

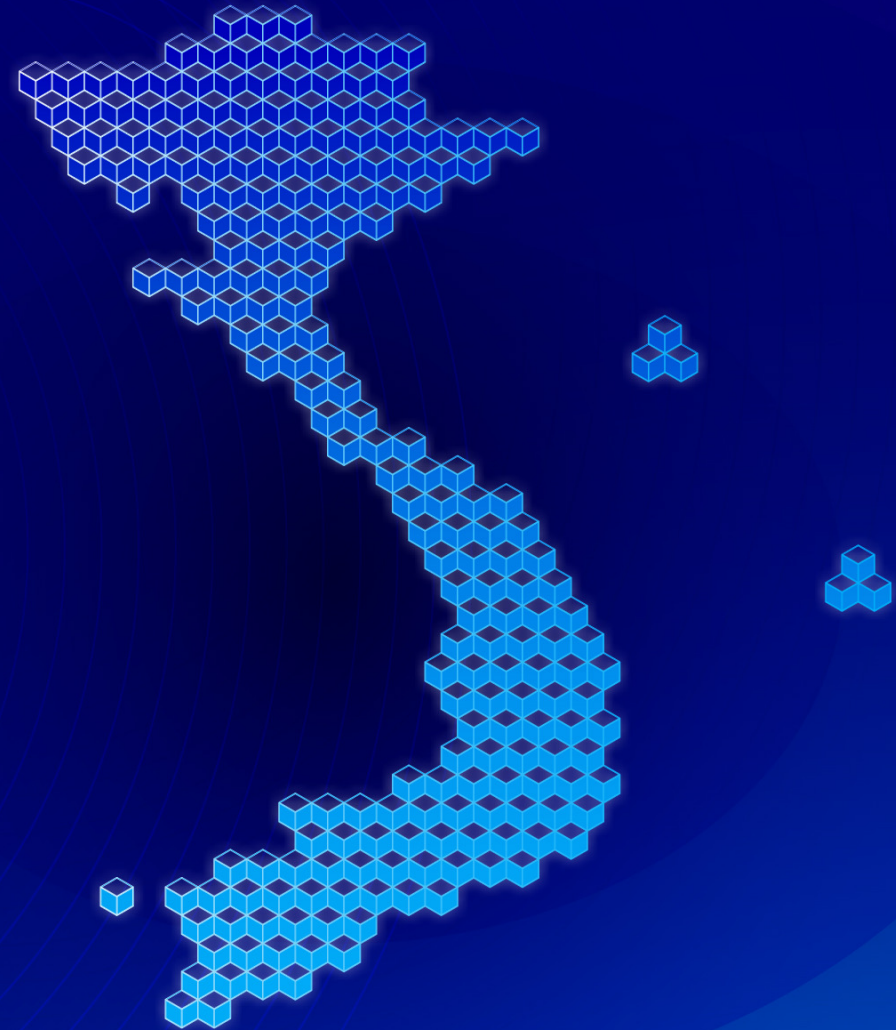


# Company Profile

Aspire to Inspire the Digital World

2023

# VIETNAM IT MARKET OVERVIEW





# WHY VIETNAM

## POLITICAL STABILITY

- Centric economical and political system.
- 60/161 most peaceful countries (2021 Global Peace Index). Thailand (140). Phillipines(130).
- #8th in the best countries to invest in according to USNews & World report (-2020)

## IT TALENT POOL

- More than 1.000.000 employees working in the field of ICT
- 400.000 IT engineers with qualified skills and experience.
- Ranked above developed economies like Korea, China, and Hongkong on OCED's top 10 countries about 15-year-old students' abilities about Maths, Science and reading comprehension. (-2018).

## ENCOURAGING POLICIES

- Taxing and investment policies which encourage foreign companies and technology corporation to grow in Vietnam.
- Particularly in 2020, Samsung said they will invest an additional \$300 million in R&D in the Hanoi, and needs 4,000 more IT employees in the near future.

## COMPETITIVE IT PROVIDERS

- Top 3 success launching technology start-ups in ASEAN
- Average 3 billion USD worth of software exported annually.
- 150.000 on-going projects at all-sized for onshore vendors from all over the globe.

# SOUTHEAST ASIA IT RESOURCE LANDSCAPE

DEVELOPERS/  
IT ENGINEERS  
IN SOFTWARE INDUSTRY  
**480,000**

IT STUDENTS  
GRADUATE ANNUALLY  
(SOFTWARE MAJOR)  
**57,000**

(\*) Based on 2019 report from MOET with estimated growth rate in annual general universities/ colleges enrollment quotas.

