



COMPANY INTRODUCTION

SotaTek JSC - Sales Department

MAR 2021

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Why Choose
Vietnam
To Outsource Your
Project

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Case Studies

Why Choose Vietnam for Outsourcing



Why Choose Vietnam To Setup Your ODC

Foreign Languages Proficiency

Fluent English and Japanese skills among Vietnamese IT professionals

Cutting-edge Technologies

Vietnamese developers possess strong technical skills as well as hands on experience working with new technologies including Blockchain, IoT, Machine Learning, Cloud Computing etc.

Well-invested IT Infrastructure

Vietnam is investing heavily in IT infrastructures in the field of cloud computing, data centers, 5G, AI & blockchain R&D labs... Vietnam's plans for a digital economy, smart cities, and start-ups have helped the country's IT industry continue to record strong revenue growth.

Cost Advantage

Vietnamese labour costs are approximately 10% to 50% lower than its neighbours, such as Indonesia and Singapore or Philippines.

Young, Dynamic & Well-educated Workforce

Education is one of the main reasons Vietnamese tech workers rank among the best software developers in the world.

Work Ethic

Vietnamese workforce is evaluated as one of the most hard working, disciplined and reliable manpower resources in the world.

Overview

Name

SotaTek Joint Stock Company
(SotaTek JSC.)

Established

2015/8

Headquarter

2-7-11F CIC Tower, No.2
Nguyen Thi Due St., Cau
Giay, Ha Noi, Viet Nam

URL

<https://www.sotatek.com>

Email

contact@sotatek.com

The leading SDaaS & Blockchain development company in Vietnam

CORPORATE GROUP



Experiences

SotaTek is a part of Sota Holdings, a **global Software Development as a Service (SDaaS), IT Outsourcing & Consulting** group headquartered in Vietnam

We deliver sustainable **Software Development Services, including Web/App/Game Development, Blockchain, AI & Machine Learning, ERP** with cost-effective solutions.

During **6+** years of development, our **500+** talents team has top-notch IT consultants and developers who share deep expertise to guarantee the best project outcomes for clients in various industries. We have successfully provided full-cycle IT services to our clients network from **21** nations worldwide, with **350+** projects and are expanding rapidly.

SotaTek stands for "State of the art Technology", showing our passion and determination to provide the most hi-tech IT development services and satisfy any client's business needs.

Our global Clients mainly come from the US, EU, UK, ANZ, Middle East and Asia.

6+

Years of
experience

500+

Experienced
developers

20+

Countries
partnered

350+

Successful
projects

OUR GLOBAL PRESENCE

3 International offices in:



Vietnam



The United States



Japan

Serve clients from various industries:

- ★ Banking & Finance
- ★ Insurance
- ★ Health Care
- ★ Education
- ★ Media & Entertainment
- ★ Retail & Hospitality
- ★ Automotive

Awards & Certificates



SAMSUNG
SMART APP
CHALLENGE
2012 TO GALAXY TAB AND NOTE
ABOUT THE CHALLENGE



2015

Company establishment in Hanoi, Vietnam

2016

Successful global expansion to expand the market

2017

Witnessed 300%+ revenue growth

2018

Catered to SMEs and MNCs from 14+ countries

2019

Top Asia-Pacific (APAC) Accelerators awarded by Business APAC

2019

Trusted partner of Vietnam's Government in major IT projects & blockchain solutions

