Cooperation Strategy
for Building Substantial IT Ecosystem
between Korea & Vietnam

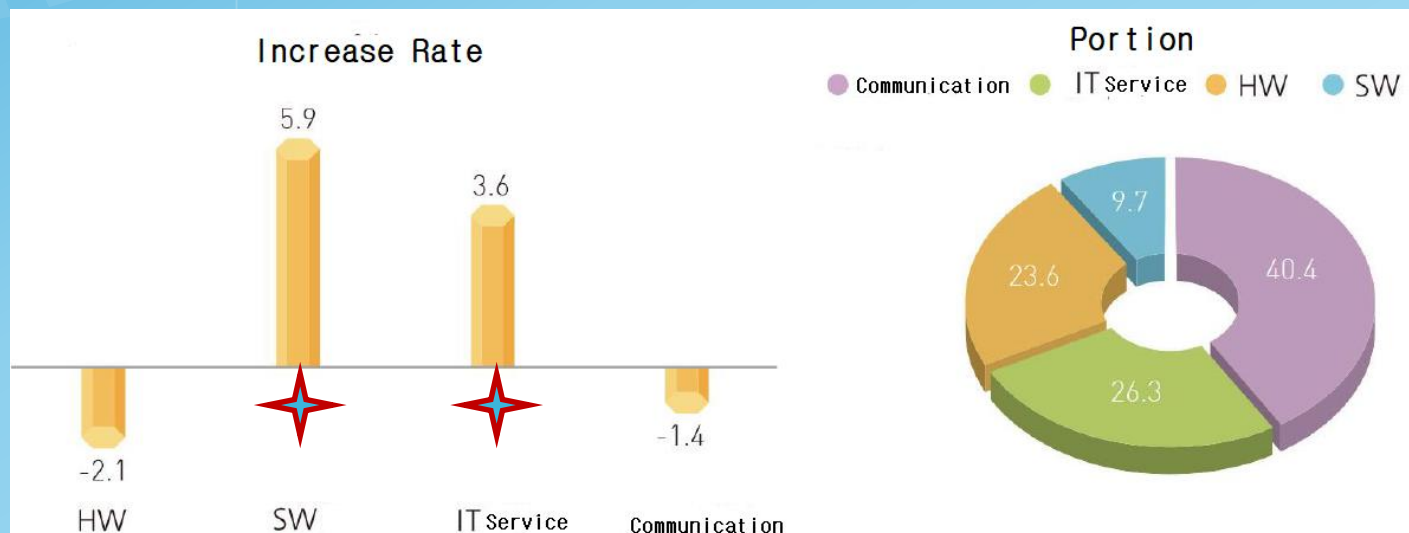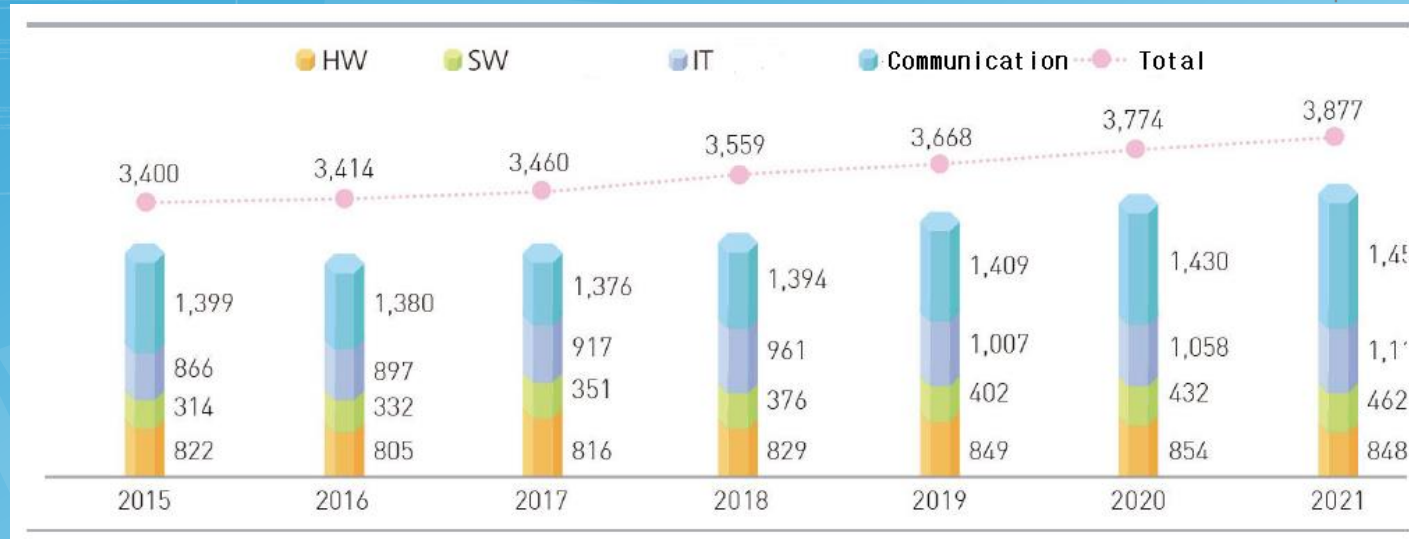Dr. Jeong-Kun Lee
CEO of Saltware

