

- Enterprise Application Design & Development
- Web Design and Application
- Mobile Design & Application
- Core/E-Banking, Mobile Banking
- E-Commerce Application
- IoT Design & Application
- Magento/Drupal Application & Developement

Software Outsourcing:

- **Services**: Software development/maintenance/testing, includes enterprise/mobile/desktop applications, website design and development, software quality assurance and testing...
- **Technology**: Java/.NET/C/C++/PHP/COBOL/Python/Embedded/Android/ iOS...
- Domains: Banking, Embedded, Mobile, Education...
- Methodologies: Waterfall, Agile/Scrum...

Staffing And Placement Services



We provide:

- Service types: Contract Staffing/Staff Augmentation, Permanent Staffing,
 Professional Staffing
- Jobs/Roles: DEV, TESTER, PM, BA, BrSE, Japanese COMTOR, Consultant...
- Job Ranks: From 1 (Junior) -> 4 (Expert/Senior)
- Technical Skillsets: COBOL, Java, .NET, C/C++, Android, iOS, PHP ...
- Domains/Verticals: Banking, Embedded, Mobile, Enterprise Application

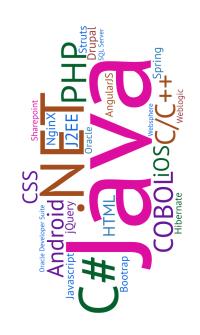
Process:

- 1) Client: Sends service requests, including JDs, quantity, deadlines...
- 2) ITSOL: Evaluates JD, determines Job-Skills and confirms Staffing/Placement Plan
- 3) ITSOL: Sources, Does pre-technical Interview and Sends shortlisted candidates to Client
- 4) Client & ITSOL: Evaluate & Select from shortlisted candidates
- 5) Client & ITSOL: Proceed boarding for qualified candidates

Why ITSOL:

- 250+ software engineers in house, 60K-candidate database
- Best-in-class IT/Software candidates: through early job evaluation, job-skills determination and pre-technical-interview by ITSOL's experts.
- Highly committed to a recruitment/staffing plan that works, trusted by big clients such as: Viettel, Vingroup, FPT, Baoviet Group, Techcombank, MB Bank, Luvina, UsolV...





Staffing And Placement services - Case studies



- Key partner, provided 100 150 FTEs (BA, DEV, Testers) to Viettel Corp (biggest ICT company in VN) annually since 2016, in HN, DN, HCM
- Provided 30 50 FTEs (BA/DEV/Tester) to Vingroup annually since 2018
- Provided 15 30 FTEs (DEV/Tester) to FPT in HN, DN and HCM annually since 2012
- Provided 25 30 FTEs (BA/DEV) to BaoViet group annually since 2016
- Running Offshore Development Centers (ODC) for Japanese customers such as
 PLUS (20+ FTEs), IBIS (5+ FTEs), EASSIST (3 FTEs)...
- Staffing partner, providing workforces for SeaBank, Techcombank, MBBank, Luvina...

IT/Software Outsourcing Services



Our services:

- Outsourced Software Product Development/Testing/Maintenance: Desktop/Mobile Application Development,
 Website Design & Development, Software QA & Testing
- Outsourced Development/R&D Center: ITSOL provides individual developers on demand as well as dedicated/ extended development/R&D team to augment your in-house team or cover specific technical needs and domain expertise
- Outsourced Vietnam Offshore Development/R&D Center: Enable clients to leverage Vietnam's advantages of Skillful IT Talents Pool with Competitive Cost, Stable Environment, Robust Internet Infrastructure

Engagement Models:

- Fixed Price
- Time & Material
- ODC/Extended Team
- BOT (Build Operate Transfer)

- Why ITSOL:

- Vast and scalable talent pools:
 - » 250+ experts on board, over 50% are Seniors/Leads DEV, Mobile DEV, Testing Specialists, PM, BA, SA, BrSE
 - » Scalable on-demand (60.000 + IT experts in our sourcing database)
- Technical capacity:
 - » 15+ years experienced of IT/Software development, trusted by big customers such as: Viettel, Vingroup, FPT, TPBank, Techcombank, MB Bank, SeABank, Luvina...
 - » Professional-looking UI, Elaborate Architecture, High-quality programming
- Support various software development methodologies: Waterfall, Agile/Scrum



IT/Software Outsourcing Services – Case studies



- Key outsourcing partner with Viettel Corp, develop/maintaining software system such as:
 KPI/ĐHCH, GNoc, Vsmart, ERP (GL, Inventory, AR, AP, Tài sản, Ngân sách), Hoàn công,
 SmartEdu, SmartOffice, Corporate Website, QoS, DMS, BankPlus, SafeOne... using Java,
 Spring, Hibernate, HTML5, Bootstrap, CSS3, AngularJS, Oracle...
- Develop Internet Banking product for Techcombank: J2EE/EJB, Oracle
- Develop Company website, Internet Banking product for SeABank: Micro Frontend, Microservices, Java, AngularJS, Bootstrap, Microservices, HTLM5, CSS3, PostgreSQL, SpringBoot, Spring Security, JPA...
- Develop Agency product for Bao Viet group: Micro Frontend, Microservices, Java, AngularJS, Bootstrap, Microservices, HTLM5, CSS3, PostgreSQL, SpringBoot, Spring Security, JPA...
- Develop recruitment website for FPT Software: PHP, AngularJS, Bootstrap, HTML5, CSS3, MySQL
- Develop Real Estate Exchange website for Luvina: Java/J2EE, Struts, Hibernate, Oracle
- Develop Debt Management System for FPT FIS:.NET/SQL Server

