



FPT Software Quy Nhon

INTRODUCTION

Vu Van Dong

FPT Software Quy Nhon

Panorama of FPT university and AI research center in Quy Nhon - Vietnam.



- Founded: **2019**
- Number of employees: 600
- Development target: 2000 employees by 2025
- **To become AI-Data Valley of Vietnam & Asia**

Why Quy Nhon?

- City of Science and Education
- One of three math centers in Vietnam



40 hectare AI Complex in construction

People's Committee Chairman of Binh Dinh province (left) handed investment approval decision to Mr. Truong Gia Binh – FPT Chairman for the construction project of 40 hectare FPT AI Complex in Quy Nhon city



The destination of the world's elite scientists:

- “Rencontres du Vietnam” (Meet Vietnam) attracted 10,000 scientists from >40 countries since 2013, including 18 Nobel Laureates visited Quy Nhon
- International Conferences on Math/Physic/IT: The Vietnam-USA Joint Math. Meeting (2019); The VN-Japan Joint Math. Meeting (2018); International Conference on Optimization (2016)

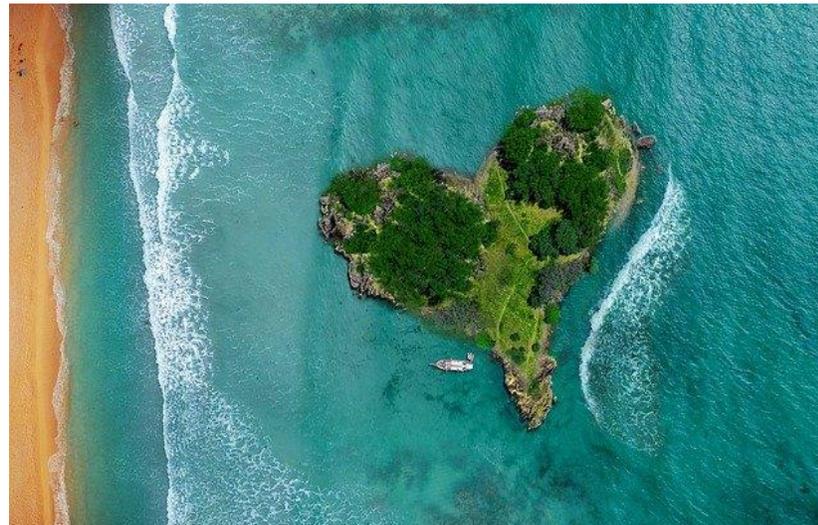
A Scientific Urban Area:

- The International Center for Interdisciplinary Science and Education (ICISE)
- Quy Hoa Science Valley

Why Quy Nhon?

One of the most beautiful coastal cities in the world

- Beautiful nature and historic area
- Most popular destinations for Vietnamese tourists (Agoda)
- Top 10 of Asia's best beaches (Forbes)
- An international airport and one of 3 deep - harbor of Vietnam.
- 6th Largest-bandwidth from JP to Quy Nhon.



FPT Software Quy Nhon Campus



QUY NHON

FQN Campus:

- Global Training Campus
- AI Valley – FPT City

Area

170,000 m²
110,000 m²

Training Campus

10,000 employees
11,000 trainees/year

Employee:

Present: 600 HR
OKR 2025: 2,000 HR



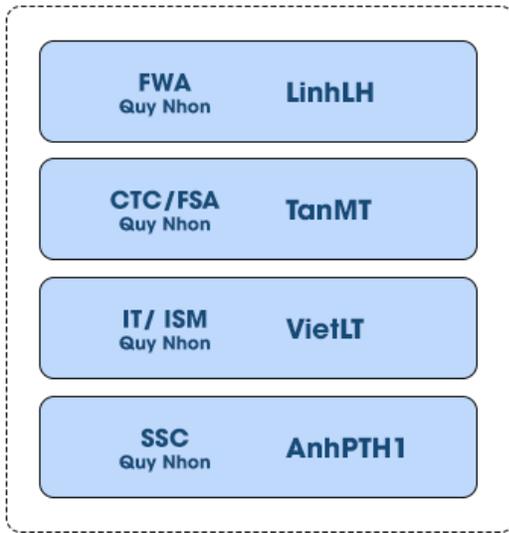
FPT Software Quy Nhon – Organization



Delivery



Operation & Services



FSOFT QUY NHON

- FHM QAI:** AI/Data Competency. Focus build competency, become to top 1 about AI/Data Competency in VietNam
- FHM Q9:** Mass Unit in Quy Nhon. In 2023, FHM Q9 focus main 2 market: **Japan & Korea** with nearly 100 employees.
- GST Q7:** Global Smart Technologies. Currently, Q7 have nearly 100 employees focusing on two main markets: **Japan and Korea**
- FI GVS:** Global Visualization Services. FPT has more than 10 years of experience in the Japan market to help clients implement high-quality, multi-channel marketing quickly at the affordable cost.
- SCM Quy Nhon:** Supply Chain Management, Global Smart Manufacturing. have nearly 100 employees 2023.