2020

Established Sota Holdings, moving towards greater goals

Our Representatives

BOD



Tommy Le
Founder & Chairman

Executive Officers



Tyler Luu
Founder & CEO



Daniel Vu
Founder & SotaTek
Japan CEO



Dat Nguyen
SotaTek US CEO

Board of Directors



Wiliam Nguyen
Founder & COO & VCC
Exchange CTO



Andy Nguyen
Founder & CO - CTO



Richard Tran
Founder & CO - CTO



Alvin Tran
D1 Manager



Neo Le
D2 Manager



Harry Vu
Sales Director

Board of Managers



Lavender Le
HR Manager



Christine Bui
Marketing Manager



Annie Tran
Japanese
Communications Leader



Irene Dao
QA Leader



Phoebe Pham
QC Manager

Sales Team



Kate Nguyen
APAC Sales Manager



Angela Nguyen
Sales Manager



Anna Dang
Sales Representative



Queenie Nguyen
Sales Representative



Jenna Nguyen
Sales Representative

Acquired Technologies



Blockchain

We spearheads in Blockchain Technology of APAC as we focus on universalizing Blockchain applications. Our capabilities is not only limited to developing blockchain - powered application, but also can propose you on choosing the right platform, infrastructure... that fulfill your requirements.



Robotic Process Automation

We define efficient ways of standardizing processes that help improve your customer's experience, motivate your employees, and establish process transparency. Our RPA solutions are supplemented with AI and ML development to create high - functioning and cost - effective tools.



Artificial Intelligence

SotaTek offers a variety of professional technical services that leverage Artificial Intelligence (AI) as well as Data Analysis and Machine Learning. We are proud to help you optimize your business models by implementing AI - powered solutions to solve any of your business challenges at ease.



Internet of Things

We help startups and enterprises build smart gadgets and convert analog products into digital products with firmware, IoT platforms and sensors. Our Custom IoT product development team creates a web, mobile and embedded infrastructure for IoT products.

Why choose SotaTek



Experienced in ITO industry

Our personnel with over 20 years of experience in ITO industry have been providing a wide range of comprehensive IT services, from consulting to implementing, meeting the highest level of requirements.



Strict QC Standard

By following strict quality management procedure & comply with international standards such as ISO 27001:2013..., we bring to you IT outsourcing services with world - class quality.

Why choose SOTATEK



Seamless Communication anytime, anywhere

With our global presence and staffs highly proficient in English and Japanese, we do not only understand your request but also can help you complete your idea and turn it into real products.

