

# Join the State Visit to Vietnam

Hanoi and Ho Chi Minh City, 2 - 6 November 2009

Official Danish business delegation to Vietnam

Celebrating the State Visit to Vietnam by H.M. The Queen of Denmark and H.R.H. The Prince Consort

accompanied by T.R.H. The Crown Prince Couple



## ICT activities in Vietnam

For the past decade Vietnam has prioritized the development of the information and communication technology industry, in particular in software production, Internet infrastructure and ICT education and human resources development. The new policies to encourage private ICT universities and training institutions to attract foreign ICT investments and to design a legal framework for e-business make the government well prepared for future ICT developments.

The number of telecommunication subscribers is increasing steadily, mainly subscribers for fixed phone lines, mobile phones and Internet. Especially Internet broadband has been strongly developed, since 2007 with a booming of ADSL broadband Internet. In 2009 the international Internet capacity has reached 52,902 Mbps. The bandwidth now meets requirements of new services such as on-line video and games. It is estimated that about 21 million Vietnamese are online.

With a young population and fast growing economy, software services and digital content industry including mobile equipment, e-newspaper, online databases, and online games are among the fastest growing areas.

The greatest advantage of Vietnam as an ICT outsourcing destination compared to other countries in the region is the cost-effectiveness in terms of low salaries, a fast keen and on learning labour force, keen on learning, a pleasant business environment and a government strongly committed to ICT development. In general most software companies are small to medium sized and there are only about 20 enterprises with more than 100-500 employees.

There are currently 18 Danish ICT companies in Vietnam. In 2009 the Embassy established an ICT club in order to support Danish-Vietnamese

cooperation within the ICT sector, including networking, knowledge-sharing, outsourcing, employment, investment, partnerships, import and export, as well as other forms of cooperation between ICT companies in the two countries. Companies in the business delegation will have the opportunity to join this ICT club - subject to an additional fee.

## Target Groups in Vietnam

For the seminars, we expect participation by Vietnamese branch organisations and companies - VCCI, Vietnam Association for Information processing; Vietnam Software Association (VINASA) and 60-70 Vietnamese ICT companies together with several Danish based ICT companies.

Also selected Vietnamese officials and organisations, including ministries of science and technology, industry and trade, education, labour, post and telecommunication will be invited to attend.

Media from Vietnam and Danish IT, business journalists and PC World Vietnam will attend as well

Participation at the Vietnamese-Danish Business Forum offers the following options:

- Presentation of ICT Companies and outsourcing experiences in both Hanoi and Ho Chi Minh with an opportunity for the participating Danish companies to invite guests.
- There will be Royal participation at the seminars
- Opportunities for individual company seminar's in the two cities
- B2B meetings with at least four guaranteed meetings in each location
- Site visits to local ICT companies and knowledge institutions

You will find further information about prices and how to register in the invitation.