SERVICE AND OFFERING PORTFOLIO

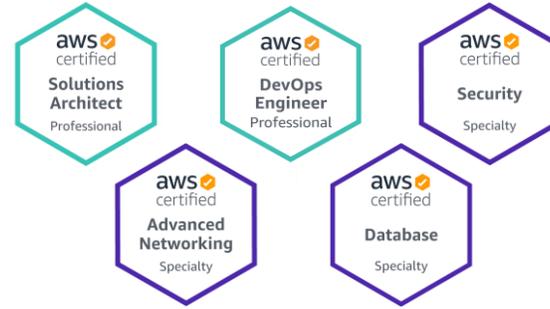


SERVICE AND OFFERING
Resources & Certificates



14

Associate Level Certificates



8

Expert Level Certificates



112

Associate Level Certificates



12

Expert Level Certificates

30+
Projects

350+
Engineers

90+
AI / DATA Engineers



FHM QAI

ChienVH1 – HaiNP7

FPT AI University Quy Nhon city -
Binh Dinh province - The first
university to specialize in AI

University Facilities



RnD

Collaboration with MILA to
become **ASIA Pacific's largest**
academic research lab specialized
in Deep Learning



Solutions & Services

Unleash the power of AI-data with our
comprehensive suite of high-performing
solutions. We **optimize** business processes,
unlock hidden insights, **empower** your
workforce, and fuel innovation.

OUR MISSION

Applying advanced technology to
improve the quality of life of people



OUR VISION

Top 5 AI-Data Valley of
ASIA by 2030

OUR CAPABILITIES

Benefit to customer

Reduce operation cost

- Centralize data, optimize costs, fuel efficiency
- Future-proof your platform, embrace new possibilities
- Migrate to agility, fuel innovation, gain the edge

Make decision better and faster

Descriptive: What is happening?
Diagnostic analytics: Why did it happen?
Predictive analytics: What is likely to happen?
Prescriptive analytics: What should I do about it?

Human-error reduction & productivity improvement

Integrating "**Simple, Effective, Time-saving, Adaptable**" AI solution to FPT's Products/Packages Exchange business benefits from AI development and pilot operation to improve **reliability** Product continuous improvement with Agile

Service offering

DX Data Engineering



Data Consultant Services



Build Data Platform



Data Migration



Data Platform Operation

AI/ML & Data Analytics



Data Cleansing & Augmentation



KPI Reporting



Trend Analytics



Advanced Analytics

IA - Intelligent Automation



IA Consulting Services



AI-powered Products as Service



IA Package Development (AI, RPA, Software)



IA Operation and Maintenance

1000+ (QAI: 300+)
AI/Data Professionals

200+ (QAI: 100+)
AI/Data Project

20+ AI Products/Packages
Solutions



Partnerships



OUR PRODUCTS, SOLUTIONS AND CUSTOMERS



An intelligent solution use AI/ML to solve paper problems and process documents.



A Video Analytic Platform - Transform video data into actionable intelligence



Smart control of time and work to increase individual productivity.

CUS360

Enterprise customer information crawling & ranking system

F_GPT Solution

Virtual Assistant Chatbot, VoiceBot, Knowledge management & mining



TOYOTA



mazda



SEINO



FAST RETAILING



Funai Soken





FHM Q9

NguyenBT1 - QuangNCN

INTRODUCTION

<ul style="list-style-type: none"> • Founding 	<ul style="list-style-type: none"> • 2023
<ul style="list-style-type: none"> • Employee 	<ul style="list-style-type: none"> • About ~100
<ul style="list-style-type: none"> • Key Customer 	<ul style="list-style-type: none"> • NTA, DATA-X, HEIAN, TPCS
<ul style="list-style-type: none"> • Our department unit was established in early 2023 with the main mission of being a MASS unit in Quy Nhon. Currently, our main market is the Japanese market. 	

INTRODUCTION

Azure
30

aws
11

Google Cloud
02

PMP PMI-ACP
PMP-ACP
07

Vue.js
35

ReactJS
35

AngularJS
20

Japanese [N1-2-3]
11

Java
25

Microsoft
.NET
45

NTA | Nippon Travel Agency

Customer Overview



Travel

3632 employees (2022)

Japan

1.4 Billion (USD) (2022)

Business Overview

- As a web application for internal customers, working with two main roles, operation and sale, to create products to sell to agents.
- The customer has two old systems, FIT and Unity. The system helps customers merge two old systems and migrate to Azure towards automation to reduce manpower and operating costs.

2-Years Contract Value **\$2M+**

Team Size **105+**

Services

- Full-life-cycle services: Requirement analysis & design, code, test, deploy, go live support and maintenance
- Hypercare phase.

Our Solution

Application Services:

Application Development, Maintenance, Application Management and Complete Life Cycle Services is provided and includes: Business Analyst & Design, Development; Integration, Documentation & Training

Migration

Migrate systems from old system into Azure Cloud.

Testing

Functional, Integration, End to End testing, Performance, Load and Stress Testing

Benefit & Values

- Reduced operating costs for two legacy systems when merged into one and migrated to Azure.
- It's easier to integrate with a third party than manually integrating two old systems.

Case Studies - DataX

Customer Overview

dataX



Digital Marketing



250 - 500 employees
(2022)



Japan



100M (USD) (2022)

Business Overview

- Customer is providing a Marketing Automation solution which contains ~20 applications that need to be maintained and developed new features.
- Customer needs to maintain and enhance their KPI management system to reach optimal functionality with many new items.



Contract Value
\$600K+ (2023)



Team Size
30+

Services

- Requirement analysis & design, code, test, deploy, and maintenance

Our Solution

Application Services:

Application Development, Maintenance, Application Management and Complete Life Cycle Services is provided and includes: Business Analyst & Design, Development, Integration, Documentation & Training.

Testing

Functional, Integration, End to End testing.