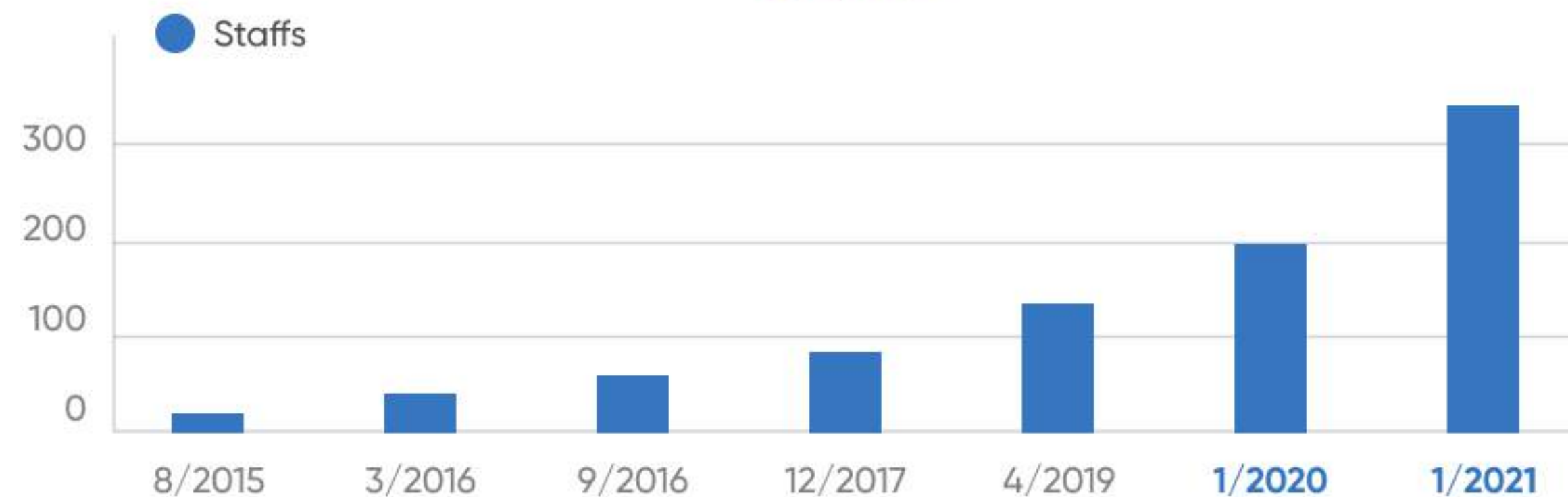


Global Know-how

Our rich insights of international markets and understanding of cultural integration help our staffs always strive to bring localized knowledge in every step of the entire process

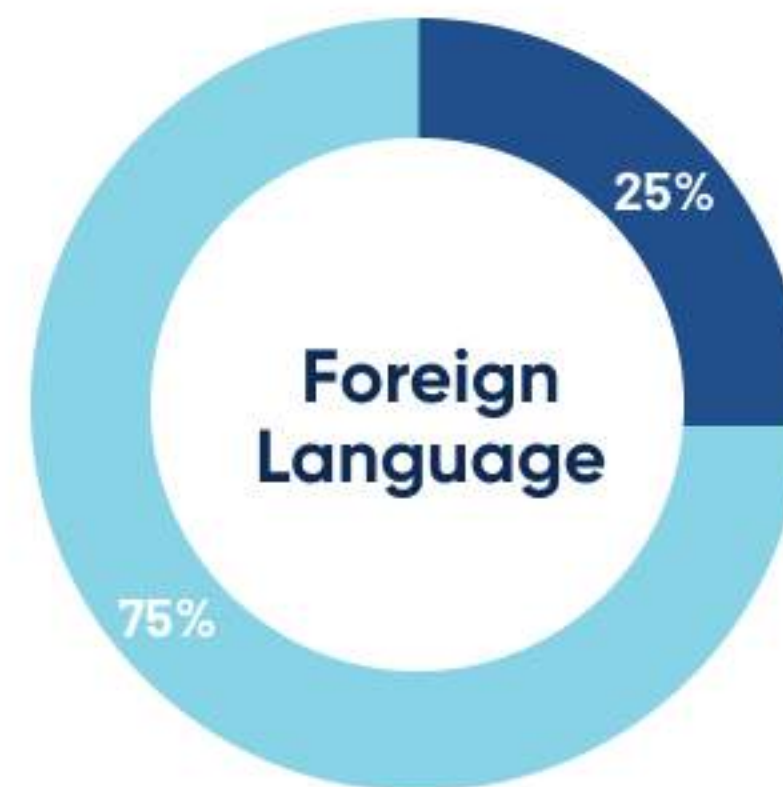
Our Resources

Growth



Web Mobile Infra System

Most of our projects are Web and native mobile app development



Japanese speaking staffs

All staffs are able to communicate in english fluently



Strong Project Organization

- Managers: Over 20 years of experience in software development, with strong expertise in multiple teams management
- PM: Fluent in both English and Japanese, highly experienced in team leading and project management
- SE: Dynamic, talented, eager to learn



Cost Advantages

- Low cost engineers
- Huge talented engineer resources
- Flexible contracts and support to minimize clients' cost while maximizing their benefits



Scalable Human Resources

We build our eco-system to acquire, educate and recruit young talented engineers

Our Talent Acquisition Strategies

With our Unique Talent Acquisition Strategies, we set up our own talent eco-system that allows us to acquire – educate – retain talented engineers



1. Acquisition

- Strategic co-operation with Vietnamese top universities like HUST, HNU, FPT University
- Large community network (Admin of Facebook community group with over 160k Japanese speaking members)
- Leader of HEDSPI startup group company