## HACKERRANK

**23<sup>RD</sup>**

Worldwide in Developer Skills Charts of HackerRank's Report 2016

## SKILLVALUE

**29<sup>TH</sup>**

Worldwide in Developer Skills Charts of Skillvalue's Report 2019 (The only one of SEA region in Top 30)



## SOFTWARE ENGINEER COST RANKING

LOWEST COST



HIGHEST COST



## POPULAR TECH STACKS IN VIETNAM

- JavaScript
- PHP
- .NET
- Java
- Python

## POPULAR CLOUD SERVICE

- Azure
- AWS
- Google Cloud

Vietnam has a **competitive cost** with **the largest talent pool** in the region  
Vietnamese talents are open to learn the latest and most-needed technologies in the market  
(Data, AI, Cloud, blockchain)



# ABOUT CMC CORPORATION



## Digital Infrastructure

- Data Center
- Multi-Cloud
- Internet & Data Transmission
- Managed Services
- Information Security

## Technology & Solution

- Digital Transformation
- IT Services
- System Integration
- Manufacturing
- Smart Factory
- SAP/ CRM Consulting & Implementation

## Global Business

- Traditional ITO Service
- Application Modernization
- Application Managed Service
- Data and Analytic Service
- Business Process Automation

## Research & Education

- CMC ATI: IoT/ Smart devices - Big Data - AI - Social Data - Blockchain - Cyber Security
- Education: IT, Graphic design, Business administration, Japanese, Korean
- CMC Innovation Fund (CIF) to invest in breakthrough internal & external technology projects

## Fiscal Year 2022

Revenue

**356**

(Unit: million US\$)

EBITDA

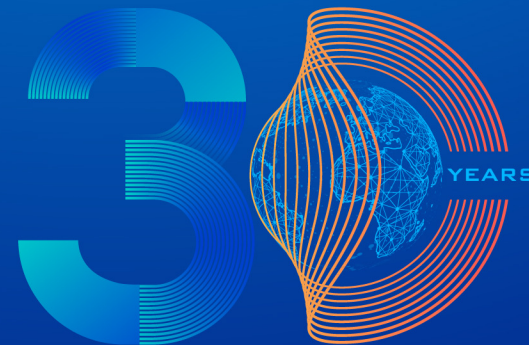
**38**

**6000<sup>+</sup>**

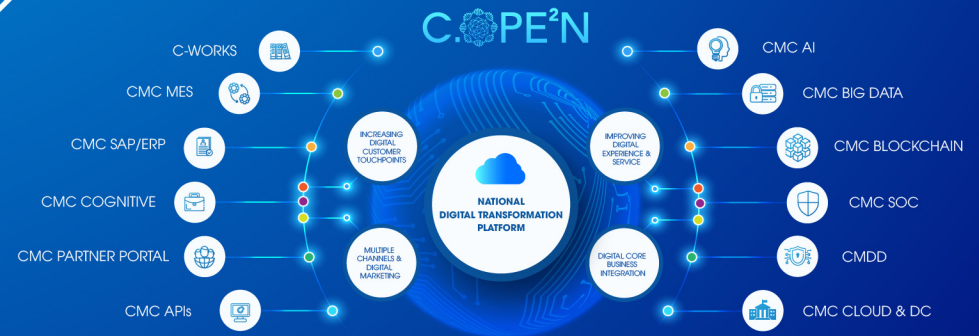
Employees



## Awards & Certificates



**INSPIRE  
THE DIGITAL HERITAGE**

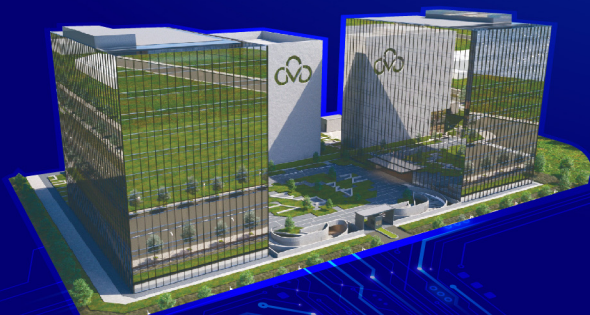


## Business Network

**30<sup>+</sup>**

## Countries

Australia, Austria, Belgium, Brunei, Cambodia, Canada, China, Denmark, Finland, France, Germany, Hong Kong, India, Italy, Japan, Korea, Kuwait, Laos, Malaysia, Netherlands, Nigeria, Norway, Russia, Singapore, Switzerland, Taiwan, Thailand, Turkey, United Kingdom, United States, Vietnam, ...