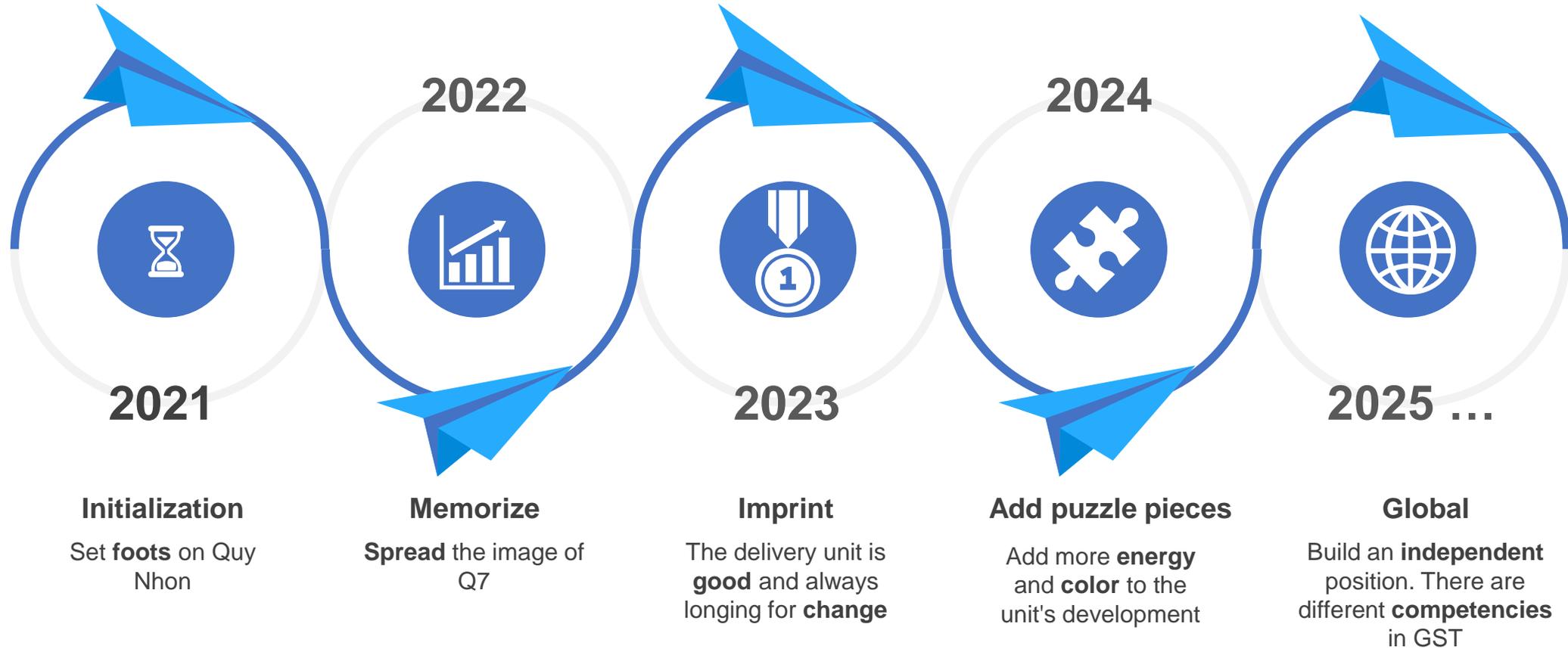
Benefit & Values

- Shorten time to market for new features.
- Stabilize existing system through improvements and bug fixing.



GST Q7

PhongLT1



Currently, we have nearly **100** employees focusing on two main markets: **Japan** and **Korea**



We accompany our customers in the digital transformation journey by leveraging the advantages of smart devices & latest technologies.

1. Mobile Apps & Game Development

Deliver high-quality applications by leveraging 13 years of experience in Mobile Apps & Game

UI/UX Design Services

Native Development

Cross-platform

Development

Hybrid/Web

Development

Manufacturing | BF&I |
Logistic & Transportation | Retail |
Aviation | Media & Entertainment

2. Smart Devices Ecosystem

Accompany device manufacturers in developing built-in applications as well as significant ecosystems

Smart TVs

Smart POS

Smart Printers

Smart Cameras

Smart Appliances

and more

Manufacturing | Healthcare |
Logistic & Transportation |
Media & Entertainment

3. Smart Platform Transformation

Providing comprehensive solutions to transform legacy platforms to smart platform

Handy Devices Transformation

Store POS Transformation

Payment POS Transformation

Digitize with Mobile Devices

and more

Manufacturing | Retail |
Logistic & Transportation |
Media & Entertainment

4. Payment Platform Development

Accompany payment solution providers to develop, deploy, and integrate other systems

POS Payment

Payment Gateway

Payment Cards

E-wallet

Payment Integration

and more

Retail | BF&I |
Logistic & Transportation

5. Mobility Digital Experience

Accompany manufacturing and transportation companies in developing connectivity systems

Connected Vehicles

Navigation

Digital Keys

Ride Sharing

Telematics

and more

Automotive | Manufacturing |
Logistics & Transportation



Customer overview



It is a leading provider of information technology services, including consulting, system integration, network integration, business process outsourcing, and information technology outsourcing:

- AI/Big data
- Cloud
- Web3
- DX solution
- DX in finance
- Smart city
- Smart factory ...