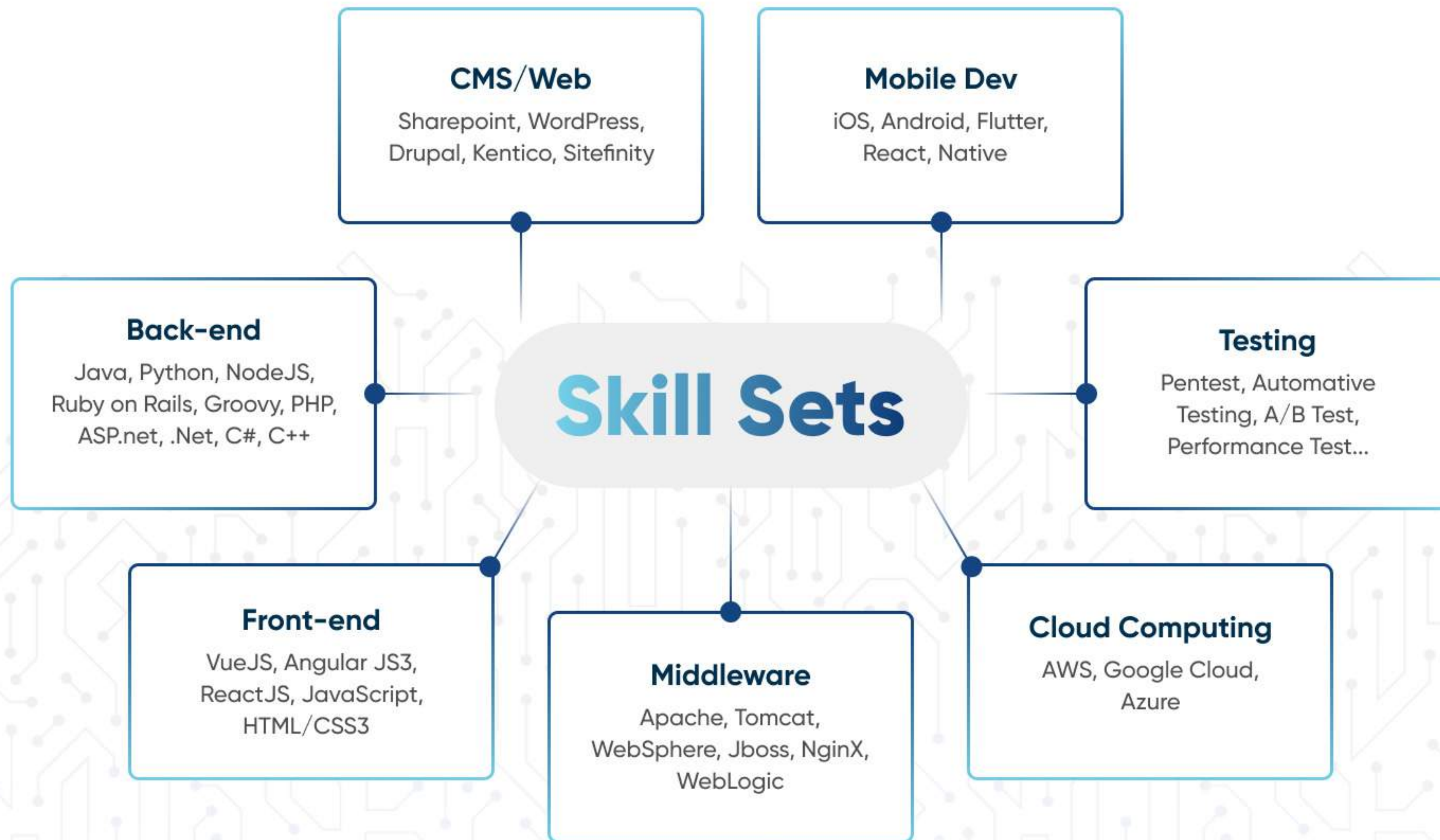
2. Education

- Foreign language education (Japanese, English...)
- Weekly Tech talk to build up-to-date tech skills (Big Data, IoT, AI...)
- Intercultural training, including appropriate mindset to work with foreign customers

3. Recruitment

Attractive benefit packages with supportive company culture enable us to take advantages of Vietnam's talent pool with over 40,000 new graduated IT engineers per year.

