Our position
FPT as a glance

#1 in SW Services & Systems Integration in ASEAN

#1 Entertainment Portal in Southeast Asia

#1 Private University in Vietnam 17,000 Students

Best-in-Class Processes, Standards, and Partnerships

- SEI CMMI Level 5
- ISO/TS 16949

We are where our clients are

Map showing locations around the world, including Germany, Slovakia, France, Osaka, Tokyo, Washington, Minnesota, New York, Oregon, California, Myanmar, Malaysia, Singapore, Philippines, Vietnam, Australia, and Texas.
| 28,000 Employees | #TOP 100 in IAOP’s Global outsourcing |
| 22 Global Offices | #TOP 300 in ASIA |
| 15,000+ Technologists | #1 Data Hosting in Vietnam |
| 40+ F500 Clients | #1 Banking & Finance IT Service |
| 30M+ Viewers Per Day | Pro. |
| #1 Private University In Vietnam | 10M+ OTT Devices |
Our portfolio | Technology sector

INDUSTRIES
- Telecom & communications
- Banking & finance
- Public finance
- Government
- Healthcare
- Logistic
- Education
- Retail
- Semiconductors

GLOBAL DELIVERY MODELS
- Offshore
- OSDC
- Nearshore
- Onsite

SOLUTIONS AND SERVICES

SOLUTIONS
- Core banking solutions
- Business support
- Healthcare solutions
- Cloud services
- Legacy migration
- IoT (Internet of Things)
- Embedded systems
- Mobility
- Big Data

OUTSOURCING SERVICES
- Application services
- Global process services

TECHNICAL SUPPORT
- ERP
- Data center
- Security
- Software development
- Additional IT services
- IT infrastructure

IT total services in key industries

24/7 PERMANENT SUPPORT
Our Clients

PUBLIC SERVICES
- CNB
- Ministry of Law
- Singapore Police Force

TELECOM
- AT&T
- StarHub

TECHNOLOGY
- IBM
- Microsoft
- Hitachi
- HP
- NTT

MANUFACTURING
- Boeing
- Unilever
- Fujifilm
- HTC
- Toshiba
- Canon
- Sony
- Panasonic
- Freescale

FINANCE
- Bernstein
- Schroders
- NAB
- Mizuho
- Avelo
- NRI

SOLUTION MANAGEMENT
- Halliburton
- Petronas

LOGISTIC
- UPS
- Neopost
- Vietnam Post
3 | Services offering
What is Best Shore?

Outsourcing means more than serve your client from overseas delivery. FPT manages requirements with the most valuable benefit for the client. With Best Shore FPT combines on site presence with near shore and off shore capabilities.

With this model FPT is able to quickly react on each individual request. Our client benefits from all FPT locations while not need to care about the complexity behind it.

Slovakia as member of the European Union underlies the same (Data Protection) Law as Germany. Kosice as our location in SK is called Slovakia’s IT Valley.

97% of our employees in SK speak English fluently
70% of our employees in SK speak German fluently
10 Years of experience in Utility Industry
91% of our employees have a University Degree

Vietnam

Regarding to Gartner, Vietnam is the new “place to be” for outsourcing with outstanding conditions.

Our resource pool in Vietnam with 18,000 IT experts allows us to serve our client with excellent services across the branches.

90% of our employees in VN speak English fluently
95% with University degree or higher

16 Years of experiences in Outsourcing
17 countries with +200 Clients world wide

Best Shore Service Model
## ERP Capabilities

Professional Team of more than **350 experienced** business analysts, consultants and developers, dedicated to support your ERP environment.

<table>
<thead>
<tr>
<th>ERP</th>
<th>Why FPT Software ERP?</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP</td>
<td>15 years experience in various ERP solutions</td>
</tr>
<tr>
<td>Microsoft Dynamics</td>
<td>Trusted by clients all over the world</td>
</tr>
<tr>
<td>Oracle</td>
<td>Partner of ERP giants: SAP, Oracle, Microsoft Dynamics, IBM</td>
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<tr>
<td>IBM</td>
<td>Leveraging Vietnam’s cost competitiveness</td>
</tr>
<tr>
<td>Acumatica</td>
<td>Fast &amp; Effective implementation by skillful resources</td>
</tr>
<tr>
<td>FPT Solutions</td>
<td>FPT Package made by FPT: eHRM; ezRetail</td>
</tr>
</tbody>
</table>