Business Overview

There are many small projects:

- Develop web app for document management
- Convert documents into pdf, image... into word, ppt
- Develop iOS and Android applications

 2-Years Contract Value
\$0.7M+

 Team Size
23+

Services

- Requirement analysis & design, code, test, deploy, go live support

Our Solution

Application Services:

- Learn and integrate guest libraries
- Use SASE to test and integrate on customer environments due to network limitations and sim/card conditions

Testing

Functional, Integration, End to End testing, Performance, Load and Stress Testing

Benefit & Values

- Team develops with good productivity and quality. Help customers save costs
- Help customers successfully test the mobile outsourcing model abroad when limited in network and sim/card
- Create many opportunities to access the mobile segment for Korean customers



Customer overview



The company was established in 2009, with services related to security for:

- Cars
- Ships
- Cameras
- Electrical systems
- Smart cities...

Solution of Penta:

- Access Control System
- AI Security Assistant
- CCTV Solutions
- Gate Automations
- PA Systems



Business Overview

- Currently, Penta is cooperating very well with the Korean government to receive security projects. And will hire FPT to be the POC for these projects.
- Simulate security system for cars
- Simulate data and AI problems, block change
- Test the model on mobile ...

 2-Years Contract Value
\$0.8M+

 Team Size
10+

Services

- Full-life-cycle services: Requirement analysis & design, code, test, deploy, go live support

Our Solution

Resource:

Because the nature of the project is very short. About 1 project per month. Skills are always changing, so we have to approach top students from universities who are interested in research to do this project.

Learning and researching quickly are important factors for this project

Benefit & Values

- Helps customers test the feasibility of projects
- Helps customers quickly demo with their customers



Customer overview



Ginger is a cloud service that supports efficiency in HR-related operations such as **personnel labor, attendance management, payroll calculation, workflow, and expense settlement.** By consolidating all data related to human resources and labor in Ginger and managing it in "one database," we reduce the effort required to register and change information in each system.

Business Overview

- Develop and integrate human resource management functions such as Team management, Evaluate members, List of talent members ...
- Build web view for users, admins and integrate with 3rd party services

 2-Years Contract Value
\$2M+

 Team Size
50+

Services

- Full-life-cycle services: Requirement analysis & design, code, test, deploy, go live support and maintenance

Our Solution

Application Services:

Divided into 3 development teams:

- Talent: Focus development functions for user
- API: Focus public api for other services
- Admin: Focus development function for admin

Testing

Functional, Integration, End to End testing, Performance, Load & Stress Testing, Security testing

Benefit & Values

- Discuss and come up with ideas for product development with customers. Conduct continuous demos to help customers access the product early to save costs
- The products produced are of good quality and help customers sell products to many partners.





FI GVS

TungDV

Overview of Global Visualization Services

FPT has more than 10 years of experience in the Japan market to help clients implement high-quality, multi-channel marketing quickly at the affordable cost.

Digital Contents

DTP

- Flyers, magazines, catalogs
- POSM :Point of sale material

Video Production

- Separation of objects & backgrounds
- Editing colors, audio, subtitles
- Editing videos

E-book

- Online catalogs, flyers, magazines etc.

Landing pages, web

- Web Content
- UI Design (Web&Application)
- HTML Content Creation

3D Services

3D Modeling & Animation

- 3DCG creation
- Multi-industry 3D creation

CAD/CAE

- Create models from CAD drawings
- Structural calculation of buildings
- Rendering

BIM

- Creation of models and 2D drawings from CAD data

AR/VR/Digital Twins

- Creation of AR applications for WebAR
- VR simulation

Merit



- Set up a working environment similar to client.
- Develop automated tools to improve quality and reduce costs.
- Available 24/7/365.
- More than 300 resources with highly skilled technicians.
- Quickly set up team and able to handle occasional cases.
- High security.

Skills





Experience

- 3D Techniques – Advanced & Senior Level
- Rich in know-how and various domains of services, make a different with big ideas and global support.



Price

- Understand the needs and desires of customers to provide the most accurate solution and optimize costs for each customer.



Flexibility

- We are a team of problem solvers.
- Flexible respond time for each URGENT package.



Technology

- Apply technology in project operation
- Develop automated tools to improve quality and reduce costs.



Resources

- Quickly set up team and able to handle urgent cases.
- Available scale 100-300 3D highly-technical resources.

Overview of Global Visualization Services

FPT has more than 10 years of experience in the Japan market to help clients implement high-quality, multi-channel marketing quickly at the affordable cost.

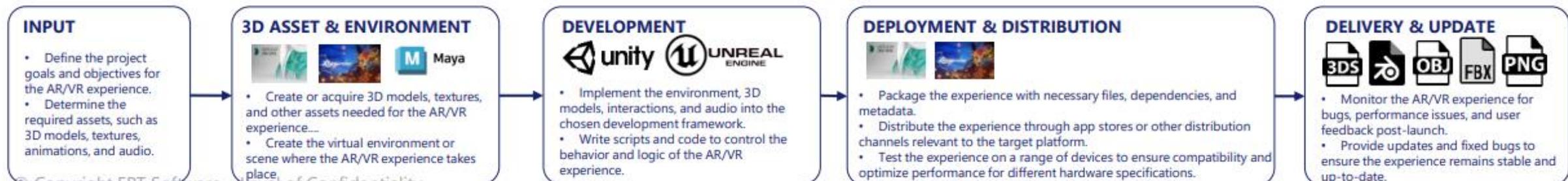
Video Workflow



3D Workflow



AR/VR Workflow



3D Modeling - Asset for AR/VR



❖ Project Overview

- End-user: The leading E-commerce Corporation in the US.
- Project objective: Create 3D model asset with AR/VR standards.
- Duration: yearly.
- Volume: up to 28,000 models/year.
- Software: 3DsMax, Substance Painter, Photoshop, Blender...