Competencies



Our Next Gen Technology Development Services

01

Blockchain Development



- Cryptocurrency Exchange
- Cryptocurrency Mining
- Wallet Development
- Cryptocurrency Development
- ICO Development
- Custom Blockchain Development

02

AI Development



- Computer Vision
- Natural Language Processing
- Big Data - Predictive Analysis
- Business Intelligence

03

RPA Development



- Intelligent Document Recognition Development
- Image Processing Development
- Document Capture Software Development
- GUI Automation
- RPA Integration Services

04

IoT Development



- IoT Firmware Integration
- Mobile Apps for IoT Devices
- Edge Computing
- Cloud Services

Our Software Development Services

01

Web Development



- Custom Website Development
- Content Management System (CMS)
- Web Based Business and Workflow
- Front-end Design & Development
- Complex Backend Systems with API Integrations

02

Mobile Development



- Cross-platform app development
- Native mobile app development
- Wearables and smart devices
- Payment integration
- Mobile app testing
- Proof of concept

03

Custom Software Development



- CRM Software
- ERP System Development
- E-Learning Software
- Live-Streaming Software
- Others on demand

04

Legacy Migration



- Database Migration
- Operating System Migration
- Cloud Migration
- IT infrastructure Migration
- Platform Migration

Specialized Industry - Focused Strategy

Banking & Finance

Top Blockchain Development and FinTech services with extensive expertise in Cryptocurrency Exchange and Mining, eWallet Development, ICO/IEO/STO, Smart Contracts Development to leverage Cloud-based solutions.

Health Care

Develop your digital medical institutions with our IT Strategy Consulting, Data Integration and Migration, Patient Engagement, Tailored Healthcare Software for radiology and medical record management in hospitals.

Education

Outstanding Ed-tech and E-learning solutions for educational institutions, provide immersive learning experience with Virtual Reality, E-learning Platforms, Educational Analytics and Software for Corporate Trainings.

Retail & Hospitality

Digital Transformation to unlock all potential of the sector, including E-Commerce development, CRM, ERP data storage and analysis, personalized shopping experiences, Facial Recognition Technology, etc.

Media & Entertainment

Expertized in Livestreaming Apps, Chatbots development, automated subtitling and streamline pre-and post-production processes, making all steps involved more cohesive, less costly and faster.

