

# Software City gets online to profit

Corporate tenants talk up the Quang Trung Software City and the extra edge it gives them in the pursuit of market dominance.

## INFONAM



Prithvi Puttaraju, CEO

InfoNam had a successful year last year. We had many large clients who came to Vietnam for the first time. It's great. Technology companies such as Intel and Spirent, and a lot of other companies have started cooperation with InfoNam. The jobs we're doing for Intel and Spirent are what no one has ever done before.

InfoNam has strong growth over the past years. We have advantages in leadership and we are continuing to invest to create top managers. I believe InfoNam will be highly appreciated by Vietnam's information and communications technology. InfoNam came we have focused on in human resources – the company's greatest assets. And one of our major goals is to take InfoNam to a higher level, not only being a company with 500 to 1,000 employees, but also becoming one of the global software companies in Vietnam. Based on growth situations, our investment resources and business progress will help us achieve this goal. Vietnam holds a lot of potential for ICT development. The workforce aged under 30 account for 40 per cent of the total population, and all are studying and working hard. Vietnam is a very safe

country, and I think we see great potential in Vietnam. What we want to see is the education system would develop more and more strongly, there will be many more engineers. And we'll see clear advancement steps in the next five years.

Regarding QTSC activities, QTSC is playing a huge role. I am from India, where STPI is also a software park in Vietnam. This organisation plays a huge role in the software sector. And here at QTSC, it helps InfoNam in many aspects. I think many customers want to access to large State-run software parks, also run by organisations like QTSC Development Company. We believe QTSC will continue to play an important role in helping InfoNam and I'm certain that we can develop more in QTSC.

## GHP Far East



Frank Schellenberg, managing director

Why my company selected QTSC? Because QTSC meets the requirements of investors: good infrastructure, good support for tenants, and it's easy to expand investment here.

This year, we will focus on pro-

motion activities to attract customers from Vietnam, particularly in finance, banking and insurance. After our success with two leading Vietnamese banks and a number of insurance companies in performing outsourcing services, particularly in processing data processing, we predict that this trend will become clearer in the coming time. And we have to prepare to make our team able to seize the opportunities. Our Can Tho Branch, just two years in operation, has 350 employees and its profit contribution is at a high rate. Therefore, we'll think about expansions to other provinces in order to attract local labour and disperse risks. We have plans to recruit an additional 200 employees in 2013.

## TMA Solutions



Tran Phuc Hong, vice director

TMA has gone hand in hand with QTSC since the beginning of QTSC. Before moving into QTSC, TMA had the office in Phu Nhuan district. As we needed hundreds of new employees each year, we needed a big office for our large scale. But costs in districts downtown were too high, and we selected QTSC. It has good infrastructure and offers reasonable rentals. Despite the travel distance and a small number companies investing in

QTSC that time, TMA had confidence in the success of the model of concentrated software park and the development direction of IT in Vietnam. Being located in such a software park now is the trend of software companies. That's why has we built TMA Building with 3 blocks with 18,000sqm for office use and this building has well met our expanding demand in recent years.

For the upcoming time, we have plans to use the remaining 10,000sqm of office for R&D. TMA will continue to develop software writing for our customers, with the goal of 2,000 employees in 2015 compared with 1,300 now. We'll further promote R&D activities, boost our links with partners at home and abroad in research new technologies and new products, based on the achievements we have made in the past years.

## GCS



Ngo Van Toan, vice president

GCS selected QTSC due to the following main reasons.

QTSC serves as the strategic location for the city as well as Vietnam to develop IT, especially the software industry.

It's a centre for IT companies, thus creating a favourable environ-

ment for cooperation and support among them.

QTSC is run by a service company. This is different from the management unit model, so active supports by QTSC are highly professional.

The park has developed infrastructure, including transmission lines, communications systems, stable power supply and standby power system.

Other business support services here include legal procedures, brand promotion, partner networking, training, and support for tenants.

QTSC is a convention centre for major IT events. QTSC tenants have many opportunities to interact and to welcome delegates, potential customers, both Vietnamese and foreigners from many other countries around the world. Moreover, QTSC is also a hub providing updated information necessary for the operation of the tenants. This has a great significance for their business.

QTSC collects suggestions and proposals from the tenants and file them to the government.

Over the last three years, QTSC has had many programmes and activities to support companies in the park, and they were highly appreciated. To list some: CEO Club, HR managers Club, IT Day, sports and culture activities, issuing publications on the tenants' products and services. QTSC has worked with associations to organise many events such as Japan ICT Day and publish brochures. QTSC has improved its support activities a lot, and they are becoming more and more professional, especially activities in infrastructure development, networking and brand promotion.