## Premier Partners



## Business Partners





# CMCGLOBAL



Year Established

**2017**



Worldwide Offices

**10+**



Talents

**3000+**



Top Vietnam ICT  
Award in recognition  
of "IT Outsourcing  
Services"



Best companies  
to work for in  
Asia 2019



CMMi  
Certificate



ISO  
9001:2015



Vietnam best place  
to work 2018-2020



ISO  
27001:2013



# GLOBAL PRESENCE

**10+**

Offices

**3000+**

Talents

**2500+**

Certified engineers

**300+**

Global clients



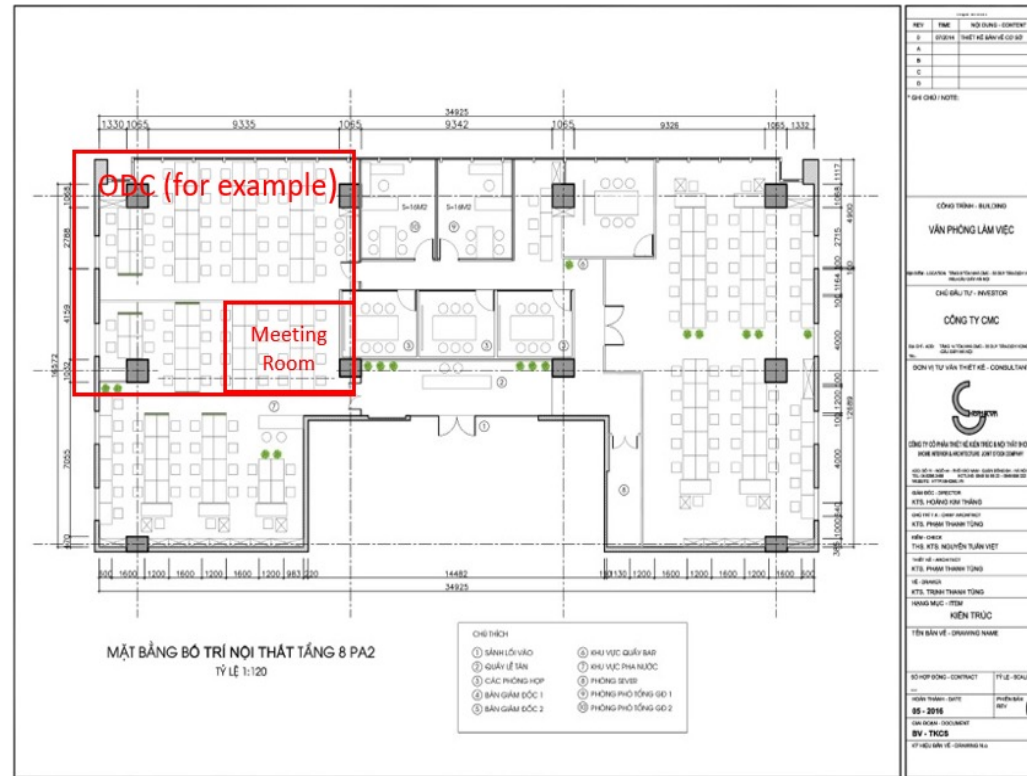
# GLOBAL DELIVERY CENTER CONCEPT

CMC Global is a **one-stop-shop IT services provider to global companies** when we help them to build a dedicated software engineering teams which is:

- Diverse: full stack teams
- At scale: up to 100 engineers or more
- Globally: 5-10% onsite

Our **Global Delivery Center** offers cost-effective and agile IT resource solutions to help organizations achieve accelerated growth in the digital world.

We improve your business with **powerful and global-standard digital solutions**, ranging from development and maintenance of business software, web and application to legacy migration and testing services.



### Separate and Secure Space

- Locate in CMC building
- Private meeting room with video conference
- CCTV, Biometric lock

### Standardized Working Station

- PC and Laptop with antivirus and required software
- USB port disable.

## Secured Network

- VPN over Internet, Leased Line, etc.
- Private network

### Administrative Procedures Assistance

- IT
- Administration
- HR

Note: This is just for reference. The actual Working Environment will be based on the actual demand of Client.

