

## INVITATION

### To Be a Member of Vietnam IT Outsourcing Alliance (VNITO Alliance)

**Dear Sirs/ Madams,**

In the recent years, Vietnam IT industry, especially in the segments of Information Technology Outsourcing (ITO) and Business Process Outsourcing (BPO), has significantly developed. A report by Gartner in February 2016, “Evaluate Offshore/ Nearshore Countries for Outsourcing, Shared service and Captives in Asia/ Pacific, 2016”, says Vietnam is one of 6 primary locations for global delivery country destinations in APAC region. As stressed on in a report by Tholons in 2015, Ho Chi Minh City (ranked No. 18) and Hanoi (ranked No. 20) were listed in Top-100 leading ITO destinations in the world. Also, according to the latest report by Cushman & Wakefield (C&W) in 2015, Vietnam ranked No. 1 among the attractive destinations for BPO services worldwide for the first time.

Despite these impressive achievements, the scale of ITO/BPO in Vietnam is still moderate. Vietnam ITO/BPO brand promotion has not been systematically and globally promoted. Many Vietnam ITO/BPO companies are still struggling to approach new markets and new customers. In order to promote Vietnam as an attractive destination for ITO/BPO, while expanding the search range for potential clients and partners for ITO/BPO enterprises, in October 2015, **Vietnam Information Technology Outsourcing Conference 2015 - VNITO 2015**, the biggest bi-annual conference in ITO/BPO in Vietnam, was organized in Ho Chi Minh City and its success went beyond expectations of the Organizing Committee and more than 300 local and international delegates at the conference (read more at [www.vnito.org](http://www.vnito.org)).

Moving forward, to promote and develop Vietnam ITO/BPO sector, gather Vietnam software outsourcing enterprises, create an effective bridge between the ITO/BPO community and the government, the VNITO 2015 Organizing Committee and the Software Outsourcing Club (SOC) have decided to merge and establish the new body “Vietnam Information Technology Outsourcing Alliance”, short form as “VNITO Alliance”.

VNITO Alliance is being operated in terms of voluntary basis via a Board of Directors (BOD), a President, and other members of the participating enterprises. The President elected for the first tenure (2016 – 2017) is Mr. Lam Nguyen Hai Long, CEO of Quang Trung Software City (QTSC). The BOD currently includes 12 leaders from QTSC, Ho Chi Minh City Computer Association (HCA), TMA Solutions, Global Cybersoft Vietnam, Harvey Nash Vietnam, LogiGear Vietnam, LARION Computing, IMT Solutions, ISB Vietnam, Kyanon Digital, Sunrise Software Solutions, Success Software Services. The VNITO Alliance is hoping reach to 200 ITO/BPO enterprise members by the end of 2016.

With the aim to build up a strong, cohesive and supportive alliance as well as to offer more benefits for not only the participating members, but also for Vietnam ITO/BPO as a whole, the BOD of VNITO Alliance does hereby sincerely invite all ITO/BPO companies to participate in the alliance, with the detailed information as follows:

- Participants: Enterprises operating in the field of or related to ITO/BPO
- Main activities of VNITO Alliance include:
  - Advertising & promoting ITO/BPO sector in Vietnam and abroad
  - Sharing knowledge through seminars/workshops, tech talks, and training courses
  - Develop, connect, and collaborate ITO/BPO community
  - Build and maintain good rapport with Vietnam government and international organizations
- Annual fee: no fee
- Benefits:
  - To be published and updated (of your company information) on the biggest Vietnam ITO/BPO Directory [www.vietnamitodirectory.com](http://www.vietnamitodirectory.com)
  - To be promoted in all VNITO alliance channels
  - To be informed and invited in all activities organized by VNITO Alliance

In 2016, VNITO is organizing promotion tours to the U.S., Japan and other markets such as New Zealand, Singapore and Europe. The Alliance also organizes several periodic workshops to build up Vietnam ITO community. VNITO Alliance is planned to become the No.#1 choice for the global partners who are in search of software outsourcing offshore/nearshore services.

For signing-up, please contact Ms. Nga Nguyen via the email: [contact@vnito.org](mailto:contact@vnito.org), HP 098703638.

\* Attached [here](#) with is the registration form. Please kindly provide your company's information in full and in most accuracy as it will be uploaded on our directory [www.vietnamitodirectory.com](http://www.vietnamitodirectory.com)

Sincerely Yours,

On behalf of VNITO Alliance

President



Lam Nguyen Hai Long

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**Contact/Information Channels of VNITO Alliance:**

- Website: <http://www.vnito.org>
- Facebook: <https://www.facebook.com/VNITOAlliance>
- Vietnam ITO Directory: <http://www.vietnamitodirectory.com>,
- Email: [contact@vnito.org](mailto:contact@vnito.org)

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**VNITO Office**

SBI Building, Quang Trung Software City, Tan Chanh Hiep Ward, District 12, Ho Chi Minh City, Vietnam  
[www.vnito.org](http://www.vnito.org)