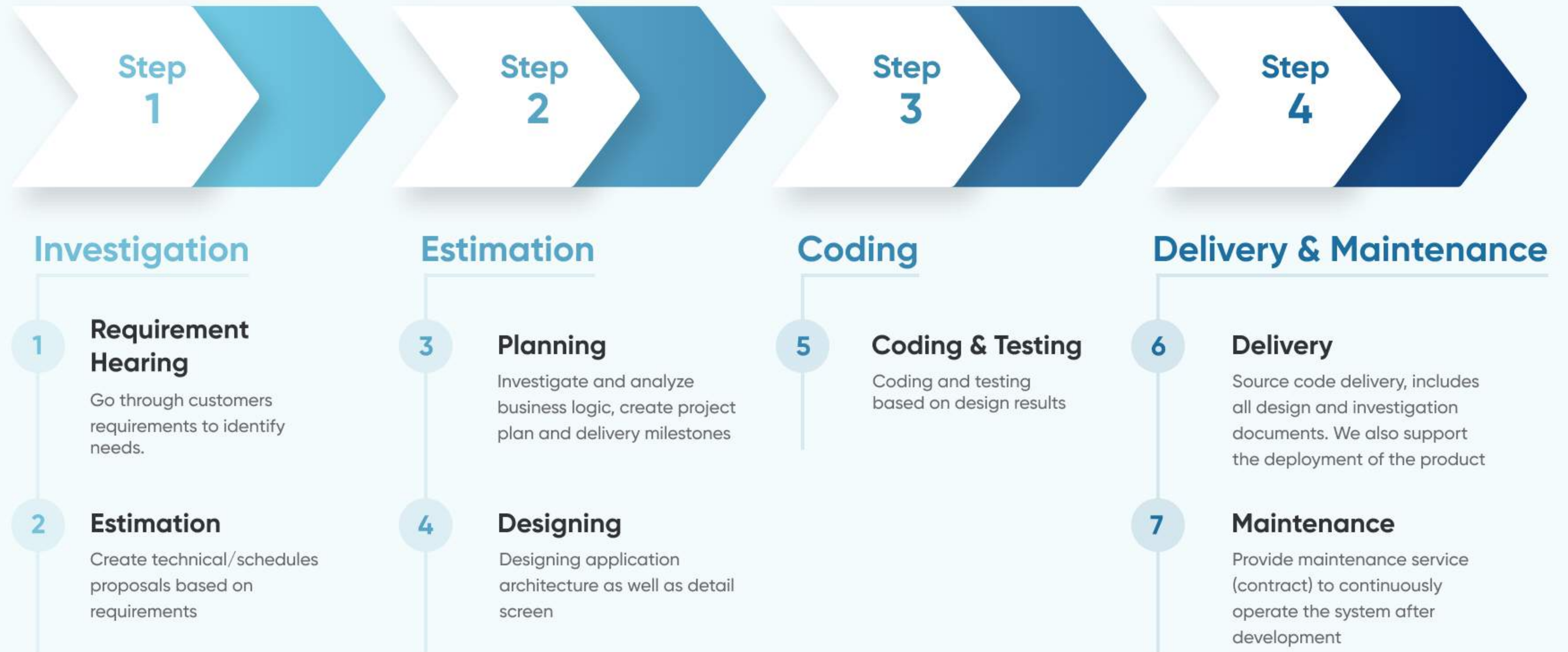
Automotive

Create the next generation of AI, maximize the use of Image and Data Annotation techniques with Machine Learning by training machines to automatically recognize objects and people in any location.