# CMC GLOBAL SERVICES

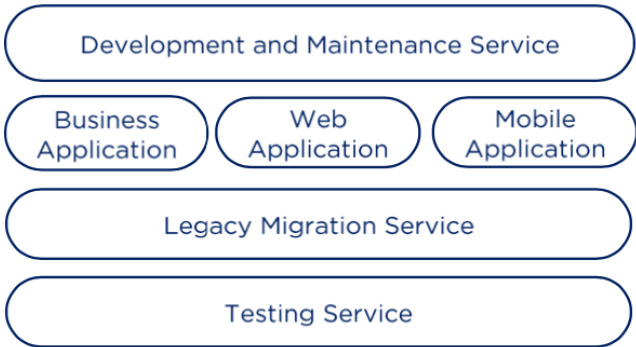
## Enterprise Platform Services

At CMC Global, we have expertise in enterprise platforms and have experienced in supporting clients as the technology arm to integrate to enterprise core platforms



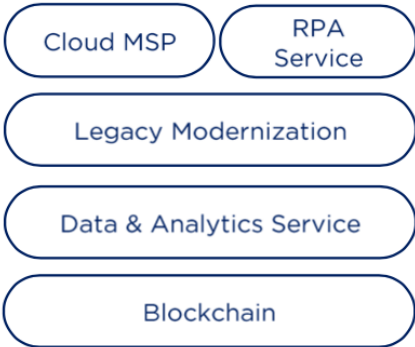
## Digital Services

We improve your business with powerful and global-standard digital solutions, ranging from development and maintenance of business software, web and application to legacy migration and testing services.



## Digital Transformation Services

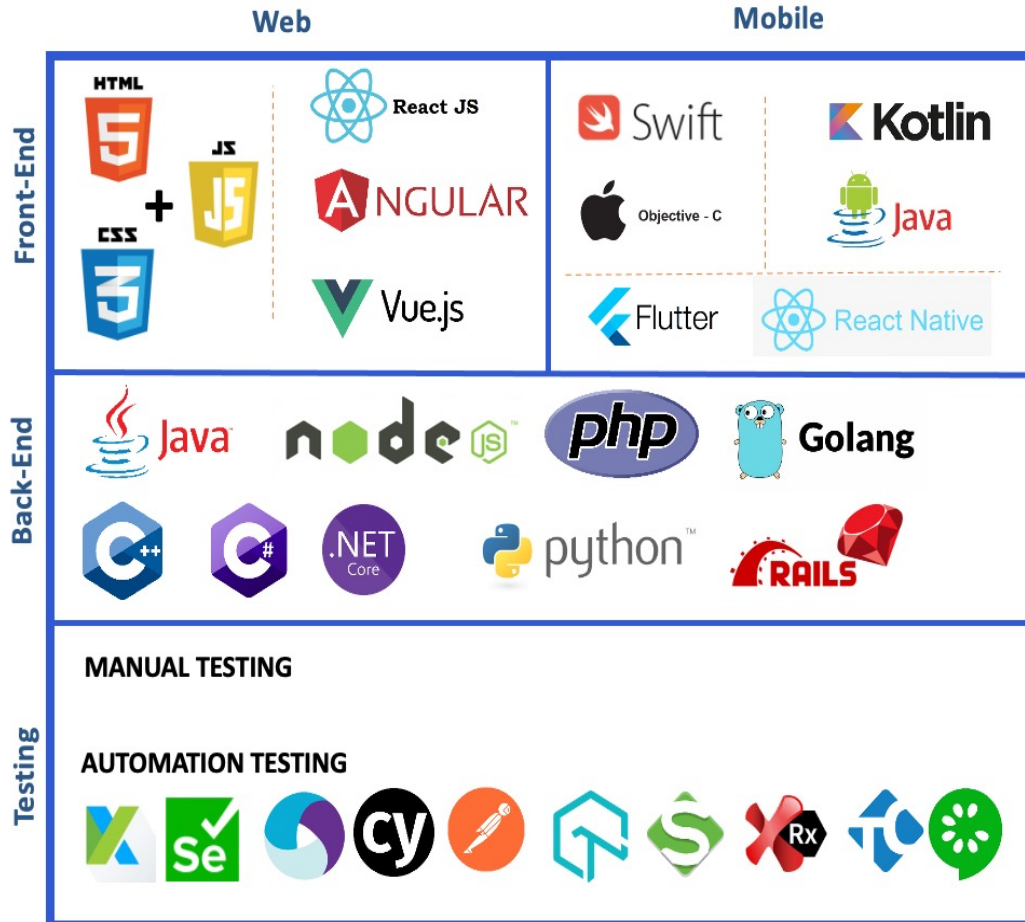
At CMC Global, we blend industry knowledge, technology know-how and excellent process in Cloud, MSP, RPA, Legacy Modernization and Data & Analytics services to create real added-value for our customer