❖ Scope of work:

- Convert image data into a 3D model for AR/VR.
- Modeling specifications: Triangular polygons, polygon limit of 200,000 or less. Create 4K textures for PBR.
- Deliverables are stored on the portal site for verification and inspection.

❖ Achievement:

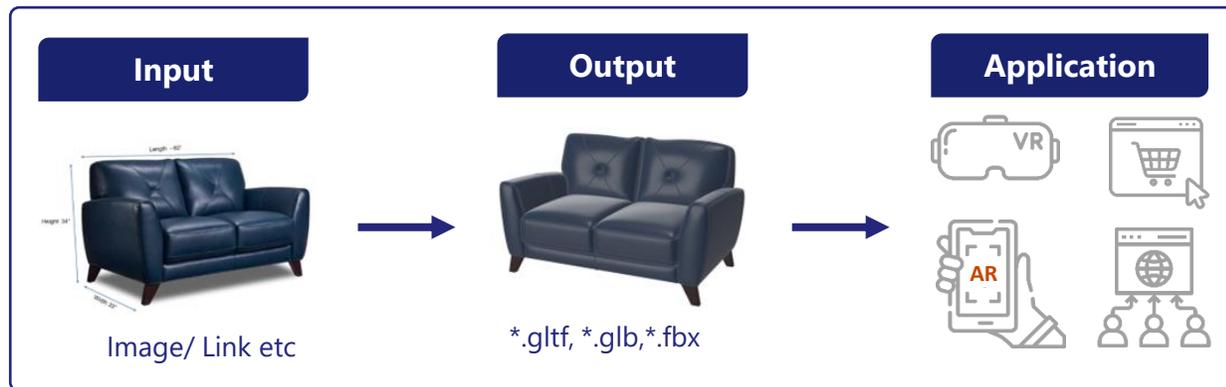
- 100% achieved SLA and of which more than 50% exceeded the committed SLA.
- First Time Approval rate (Approve at the first delivery) increased from 85% to 94%.
- Discount from 5-15% according to volume order levels.
- Provide 100% quality models according to customer requirements.
- Propose to customers processes and acceptance criteria for product categories that are complex and have insufficient related documents yet.



