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## Vietnamese and European companies jointly build Free Software out of Hanoi

*Hanoi 10 June 2007:* A match-making, training and twinning workshop for European and Vietnamese businesses in the field of Free and Open Source Software is taking place this week in Hanoi, Vietnam. Organized under the auspices of InWEnt - Capacity Building International of Germany, INRIA of France and Institute of Information and Technology (IOIT) of Vietnam, the event is carried out by the initiative FOSS-Bridge EU-Vietnam ([www.foss-bridge.org](http://www.foss-bridge.org)).

The week long event gathers over 20 Vietnamese and visiting European software companies, who all share a keen interest in Open Source. Apart from offering a platform for face-to-face meetings and exchanging of cooperation ideas, which eventually turn into business agreements, the workshop also focuses on providing technology training offered by eight European IT-companies to their Vietnamese counterparts. In a first round of twinning in November, over 42 deals of joint Vietnamese – European cooperation were initiated, such as between CMC Soft of Vietnam and Bull France and Belgium; Vietsoftware and Yerbabuena, Spain; iWay and OTRS, Germany. More deals are expected to be finalized in the coming days with new companies from Europe and Vietnam participating in FOSS Bridge for the first time.

“Cooperation between Vietnamese and European companies in FOSS is a win-win situation. This is because both sides will profit from the mutual partnership. European companies can access a potential market, and a country with continued high GDP growth. Vietnamese companies will have more possibilities and technology options by teaming up with European partners“, said Dao Tam Quoc Joseph from Papaya Software GmbH Germany, one of the companies present at the workshop..

“I think going for open source is a good choice for Vietnam at the moment. Many European countries have applied FOSS in their public and business activities and they have the practical experience. More importantly, they have the willingness to cooperate with us on capacity building and knowledge transfer, of which this workshop is a proven example of their commitment.” added Le Vinh Chien, Head of Research and Development Division of HueSoft from central Vietnam.

The main goal of “FOSS-Bridge EU-Vietnam” is to develop business partnerships between software players in Vietnam and Europe. Cooperation is based on the innovative model of “Free and Open Source Software” (FOSS), which fosters open cooperation and joint building of software code worldwide. For that, each company from Vietnam is twinned with a counterpart from Europe for joint projects - increasing knowledge base and cooperation of the partners. Financial support comes from the Asia-Invest programme of the European Commission and the German Federal Ministry of Economic Development and Cooperation (BMZ). The main networking partners are OW2, a leading middle-ware consortium in the field of FOSS and Cenatic of Spain.

“I have come here to first find buyers who would be able to buy our FOSS products. At the same time, we expect to find partners who can sell and provide services from Vietnam. Based on what I have seen today in the presentation from very well-known and established Vietnamese companies, I

believe the objective of my trip will be fulfilled”, said Sergio Montoro Ten, CEO of KnowGate from Spain.

In 2003, Vietnam decided to switch its IT infrastructure to Free and Open Source Software. In 2008, Vietnam’s Communist Party plans to switch its 20,000 desktop computers nationwide to open-source avoiding problems with copyright infringement. State agencies, such as Ho Chi Minh City's departments of trade, post and telecommunications, and science and technology have already used OpenOffice on a trial basis. Therefore, demand for expertise in the field of FOSS development and implementation is expectedly high and still increasing in the coming years.

For a list of all participating companies in the event see next pages.

*For further information, please contact*

*Mr. Vu The Binh*

*Email: [binh@netnam.vn](mailto:binh@netnam.vn)*

*Post address: 18 Hoang Quoc Viet, Cau Giay, Hanoi, Vietnam*

*Fon +84-4-7564907*

*Mobile +84-(0)-9 0343 4477*

*Fax +84-4-7561888*

*Or visit our web platform on [www.foss-bridge.org](http://www.foss-bridge.org).*

#### **Information on the implementing partners:**

The international consortium of InWent - Capacity Building International of Germany, the French Institut National de Recherche en Informatique et en Automatique (INRIA) and the Institute of Information Technology of Vietnam (IOIT) is implementing FOSS Bridge “EU-Vietnam”:

**InWent – Capacity Building International**, Germany, is a non-profit organisation with worldwide operations dedicated to human resource development, advanced training, and dialogue. Our capacity building programmes are directed at experts and executives from politics, administration, the business community, and civil society. We are commissioned by the German Federal Government to assist with the implementation of the Millennium Development Goals of the United Nations. In addition, we provide the German business sector with support for public private partnership projects. Through exchange programmes, InWent also offers young people from Germany the opportunity to gain professional experience abroad. ([www.inwent.org](http://www.inwent.org), [www.it-inwent.org](http://www.it-inwent.org))

**INRIA** - is the French national institute of research in information technologies whose missions are to undertake basic and applied research, to design experimental systems, to ensure technology and knowledge transfer and to organize international scientific exchanges. INRIA is a strategic partner of the OW2 Consortium, an independent and international industry consortium working on more than 100 Open Source Software (OSS) projects in the domain of software infrastructures (middleware). OW2 was founded in January 2007 as a result of the merger of the ObjectWeb community and its Chinese counterpart OrientWare. As a cofounder of the former ObjectWeb Consortium, INRIA is actively contributing to the launch of OW2. ([www.inria.fr](http://www.inria.fr))

**IOIT – Institute of Information Technology** – the leading IT research and implementation institute in Vietnam, belongs to the Vietnamese Academy of Sciences & Technology (VAST). With more than 30 years of experience working in the IT field, its 200 employees, amongst 60 of which hold a PhD and more than 10 of which are professors, IOIT has been leading in many research IT fields in Vietnam such as

internet and networking, patent recognition, automation, etc. IOIT has conducted many significant projects related to FOSS, including the co-organization of an international FOSS conference for e-Governance – COSGov Vietnam in 2005. ([www.ioit.ac.vn](http://www.ioit.ac.vn))

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