



FCT

FPT Software Can Tho

2024年の12月

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01 紹介



FPTソフトウェアCan Tho (省略：FCT)

2014年6月



現在



- 2014年6月13日に成立
- PMの1名と従業員の10名
- 市場向け：日本

- 15+ PMの15名以上、様々な証明を持つ
(例：PMP, ACP, PSM I/II, CSM, CSPO, SSM、SASM等)
- 6つのBU（ビジネスユニット）がある
- 従業員：約500名 (Fsoft 350 + DPS)
- 市場向け：日本、US、韓国

証明書：

1. プロジェクトマネジメント

- PMP: 15
- PMI-ACP: 12
- SAFe certification: 9
- PSM/ CSM: 7

2. テクニカル

- OCA: 12
- OCP: 7
- Low code (OUTSYSTEM, mulesoft): 85
- IBM DATA SCIENCE PROFESSIONAL: 8
- Cloud (AWS, Microsoft Azure): 14
- Cobol/RPG: 18

IT市場及びそのリソース

会社名	リソース	技術	市場向け
FPT Software	~500名	Java, .Net, C++, NodeJS/ ReactJS/ Angular, Python, PHP, AI,...	日本、US、韓国
Axon Active	70名	Java	スイス
PTN	120名	Java, .Net, Angular, PHP	オーストラリア
CUSC	30名	Java, .Net, PHP; Angular	日本、ベトナム
Delta's Brain	50名	Java, .Net, PHP; Angular	日本
Sancoh	60名	BPO	日本
NFQ	25名	PHP	EU
Hitatek	20名	Java, Angular, PHP	US
IVS	50名	BPO	日本
SPS	150名	BPO, data entry	スイス
その他	300名	全て	スタートアップ企業、 中小企業、政府系企業など