Da Nang

Quy Nhon

250+ pers

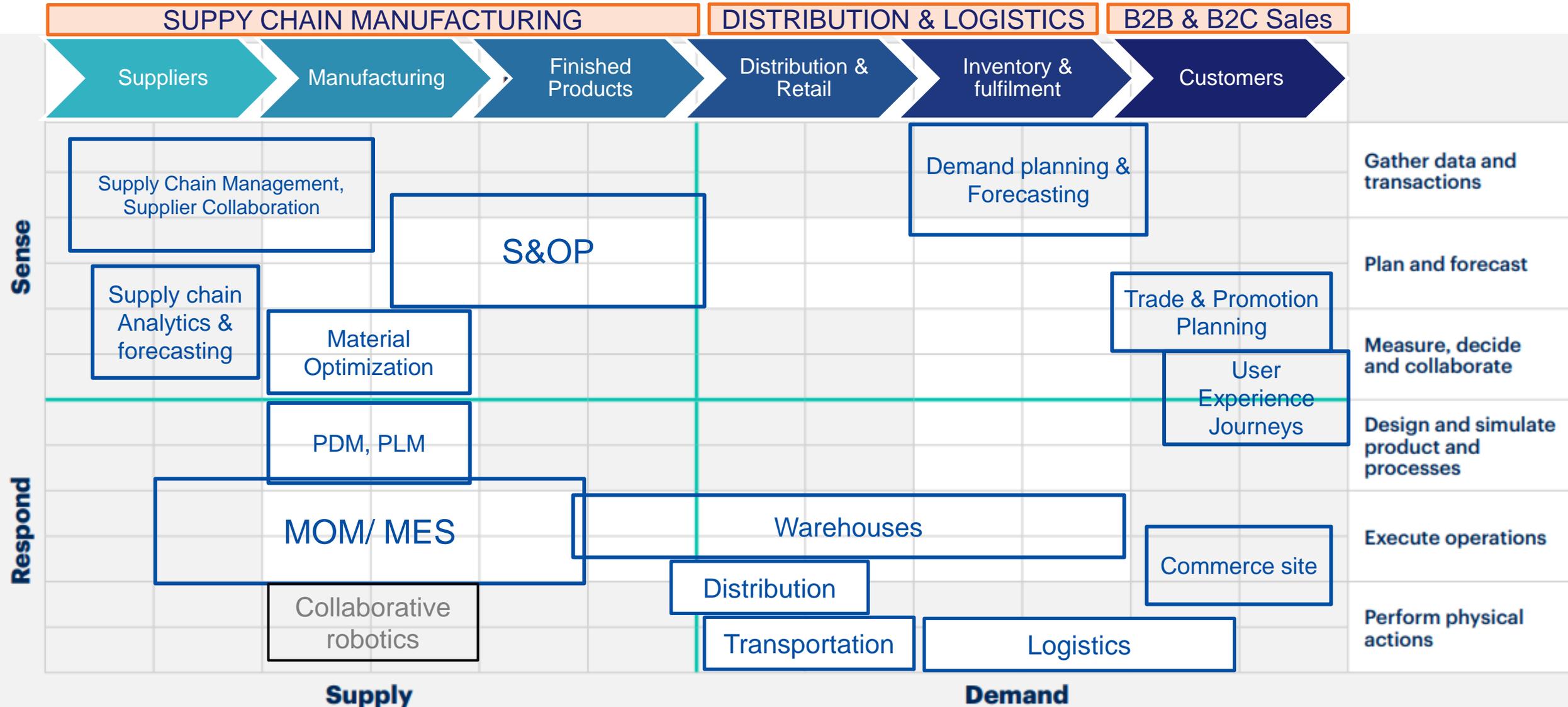




SCM

FPT - SUPPLY CHAIN MANAGEMENT SOLUTIONS AT GLANCE

A range of services and solutions in the field of supply chain manufacturing, distribution and logistics, inventory and fulfillment to consumers, direct sale with the B2B & B2C commerce solutions.

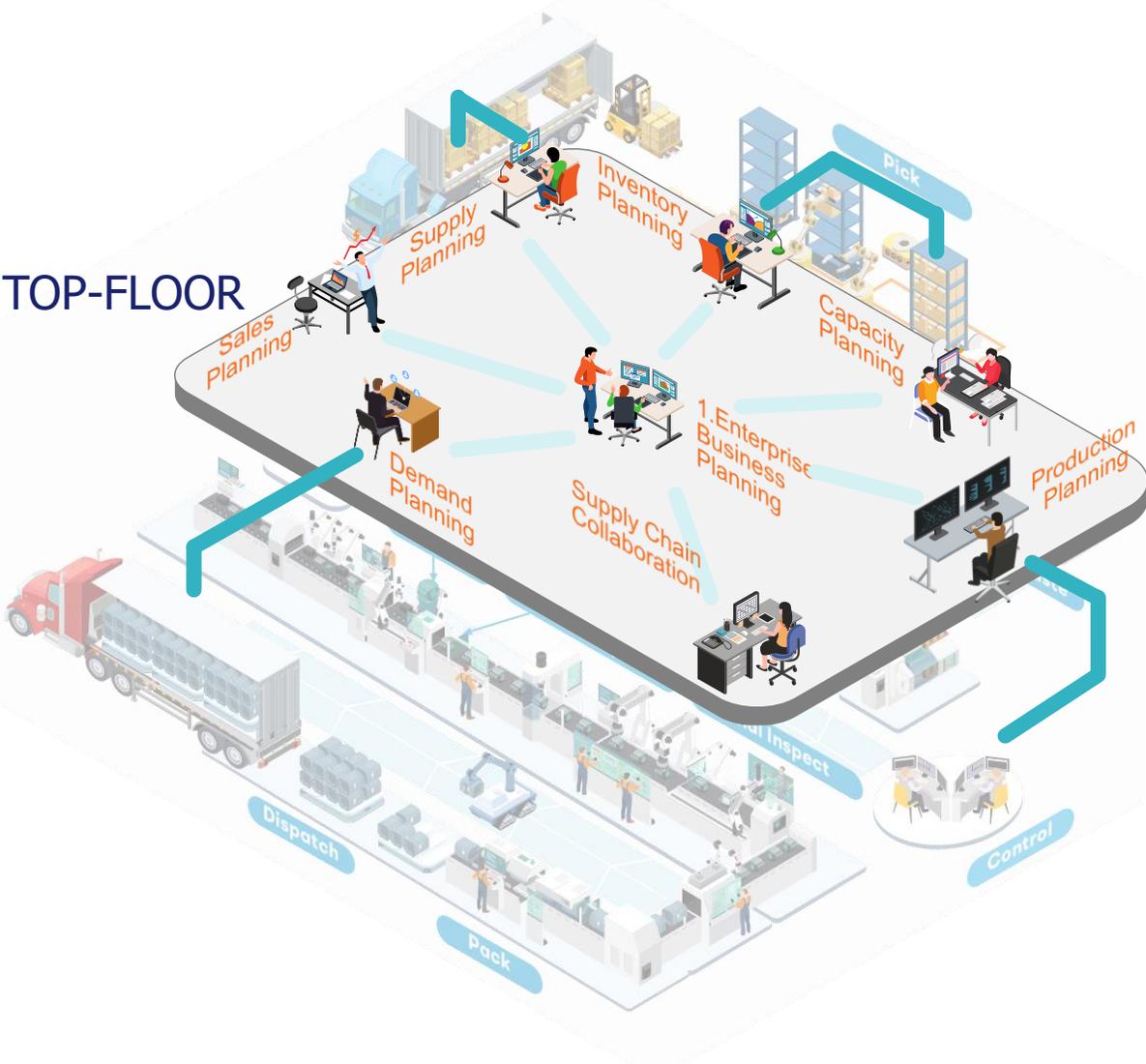
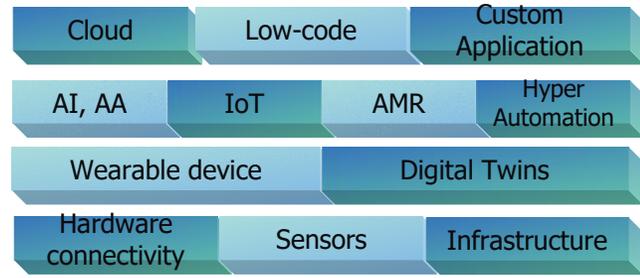