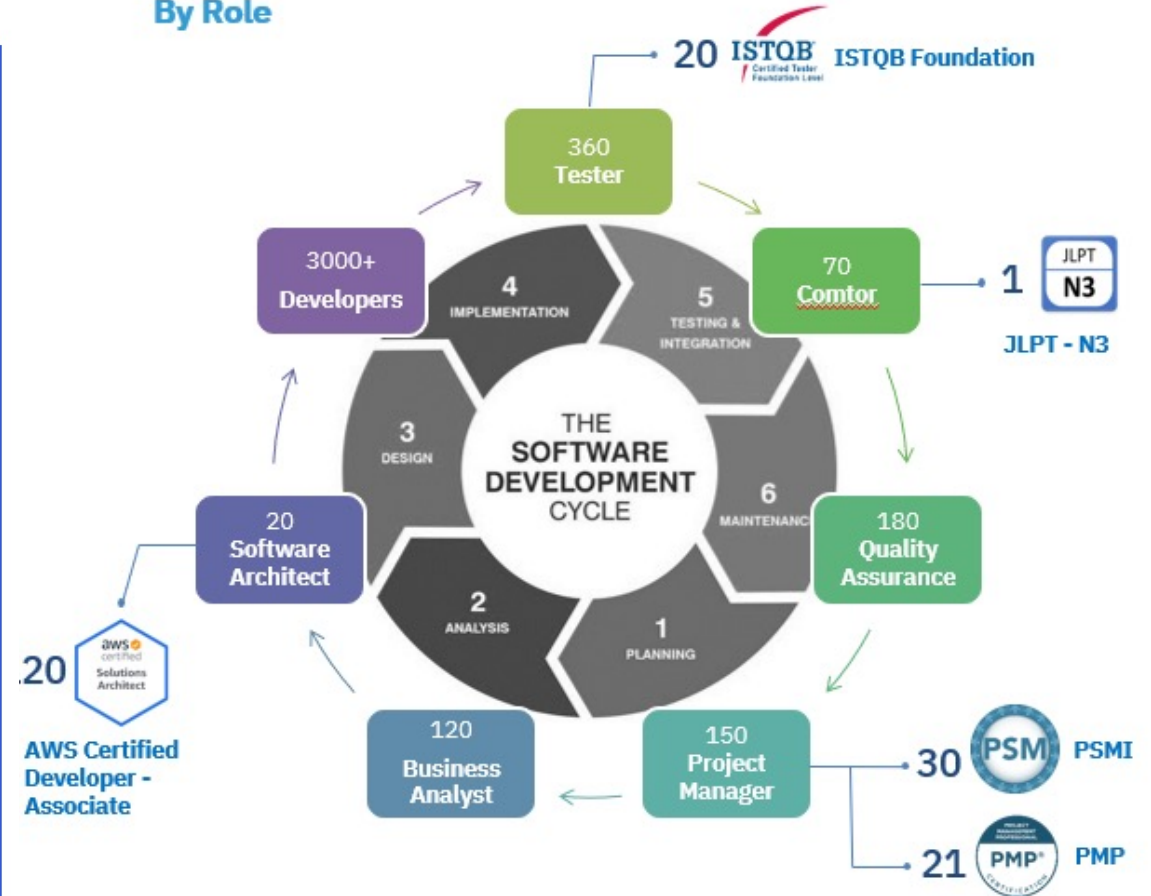


# TECHNICAL CAPABILITY

## World-class Software Engineering



## By Role



# DX CAPABILITY

## Cloud Professional Services

### Cloud Migration

- RDMS migration including MS SQL Server, Oracle, MySQL/MariaDB, PostgreSQL...
- No-SQL databases migrations
- Monolithic systems migration
- Microservices systems migration
- Refactor and optimize before landing on the cloud (if needed or requested)
- Linux and Windows-based system migrations

### Cloud App Modernization

- Re-platform and refactoring code to modernize the application system by leveraging the PaaS, serverless managed services.
- Convert some parts or the entire system to use the PaaS & Serverless services, e.g. AWS Beanstalk, GCP App Engine, Azure Web apps....
- Leverage Cloud-based DevOps to rapidly and secure the development and deployment processes.