Korea & Vietnam

- Korea-Vietnam Diplomatic Agreement : 1992.12.22

- Korea-Vietnam Free Trade Agreement : 2015.05.05

- 170,000 Vietnamese live in Korea, 150,000 Korean live in Vietnam : 2018

- 3 Millions Koreans visited Vietnam at 2018

- Korea : the largest Vietnamese Foreign Direct Investment Country

Worldwide ICT Market Gartner 2017

Billion $

The Areas for cooperation between K-V

SW(Package)

□ Enterprise Resource Planning Solution

□ Data Processing/Analyzing Solution

□ Groupware/Portal Solution

□ Document Management Solution

□ Security Solution

□ Middleware Solution

□ UI/UX Tool ....

IT Service

□ System Integration

□ Outsourcing

□ Operating and Maintenance

□ IT Consulting

Bilateral System for K-V IT Cooperation

KOREA

KOSW

- Korea Commercial Software Association
- Founded on 2006
- 170 companies

- Suggests for Improvement of IT-related Policy System to Government
- Education related IT
- Domestic and overseas events for IT development

VIETNAM

- Quang Trung Software City
- Founded on 2001
- 160 companies

- One-stop service going hand in hand with enterprises
- Office for lease
- Telecom Services

Saltware, the bridge of two associations

KOSW **Saltware** **QTSC**

Ministry of Science and ICT

Korea IT Organizations

Korea IT Associations

MINISTRY OF INFORMATION AND COMMUNICATIONS OF THE SOCIALIST REPUBLIC OF VIETNAM

VNIT Alliance

✓ Outsourcing matching service

✓ SW solution matching service

✓ Contents development matching

✓ Hosting Joint IT Conference

✓ Planning Joint project from ODA

ODA : Official Development Assistance
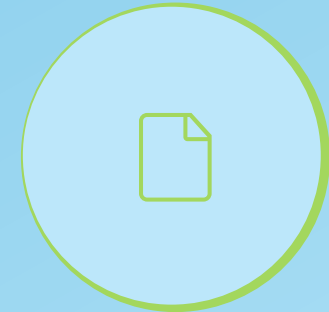
Infrastructure Construction & System Integration Service

IBM Premier Business Partner
Power System HW, Flash System, SW Construction

DELL Tier 1 Partner
x86 Server & Storage Provider

Contents Delivery Network Service
Contents Streaming Solution
Distributed File System

System Integration
- System Design, Development, Operation & Maintenance
- Government, Financial, Educational Sites

IT Integration

Consulting
- Information Strategic Planning Service
- Infrastructure Architecture Design Consulting

Migration
- OS, DBMS, Application Migration
- From On-Premise system to Cloud system

On Premise → Consulting → Building → Managed → AWS

One-Stop Service to AWS Migration

Fit Cloud Service for Business

AWS Advanced Consulting Partner

AWS Advanced Partner with Financial Services Competency
AWS Financial Services Partner, Gaming Services Partner