SUPPLY CHAIN MANUFACTURING

SHOP-FLOOR TO TOP-FLOOR

SOLUTIONS & SERVICES

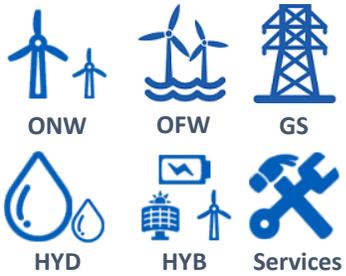
1. Landscape Assessment
2. DX Roadmap Consulting
3. DX Solutions Implementation & roll-out
4. Operation Support



- Materials Optimization
- MES, Work Order
- Statistical Process Control
- Production Scheduling
- Unified Data Platform
- Asset Management
- OEE
- Quality Management System
- Product Traceability
- Transportation MS

INTRODUCTION





Customer is leading renewable energy equipment manufacturers with more than 50,000+ installed based and 400+ gigawatts of clean renewable energy and equipped more than 90 percent of utilities worldwide.

Custom Solution:

Technical Stack:

- Cloud: AWS, Azure
- IIoT, MOM, MES
- Web-based/SaaS Application:
 - Java, NodeJS
 - Angular
- Cross-platform Mobile App

IT Services:

- Development Services
- 24x7 AMS

FPT built the solution to digitalize 58 customer's factories across 20+ applications and systems from Supply Chain to Manufacturing.



Case Study 01: GE - MES for Wind Turbine Factory

Customer overview

A leading company in areas of rotor blades manufacturing to the Renewables Energy



~ 50 000

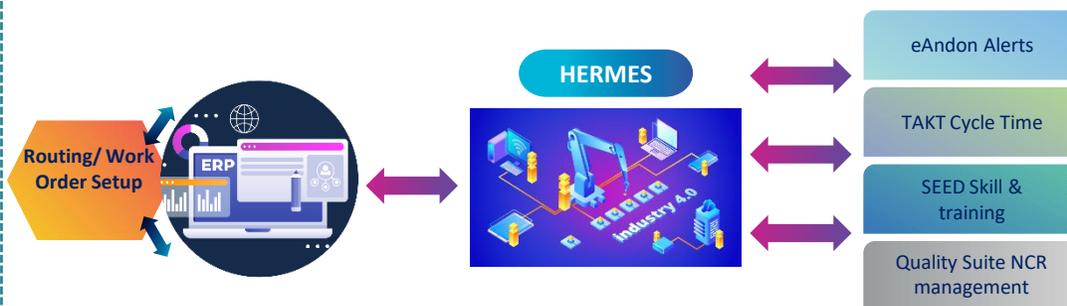
wind turbines installed worldwide Presence in 80+ worldwide countries

Contract value: 1,2 M / Year

Team size: 28 HC (QNH 20)

Business need

A standard **Manufacturing Execution System (MES)** solution that is scalable and flexible to different operations, shared knowledge and best practices across the business, which can be easily implemented across GE Renewable Energy factories, while leveraging horizontal applications to create a platform serving as a single source of truth.



Benefit & Value

HERMES enables GE to control workflows and produce useful production data that can increase operations' productivity, efficiency, and responsiveness. The manufacturing team can use that capacity to turn production problems into long-term operational advantages as well as short-term solutions.

Become operationally excellent

Streamlining throughput and raising asset effectiveness. With HERMES, GE can manage resources, machinery efficiency, energy and people more skillfully.

Increase the efficiency of the supply chain

Gathering production data in context, and quickly and simply spotting performance target deviations to identify the underlying causes of operational problems.

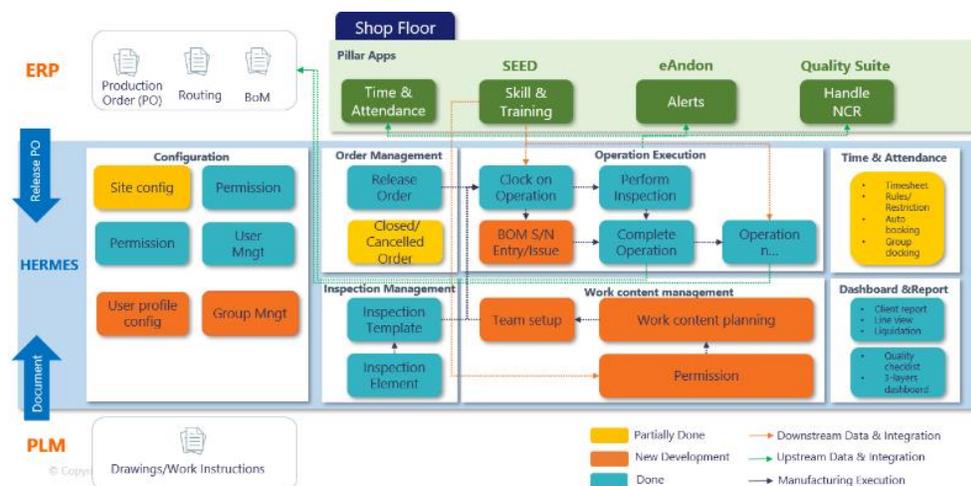
Reach sustainability objectives

With a better awareness of the impact of production on resources consumed, GE can take control of resources and push for equipment upgrades.

FPT's solution

A cloud-based **Manufacturing Execution System (MES)** built on top of AWS Cloud Services applying micro-services architecture which helped to separate modules by business capabilities, enabling maximum flexibility for customization while rolling out for multiple factories serving different businesses.