PUBLIC CLOUD SERVICES

### Microsoft Power Platform



### OutSystems Platform



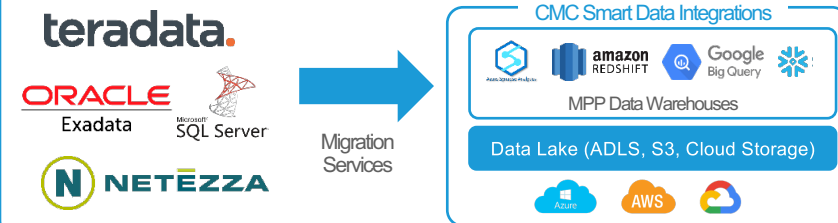
Low-code Services



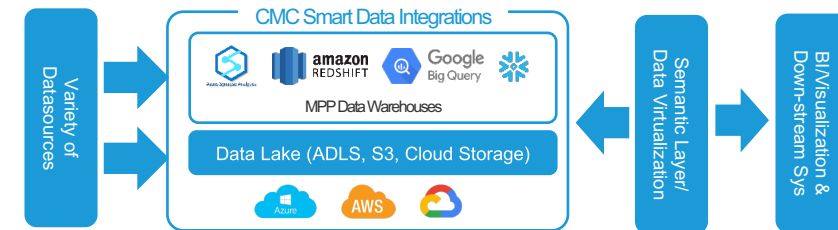
RPA SERVICES

## Data & Analytics Services

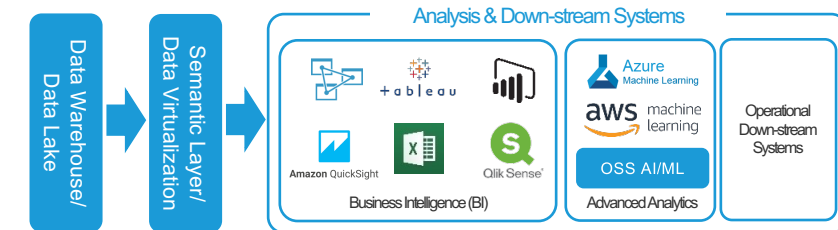
### Enterprise Data Platform Migration Services



### Data Integrations & Modern Data Warehouse Development Services



### Business Intelligence, Visualization & Advanced Analytics



ENTERPRISE DATA PLATFORM DEVELOPMENT PROFESSIONAL SERVICES

# OUR VALUE PROPOSITIONS



Certified engineer

Microsoft Azure Certified






AUTOMATION ANYWHERE

aws training and certification







Having a well-managed development environment makes everything run smoothly.

sonarqube Jenkins Jira SUBVERSION GitLab CMMI level 3




Being present, visible and engaged with everyone in the project is our top priority.

  slack   

The quality and security of services are 100% guaranteed by following stringent global standards.

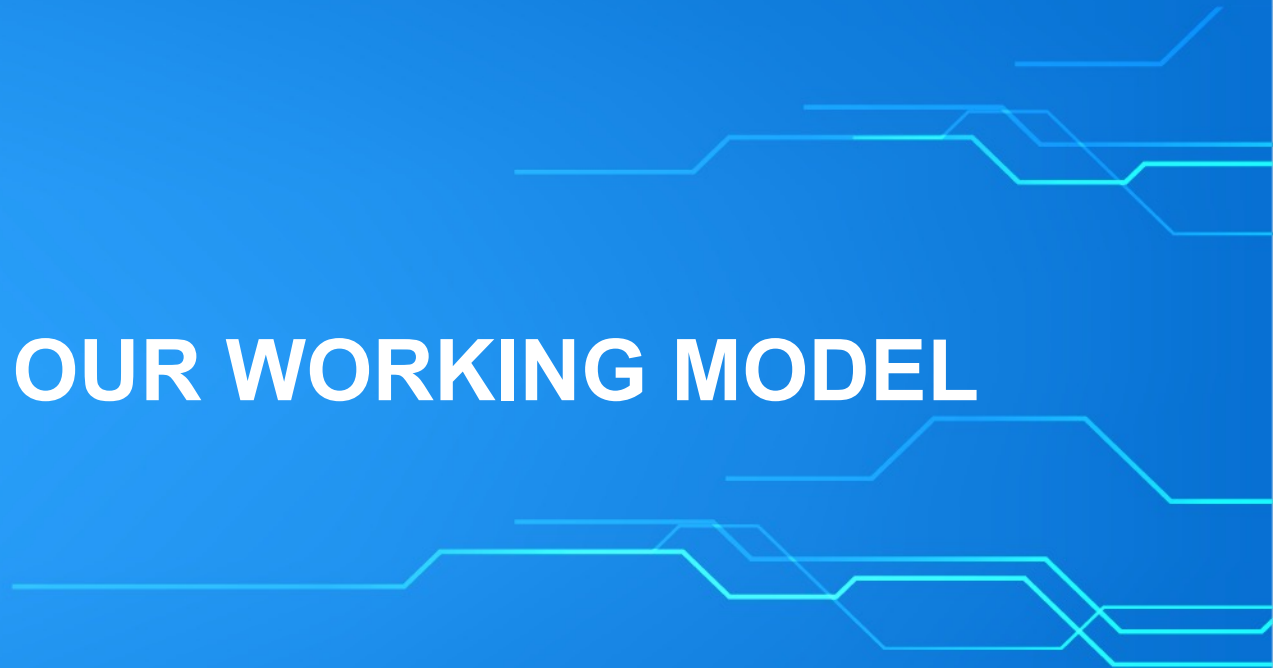
International standard infrastructure is fully equipped with security systems and smart conference rooms.