Experiences in implementing software for **various business functions**: Accounting & Finance; Production Management; Sales & Distribution Management; Purchasing; Inventory & Logistics; Human Resources Management; Supply Chain Management; Customer Relationship Management; Etc.
Clients
Cloudification

Transforming the way the enterprise runs infrastructure

- Reduce Costs
- Increase Speed
- Improve Agility

With our more than 600 AWS, Azure and OpenShift experienced experts we can help you to move your applications from on premise to cloud and operate those there.
With more than 1,000+ developers across all mobile platforms, we are offering complete solutions to support your business.

Mobile and Mobile Enterprise Applications
Websites on Mobile Devices
Mobile APPS for all Platforms and Devices
Build and Manage private Enterprise APP-Stores
Product and Software Integration with Mobile Devices
Clients

- at&t
- Unilever
- Ajinomoto
- Mondelez International
- Suntory PepsiCo Vietnam Beverage
- StarHub
- Yamato Logistics Co., Ltd.
- bp
Big Data Capabilities

Machine Learning Solutions
- Text Mining & Natural Language Processing
- Computer vision & pattern recognition
- Recommendation
- Anomaly detection & predictive maintenance

Big data services
- High volume data ETL
- Real time & streaming data processing
- Big data DWH
- Cloud based big data solutions

Visualization & BI

Big Data Capabilities

Business Intelligence Service
- Data visualization
- ETL data processing
- Data warehouse development
- Security
- Enterprise data governance

ETL & Big Data Processing

Visualization & BI

Big Data Capabilities

Business Intelligence Service
- Data visualization
- ETL data processing
- Data warehouse development
- Security
- Enterprise data governance

ETL & Big Data Processing
Clients

Video & Music recommendation

Online Advertising Optimization

Product recommendation

Content recommendation
Modernization & Migration Services

Consulting
1. High level manager discussion
2. High level Planning

Assessment
1. Platform suggestion
2. Architecture design
3. Cost estimation

Implementation
1. Scoping (Business value confirmation)
2. Migrate to target platform

Change Management
1. Create training material
2. Support training end-user using migrated applications

Maintenance
1. Server monitoring
2. Application maintenance
3. Application enhancement

Enablers

Modern Platforms
- HP-UX, Linux, Solaris, Oracle, DB2, SQL Server, AWS, Azure, Google, Force.com, Cloud Stack
- Fortran, z/OS/3, S4D6, RPG, Lotus Notes, JCL, Cobol BS, A-UX Cobol, PL/1, 4VM
- Adm, EBCDIC Index file, HRDB, DB2, VSAM, ISAM/MSAM, AODABAS

Legacy expertise
- Classification, SaaSification, UI/UX modernization, Data migration, Rehost, Refactor, Re-architecture Rebuild
- Magwand & Simpol
- FPT’s Citus Migration Suite
- Docker, Chef, Bamboo

Services

Tools
- Magicwand & Simpol
- FPT’s Citus Migration Suite
- Docker, Chef, Bamboo

Methodology
- FPT Migration and Modernization Methodology

Outcomes

Modern Architecture and platform
Simplified System Landscape
Advanced System Management
Modern UI/UX
Integrated process and data

Benefits

Lower Operation Cost
Better Business Agility
Improved user experience & productivity
Data and Process Visibility

Comprehensive Knowledge Base & Best Practices

Full service Migration with Optimal Processes; Jointly defined process with Microsoft & fine-tuned through decade of experience

Migration Factory of 400+ Experts
- Development Center in Hanoi
- Deployment Centers in US, Japan, Singapore, Malaysia

Commercial Tools with more than 200K USS license sold
Clients

- PETRONAS
- Deutsche Bank
- DUPONT
- iDA SINGAPORE
- TOSHIBA
  Leading Innovation
- Calsonic Kansei
**Internet of Things**

Framework, templates & reference architectures empowered by Azure IoT suite, AWS IoT and GE Predix
Clients

- ASUS
- SONY
- TOSHIBA
- Panasonic
- FTDI Chip
- ZyXEL
- SITECOM
- NOVATEK
- D-Link
- LENNOX
- Motion Control Engineering