IT Consulting Services



- We have solutions for:
 - Enterprise Application Design & Development
 - Web Design and Application
 - Mobile Design & Application
 - Core/E-Banking, Mobile Banking
 - E-Commerce Application
 - IoT Design & Application
- Engagement Models:
 - Fixed Price
 - Time & Material



- Why ITSOL Client's benefits:
 - Hand-on/In-depth/result-oriented consulting capability by 15+ years
 Solution Architects, Designers, SMEs, BAs, PMOs
 - Proven solutions for Web/Enterprise/Mobile applications design and development, in Banking/E-Commerce/Mobile/IoT...verticals

IT Consulting Services – Case studies



- Consulted Internet Banking solution using Micro-Frontends/Microservices architecture for SeABank, VinID
- Consulted solutions for Viettel Corp in building software products like GNOC,
 SafeOne, KPI-HDCP...
- Consulted IoT solution for Kangaroo company

Why ITSOL



– Why ITSOL:

- The only 3-in-1 services provider in Vietnam: Leveraging 3 services provided by ITSOL helps clients to quickly obtain the best solution for products/services design and development, while maintaining optimum staff levels, focusing on retaining the existing talent and being flexible on employee-related cost optimization.
- Professional Staffing & Placement services (National SAOKHUE Award 2015):
 - » Staffing various roles and skillsets: DEV, TESTER, PM, BA, BrSE, Japanese COMTOR, SA... for C/C++/.NET/Java/COBOL/ PHP/Android/iOS... based skillsets
 - » Best-in-class IT/Software candidates: by early job evaluation, job-skills determination and pretechnical-interview by ITSOL's experts.
 - » Highly committed to a recruitment/staffing plan that works, fast turn-around
 - » Pool of 250+ software engineers, 60K-candidate IT talelent database
- Flexible engagement models for IT Outsourcing Services: Fixed price, T&M, BOT, Cost +, ODC...
- Proven solutions, Hand-on/In-depth/result-oriented consulting capability by 15+ years
 Solution Architects, Designers, SMEs for Web/Enterprise/Mobile/IoT application design and development, in Banking/E-Commerce/Mobile...verticals

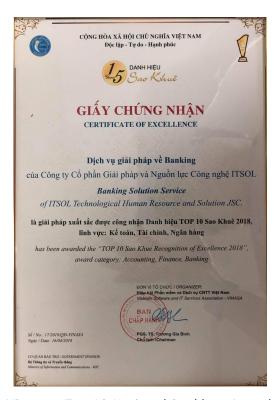
Awards





Vietnam National Saokhue Award for Staffing & Placement Services -2015, 2018

Our achievements



Vietnam Top 10 National Saokhue Award for Banking Solution - 2018



Vietnam Top ICT, ITO Company – 2015, 2016

Partners & Clients

































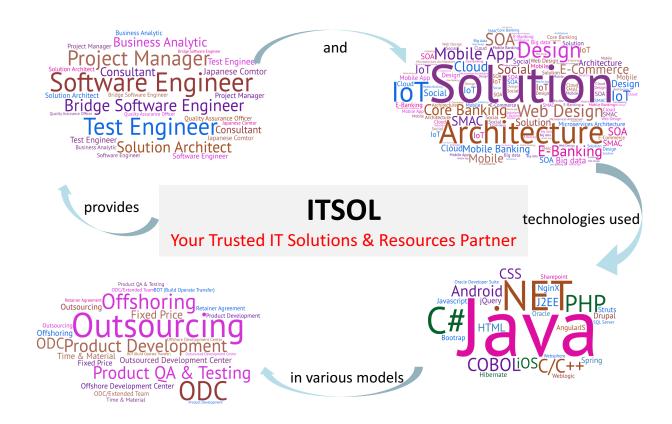






Thank you!





BOT Model



Roadmap:

Engage	Build	Operate	Transfer
• Strategic Drivers (Ram-	•Resource Ram-up	Project/process tracking	• Transition & Handover:
up, Cost, Risk,	 Startup knowledge 	 Quality control 	• People
Geography)	transfer, onsite/offshore	Reporting	Process
Mngt/Project Team	 Quality process 	Governance	Facilities
structure	Reporting	Transition Preparation	Equipment
•HR Plan			
Infrastructure/Facilities/			
Assets			
 Reporting Needs 			
Financial outlays (Start-			
up costs, Operating			
costs, Transfer costs)			
 Risk Management 			
 Contractual framework 			
for transfer of ownership			

BOT Model



Commercial:

- Startup
 - » Cost: 2 paid man months
- Operate:
 - » Duration: minimum 2 years
 - » Operating Cost:
 - Average man-month rate: \$3000
 - Structure man-month rate: Junior DEV/Tester (2800\$), Senior DEV/Tester (3500\$), Team
 Lead/PM (4200\$)
- Transfer
 - » Cost: 3 paid man months (1 paid man months discount for each operating year extended)
 - » Co-invest in the new entity (To be discussed)