Amazon Web Services
AWS Advanced Consulting Partner

Financial Service Competency
First Public Cloud migration of Financial industry in Korea

AWS Cloud Front Service Partner
Specialized on CloudFront Service for Security and Acceleration

Cloud Consulting and Managed Services
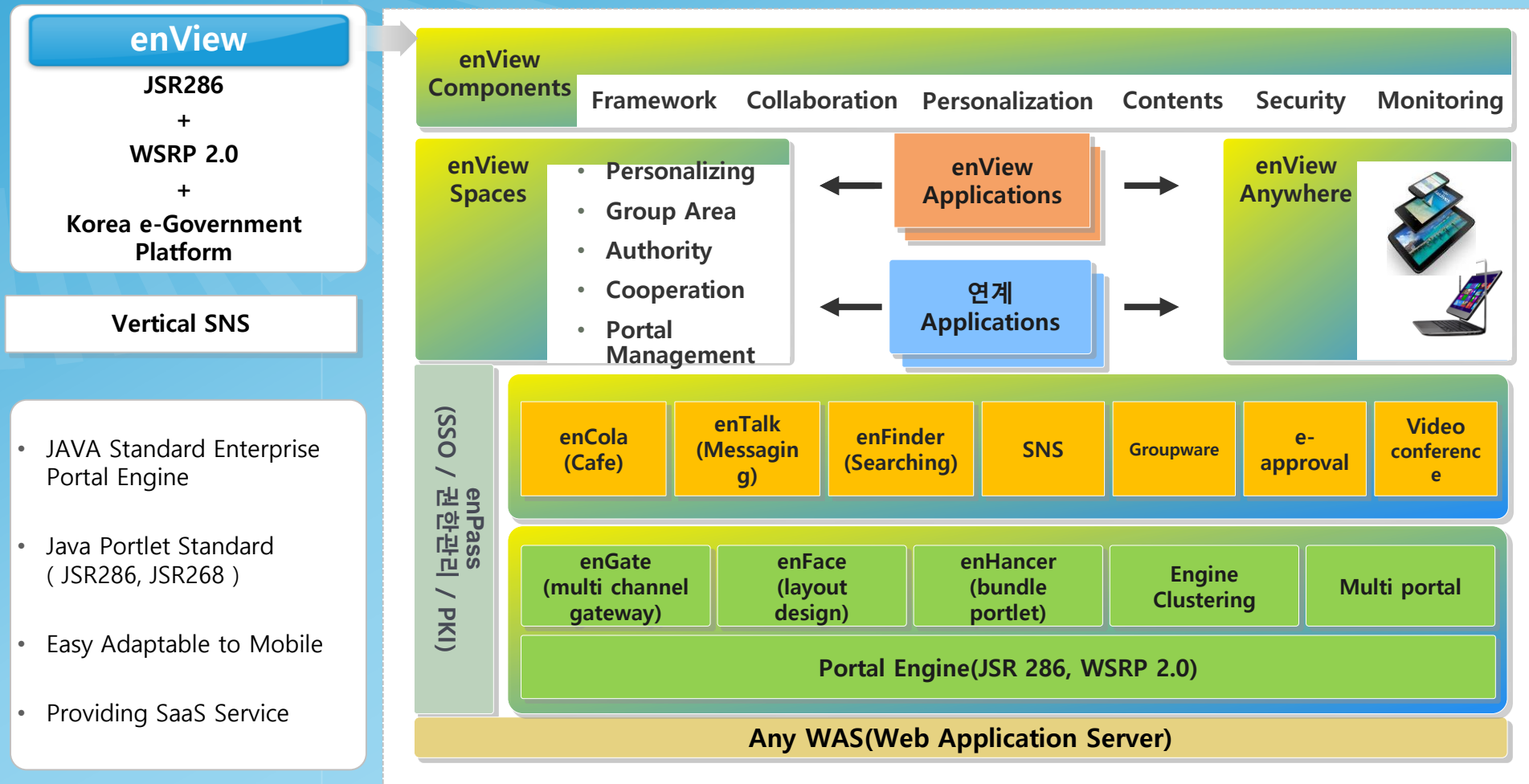Cloud adoption, managed services program