## OUR WORKING MODEL



# HOW TO COLLABORATION WITH US – WORKING MODEL

## PROJECT BASED



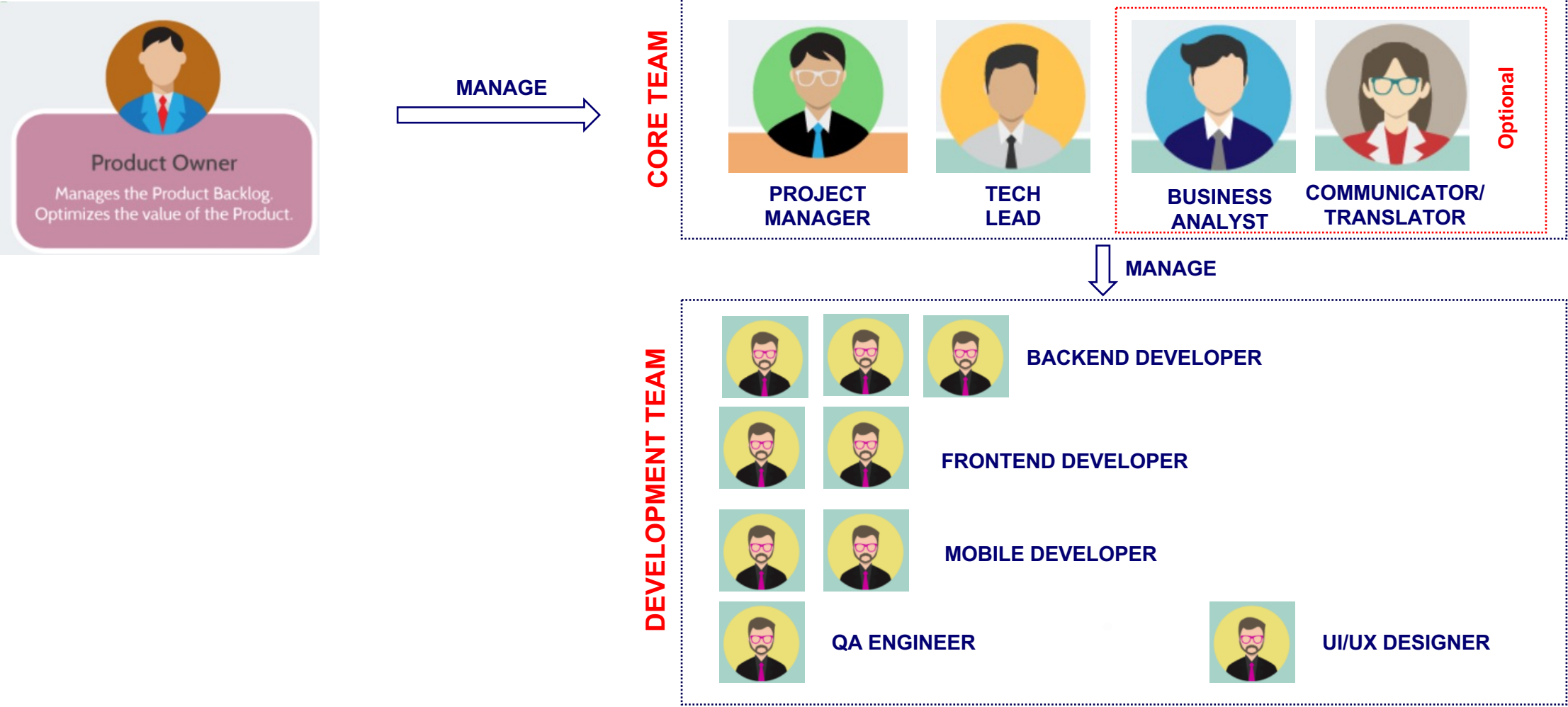
## HYBRID



## STAFF AUGMENTATION



# HOW TO COLLABORATION WITH US – HYBRID MODEL

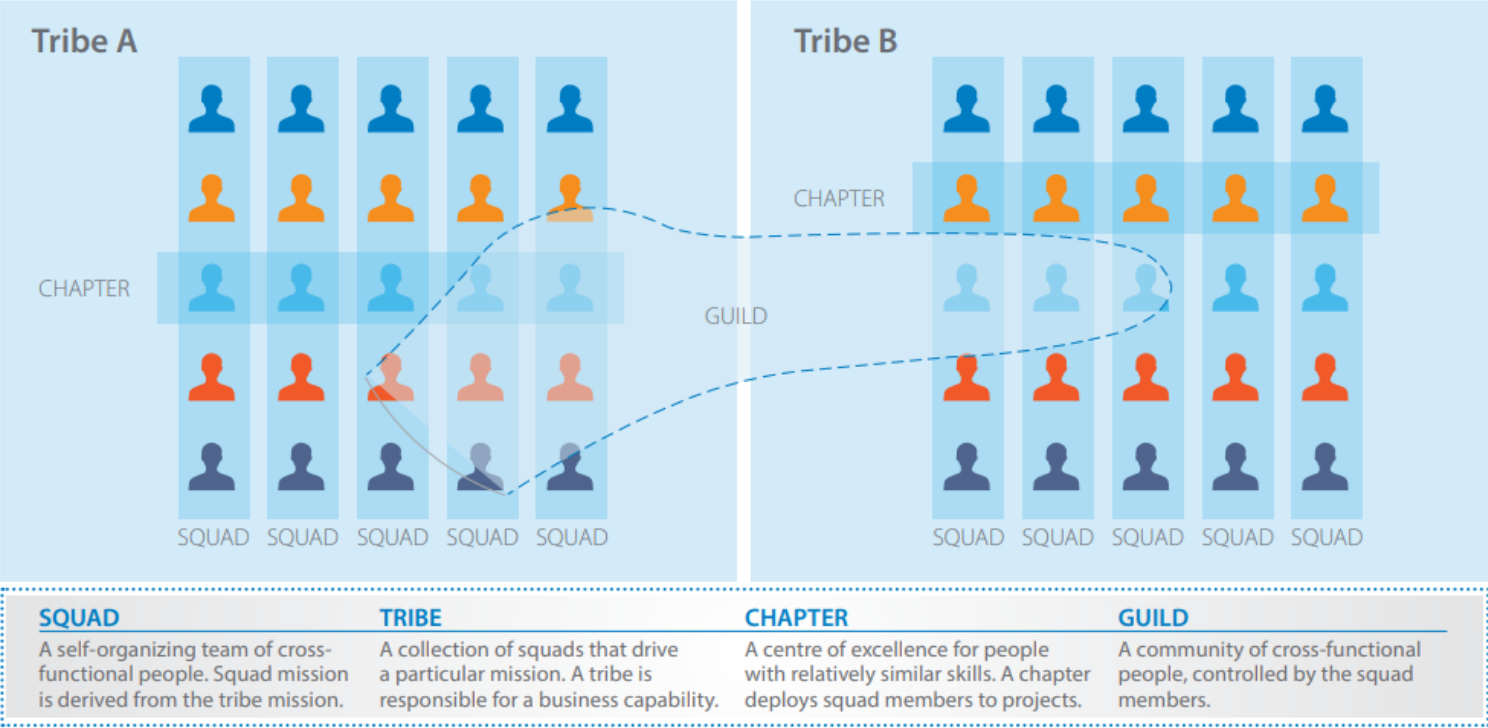




# DELIVERY MODEL & METHODOLOGY

We apply **squad practices** from Spotify.

The Spotify Model in its Nascent Stage



Source: Spotify

# THANK YOU

Aspire to Inspire  
The Digital World

## HANOI (HEAD QUARTER)

7 – 10F, CMC Tower, 11 Duy Tan Street,  
Dich Vong Hau Ward, Cau Giay District

## DANANG

8F, Thanh Loi II Tower, 1 Le Dinh Ly Street,  
Vinh Trung Ward, Thanh Khe District

## HO CHI MINH CITY

CMC Creative Space, Street 19,  
Tan Thuan Export Processing Zone,  
Tan Tuan Dong Ward, District 7

## YOKOHAMA, JAPAN

Ocean Gate Building 8F, 3 Chome-7-1,  
Minatomirai, Nishi-ku

## OSAKA, JAPAN

530—002 Osaka, Osaka City, Kita district,  
Sonezakishinchi 1-13-22 Midousuji Frontier Bld 5F

## SINGAPORE

1 Wallich Street, #14-01 Guoco Tower,  
Singapore (078881)



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