合計：~ 1400名



IT卒業生：約1900人/年



~800

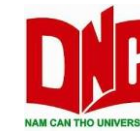


~300

ĐẠI HỌC FPT



~300



~100



~100



~100



~100



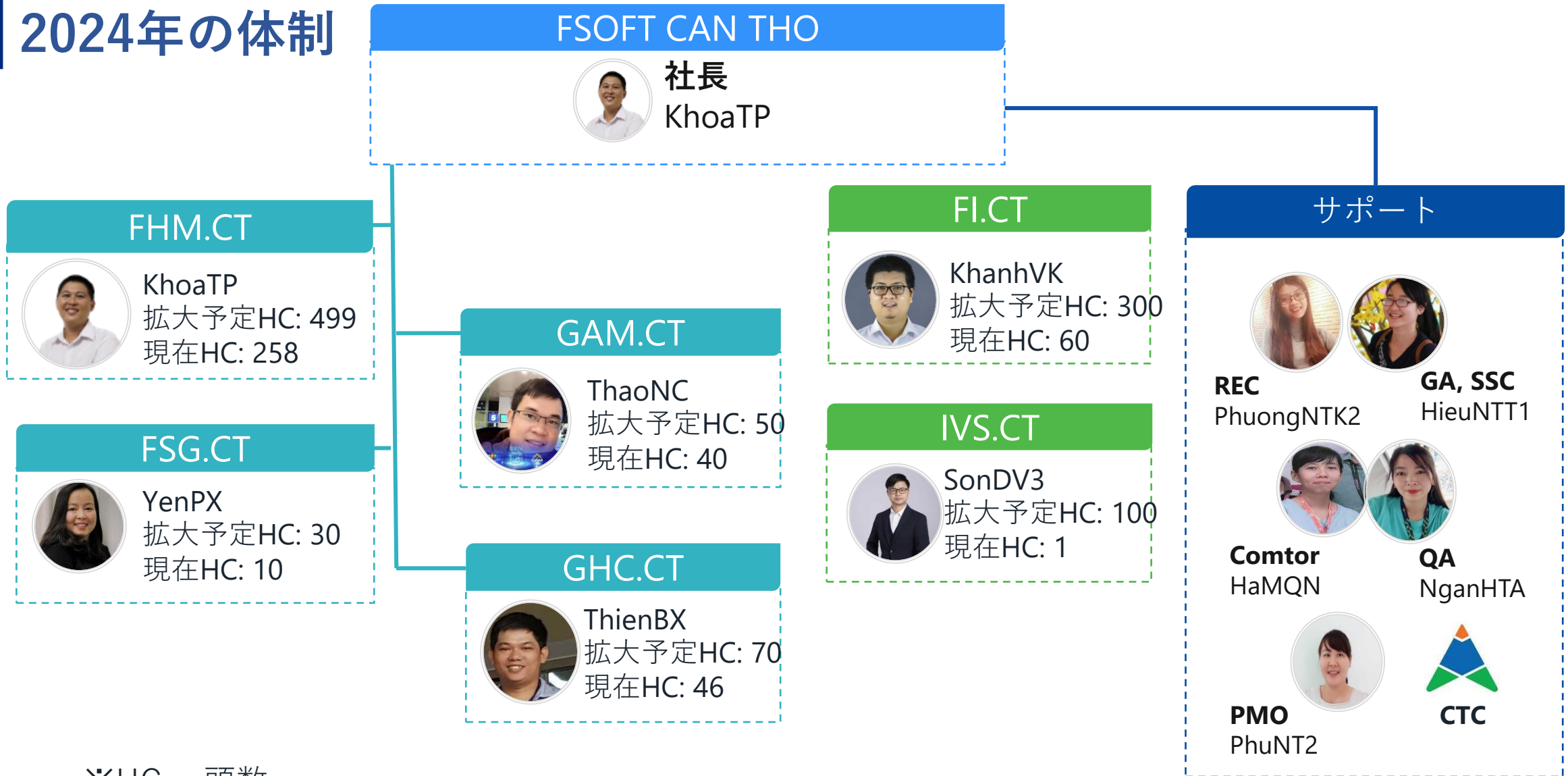
~100



※HC = 頭数

部門	HC
FHM	304
FI	70
GAM	30
GHC	47
IVS	8
BA (AF, FID, SSC, FQC)	12
合計	493

2024年の体制

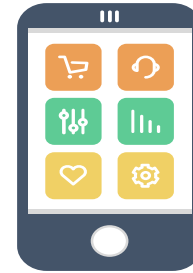


※HC = 頭数

FCT サービスと技術スタック



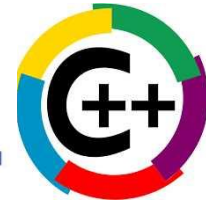
Web Application



Mobile Application



Data



02 なぜFCTを選ぶのか？

なぜFCTを選ぶのか？

適正なコスト



安定したリソース



TOR: < 14 %/年間
2023年: 約3%

ワンチームの考え方



製品に対する責任を持ち、チームとして協力して製品を最良の方法で完成させる。

コミットメント



私たちは言うことを行い、行うことを言う。



2023年の平均CSS : 95.54点



以上、

ご清聴ありがとうございました!

04 付録



Case Studies – CITS

Now in trendy shades to brighten everyday printing

Customer Overview



Process Waterfall



IT Consultant Services



3,646 employees (2020)



Japan



**763 Million (USD)
(2020)**

Overview & Needs

- The company offers the services of system integration, cloud computing, information security, and provides computer software mainly in Japan for enterprises, apart from a hardware manufacturing group.
- In the newly formulated business strategy, "advanced IT" is based on the three directions of "challenge to change the business model with a strategy orientation", "deepen the relationship of trust with customers", and "strengthen the bond between employees and the company". partners.

Service & Domain

- Full-life-cycle services: Requirement analysis & design, code, test, deploy, go live support and maintenance for car hardware.
- Auto auction and wholesales services
- Cyber security service
- Financial services
- Media services

Our Solution

Desktop Application Services:

- Automobile Diagnostic Application Development and Maintenance service.

Testing service

- Unit testing, functional testing, Integration testing with simulator and development hardware.