aws partner network

Advanced
Consulting
Partner

Channel Partner
AWS Solution Provider
Program
Financial Services
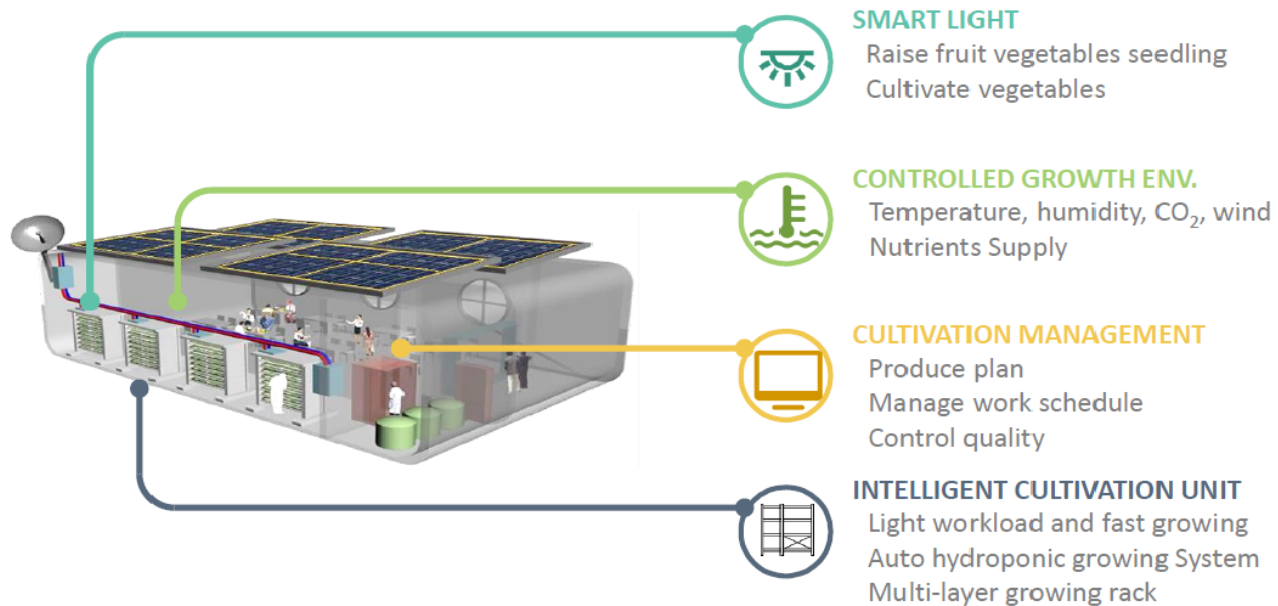Competency

Enterprise Portal Platform: enView™

enView

JSR286
+
WSRP 2.0
+
Korea e-Government Platform

Vertical SNS

- JAVA Standard Enterprise Portal Engine

- Java Portlet Standard (JSR286, JSR268)

- Easy Adaptable to Mobile

- Providing SaaS Service

enView Components   Framework   Collaboration   Personalization   Contents   Security   Monitoring

enView Spaces
- Personalizing
- Group Area
- Authority
- Cooperation
- Portal Management

enView Applications

연계 Applications

enView Anywhere

enPass (SSO / 권한관리 / PKI)

enCola (Cafe)	enTalk (Messaging)	enFinder (Searching)	SNS	Groupware	e-approval	Video conference

enGate (multi channel gateway)	enFace (layout design)	enHancer (bundle portlet)	Engine Clustering	Multi portal

Portal Engine(JSR 286, WSRP 2.0)

Any WAS(Web Application Server)

Smart Farm Business (Controlled Growth Environment)

K-V IT Cooperation on this year

Small sample outsourcing

Solution Matching and MOU

Planning 2020 Joint Conference

Conclusion

Thank You