

FOSS-Cooperation with Asia wanted!

Kick-off for EU/BMZ-sponsored project
"Supporting Vietnam to generate business out of free and open
source software"

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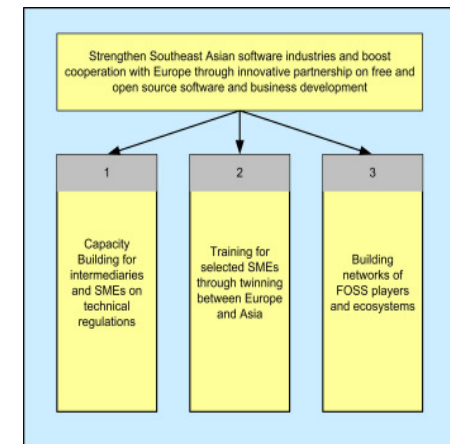


The project in a nutshell:

Strengthen Southeast Asian software industries and to boost cooperation with Europe through innovative collaboration on free and open source software (FOSS) and business development.

- Training for selected IT-SMEs through twinning between Europe and Asia
- Capacity Building for small and mediums-sized IT-enterprises (SMEs) and associations in Vietnam on technical regulations
- Building networks of key players of free and open source software (FOSS)

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The situation in Vietnam

- Emerging economy with an average of 7.5% GDP growth in the last 15 years
- WTO member since 01/07, intellectual property is being reinforced
- Government policy on FOSS development and usage (Decree 235) since 2004
- Active FOSS communities and emerging market for IT services and solutions (Hanoi, Ho Chi Minh City)

How will the twinning work?



- 1. Exchange of best practices and sharing know-how:** Training for selected European and Vietnamese SMEs through twinning between Europe and Asia (including exchange of developers)
- 2. Cooperation on joint software projects:** Enable Vietnamese and European software developers to work collaboratively on FOSS software and to develop a commons of applications
- 3. Development of joint business:** Enable Vietnamese SMEs with FOSS experience to team up with European FOSS-companies and projects (matchmaking)



Possible areas of cooperation:

- J2EE
- Service Oriented Architect. & Enterprise Service Bus
- Web portal (Java based), portlets, Content Management Systems (CMS)
- business intelligence
- e-government systems

- your FOSS-business ...

Benefits for European Companies I

Strengthen your companies' ties to Southeast Asia:

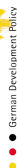
- Enhance your market position in Vietnam, one of the fastest growing economies in Asia
- Tap into interesting niche markets for SMEs, which are not yet covered by big players

Benefits for European Companies II



Build partnerships and kick-start joint businesses on Vietnamese market

- Get support to team-up with Vietnamese Software-companies --> we organize dedicated matchmaking and twinning process
- Reduce investment and risk --> we provide entry points, high-quality counterparts in Vietnam
- Get to know Vietnam and a Vietnamese partner-SME --> we organize concrete exchange programs and stays in Vietnam
- Benefit from an enhanced regulatory environment for your FOSS-partnerships --> we organize trainings on more transparent, secure and open regulatory procedures and working methods for Vietnamese organizations in this field



Benefits for European Companies III

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Benefit from additional stakeholders and networks four your ecosystem of free and open source software

- Get contributions to your projects and open source code base --> we organize co-operation between your developers and English-speaking developers of Vietnamese IT companies

Support Vietnam to achieve a sustainable and inclusive information society through FOSS

- Transmit the spirit of sharing of FOSS
- Get to know Vietnamese creativity and culture
- Support Vietnam in achieving the following through FOSS: - lowering access barriers to citizens and business, - providing localized and adapted software solutions at low costs and - combating software piracy by serving as an alternative to proprietary software



What we want to achieve by 2009:



- Develop business partnerships between software players in Asia and Europe in order to develop mutual business growth and to foster regional and international networking
- Foster a Vietnamese software industry capable of providing localized FOSS applications and services to governments and businesses
- Enable intermediaries of the Vietnamese IT-sector to spread key knowledge on how to develop businesses with free and open source software



Point of Contacts

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Implementing Partners and funding Partners

- InWEnt, Internationale Weiterbildung und Entwicklung gGmbH, Germany
- INRIA: Institut National de Recherche en Informatique et Automatique, France
- IOIT: Institute of Information Technology (IOIT), Vietnam

- EU: Delegation of the European Commission to Vietnam, Vietnam
- BMZ: German Federal Ministry for Economic Cooperation and Development, Germany



Thank you for your attention.

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