HERMES's cloud architecture benefits from Amazon EKS's connections with AWS networking and security services as well as all the **performance, scale, dependability, and availability** of AWS infrastructure. HERMES also achieved environment independence and uniformity, where all cloud environments are consistent with ability to be easily deployed in the future without the need for change.



Case Study 02: MES for Medical devices factory

Customer overview

The customer is the only manufacturer in the world that is dedicated to all areas of contact lenses



Since 1951

Contract value: 4.6 M
(9/2022 -> 03-2024)

Team size: 35 HC (QNH 20)

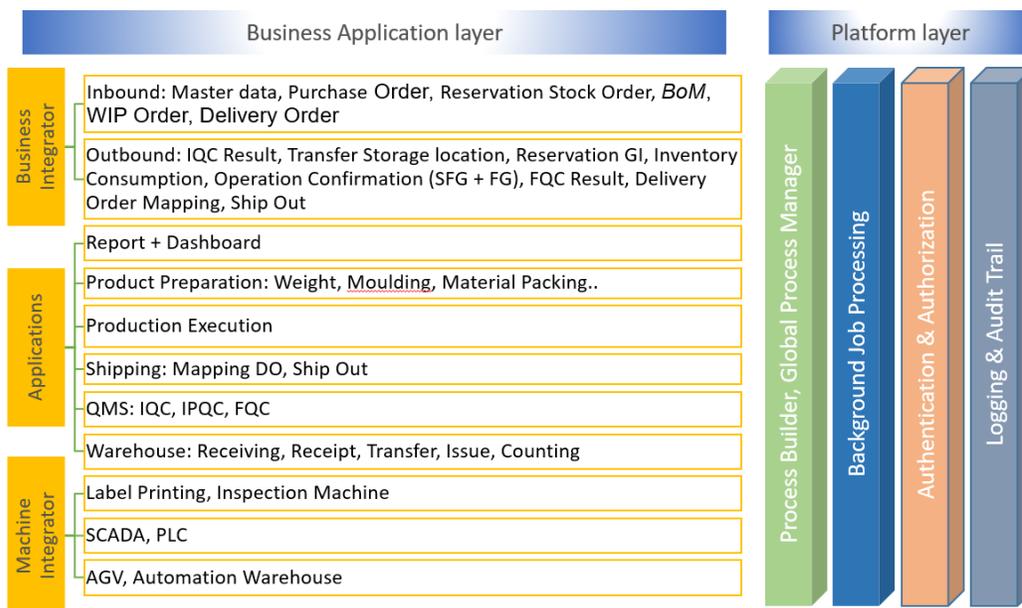


Business need

- Provide both hardware and software solution of the **Manufacturing Execution System and Scada** to control the new **Medical devices manufacturing plant**. The facility consists of Medical devices manufacturing facilities, raw materials, materials, storage facilities for goods, utility facilities...
- Product: **Contact lens**



High level architecture blocks



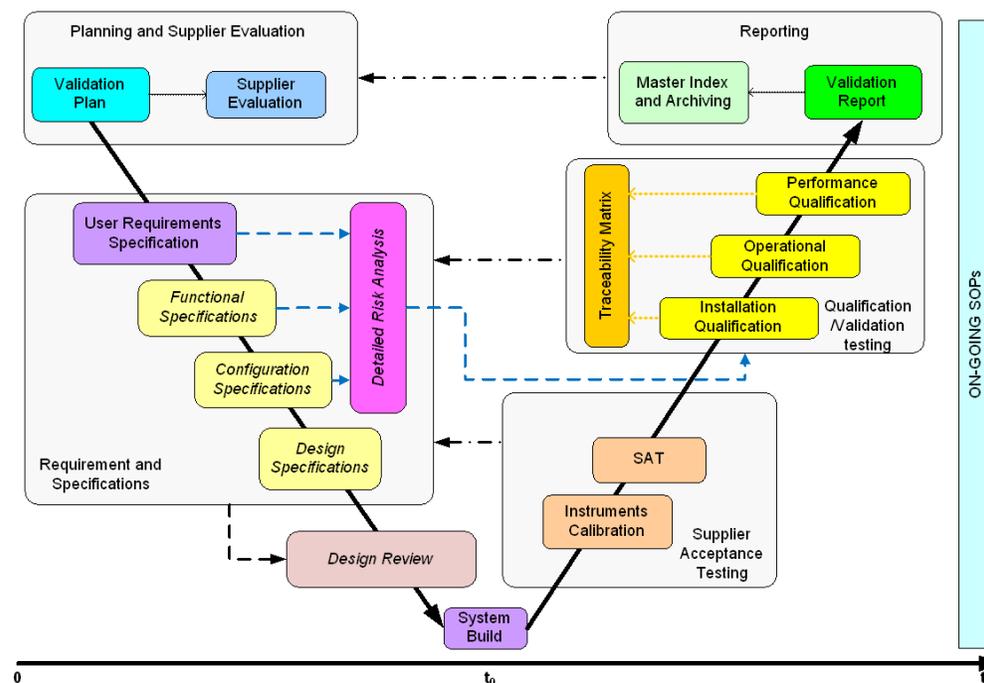
FPT's solution

FPT based on the **Dassault System Apriso** package to implement the solution for **MOM / MES** functionalities layer and the **Aveva** package for **Scada/PLC** functionalities layer.

In order to ensure the customer requirements and **comply GAMP5**, we built a system for responding to this project in a partner ring system that takes into account the results of responses to requirements and locations



GAMP5 – Computer System Validation





Thank You!