Quality Enchantment support

- CICD support and source scanning with Sonar, Coverity.
- OSS scan with Blackduck.

Benefit & Values

- Build up the good relationship with customer by over 13 years OSDC.
- Secure the customer biz by the experience resource commitment.

Case Studies – Real Estate

Customer Overview



Process Hybrid
(Waterfall + Scrum)



Engaged in the real
estate related business



3,879 employees (2021)



Japan & US



**5.02 billion USD in
2020**

Overview & Needs

- The company is a real estate brokerage group. They want to manage the process of investment, construction and real estate business.
- Need to build a system that allows data exchange of thousands of suppliers cooperating in activities: estimating, construction, purchasing, sell and maintenance.

Service & Domain

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

Cloud Professional Services:

Cloud migration solutions

Testing

Functional, Integration, Performance, Load and Stress Testing

The best shore:

Multiple-site staff development with good cooperating

Benefit & Values

- Centralize data - coordinate stakeholders
- Based on this system to developing new systems for new business activities
- Project release production in August 2019 for big data management related to construction contracts (in Oct-2021): 46.000 construction, 3.000.000 contracts

Case Studies – HMR-Payroll

Customer Overview



Process Waterfall



Outsourcing Services



1,600 employees (2021)



Japan



300 Million (Yen)

Overview & Needs

- Most of work done by using excel.
- Take time for management when company become bigger
- Some part of work must using Government system
- Must collect info from multiple source

Service & Domain

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

Our Solution

Application Services:

Development, Maintenance, Full Life Cycle Services is provided and includes: Business Analyst & Design, Development, Integration, Maintenance & Support, Documentation.

Multiple platform

Web, desktop applications, mobile apps

Testing

Unit test, Functional, Integration, Performance

Benefit & Values

- **Customer:** Paper work replace by tools, save over 70% effort, saving resources, saving money when using developed tool instead of Vendor tools.
- **FPT:** Improve knowledge of business, improve skill building full systems of tools, build up full stack developer, building support helpdesk abilities.

Case Studies – OCR

Customer Overview



Process Kanban



Digital Services & Printing Solutions



90,141 employees
(2020)



Japan & International
(Europe/Middle East/Africa and US)



16 Billion (USD)
(2018)

Overview & Needs

- The customer's vision is to build a product automatic extract data from some documents that helpful for users or business can reduce the time processing and cost for operation.
- There was a need product that can automatically and accurately extract data from any document.
- FPT become a strategic partner with the customer to bring forth the most feasible solution for the product.

Service & Domain

- Full-life-cycle services: Requirement analysis & design, code, test, deploy, go live support and maintenance
- Capture data from documents instantly.
- AI that learns/adapts with every new document

Our Solution

Application Services:

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

AI/Machine Learning Services

Increase accuracy according to user behavior

Azure Services

Extract Handwriting document

Testing

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

Benefit & Values

Best Shore:

Key resources onshore and offshore development center.

- Service available for sale, applied to customer business.
- Product to run with limited scale within short time
- Idea to development inside FSOFT

Case Studies – Blockchain

Customer Overview



Process SAFe (Scaled Agile)



Services



120 employees (2021)



Hanoi, Ho Chi Minh City, Da Nang, Can Tho, Tokyo and Singapore.



3.5 Billion (USD) (2021)

Overview & Needs

- Customer's product is the blockchain for business platform. Built on HyperLedger Fabric, the standard for enterprise blockchain platform, the customer offers a unique approach to security and consensus that enable transparency and trust and preserve data privacy that enterprises demand..
- Blockchain transformed the way our customers do business. Streamlined supply chain. Personalized marketing powerhouse. Transparent and efficient verification process..

Service & Domain

- Using blockchain technology to apply bonus management functions
- Loyalty&Reward
- eCom&Loyalty
- Agent& Loyalty
- Game

Our Solution

Application Services:

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

The company offers a wide range of blockchain-based products and services in a variety of sectors, including retail, supply chain, banking and finance, insurance, shopping mall management, and more. to transform with its distributed ledger technology

Benefit & Values

Testing

- Functional, Integration, End to End testing, Performance, Load and Stress Testing, Automation Testing
- Our solutions not only help manage and store customer records efficiently, improve accountability for e-commerce business, but also create cost advantages for businesses.
 - Improving cost savings for your company is paramount. However, we believe that saving costs doesn't just mean reducing your total costs, you can get more out of every dollar spent..

Case Studies – Low-code Platform

Customer Overview



Scrum



Low-code Platform



FCT team size: 8



Viet Nam



160 MM

Business Overview

- Akadev is one of the product in the Aka-ecosystem.
- 3 teams Ha Noi, Da Nang and Can Tho with total headcount > 30 people
- To create a low code platform that runs directly on the browser with business model SaaS.

Services

- Feature analysis, high level design, detailed design, coding, testing

Our Solution

- Low-code UI design interface
Use a WYSIWYG graphical page designer to build web user interfaces.
- Low-code business logic design interface
Use visual models to create business logic in both client-side and server side.
- Heavily using and utilizing js-based technique.

Benefit & Values

- Complete the first milestone in customer's roadmap: to deploy AKADEV to user from FDN
- Grow team from junior to middle/senior team with strong knowledge about FE and lowcode platform
- Have high know how value for the project -> build up maintenance/support team

Case Studies – Digital Transformer

Customer Overview



Process Agile



Developing Health & Life Care Products



8,000 employees (2022)



Korea



3,019 Billion (Won)

Overview & Needs

- They have had process for manage projects and testing their products based on standards of certifications but all they do is manual and there is no system to manage this.
- They want to implement digital conversion in information management & data processing and follow the quality of their products.

Service & Domain

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

Our Solution

- We develop a Web Application and maintenance service for customers to digital conversion in information management & data processing and follow the quality of their products.
- We have communicator supporting the translation for document, meeting and workshop.
- For this project, client want us to do with the waterfall but for challenges we have, agile is better. So we follow this model to work on this project.
- The special thing for this project that we have not only development and testing team, but we also have another one called is Core team. This team has responsibility to analysis and get confirmation for the requirement then visualize it on Figma.

Benefit & Values

Customer:

- They have a system that can help to solve the existing problem is digital conversion in information management.
- This system help our customers to save time in business.

FPT:

- We have trust and loyalty from the customers.
- We open new chances to work with customer in the future.
- Members of this project have time to be studied and improved the experience.

Case Studies – Telecommunication

Customer Overview



Process Hybrid
(Waterfall + Scrum)



Telecommunication
(cable broadcasting,
electric power retailing...)



2676 employees
(as of April 2021)



More than 1.625M user
in the Kansai region of
Japan



33 Billion (Yen)

Overview & Needs

- The sale support system (core system for business solution of our telecommunication end user) was started operation since 1992.
- Alongside the business development, the system has been continuously modified and repaired for 25 years, it becomes more and more complicated, high cost for maintenance and enhancement.
- There was a need to reconstruction and transformation from old system to the new one.

Service & Domain

Service:

Full-life-cycle services:

- Requirement, BD Phase: Waterfall - T&M
- DD-IT Phase: Iteration - Fix price
- ST-UAT Phase: Waterfall - T&M

Domain:

- Telecommunication (optical fiber network, network equipment...)

Our Solution

- Divided into 6 iterations, each iteration is about 2 months. Guaranteed 1 iteration will complete according to service, implement DD-IT1. Release to customers the package can run/verify according to the service flow.
- Iteration 1 chooses to implement the Internet Direct Sale service, which is the main service of the system - as the base for the remaining services.
- Development team divided into modules, implementing for all services to take advantage of knowhow and increase productivity when developing.

Benefit & Values

Customer:

- Increase Operation efficiency by 7 times.
- Reduce Operation and maintenance cost by 125M Yen/Year.
- Reduce redundant data by 25% and rapid business expansion (new services, products).
- Expand new user to 25% right after using new system with more than 100,000 contracts per year.

FPT:

- Delivery successfully world class project.
- Build up the upstream team for DX big project.