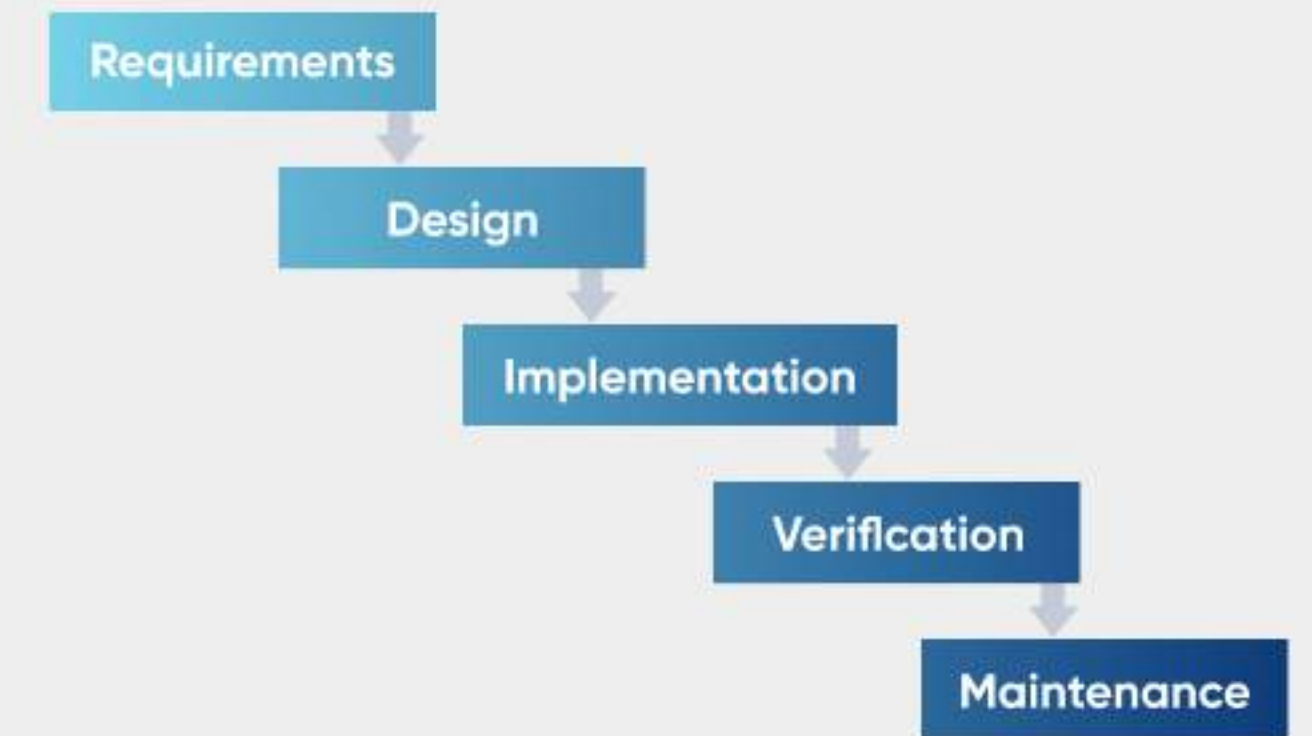
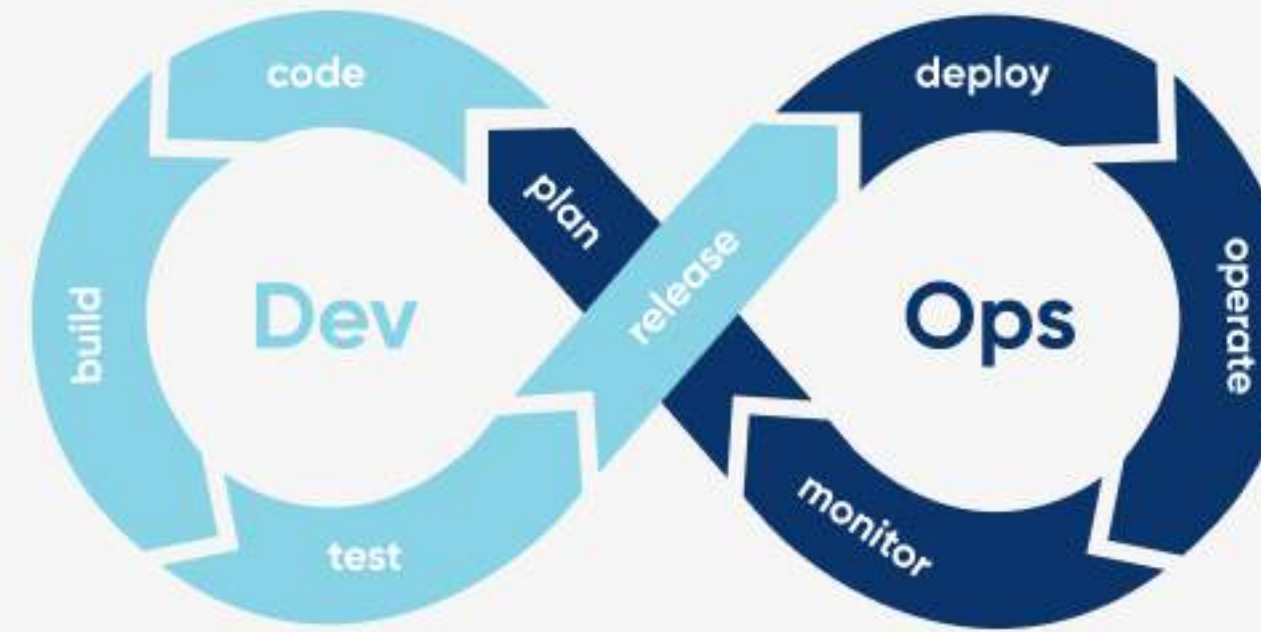
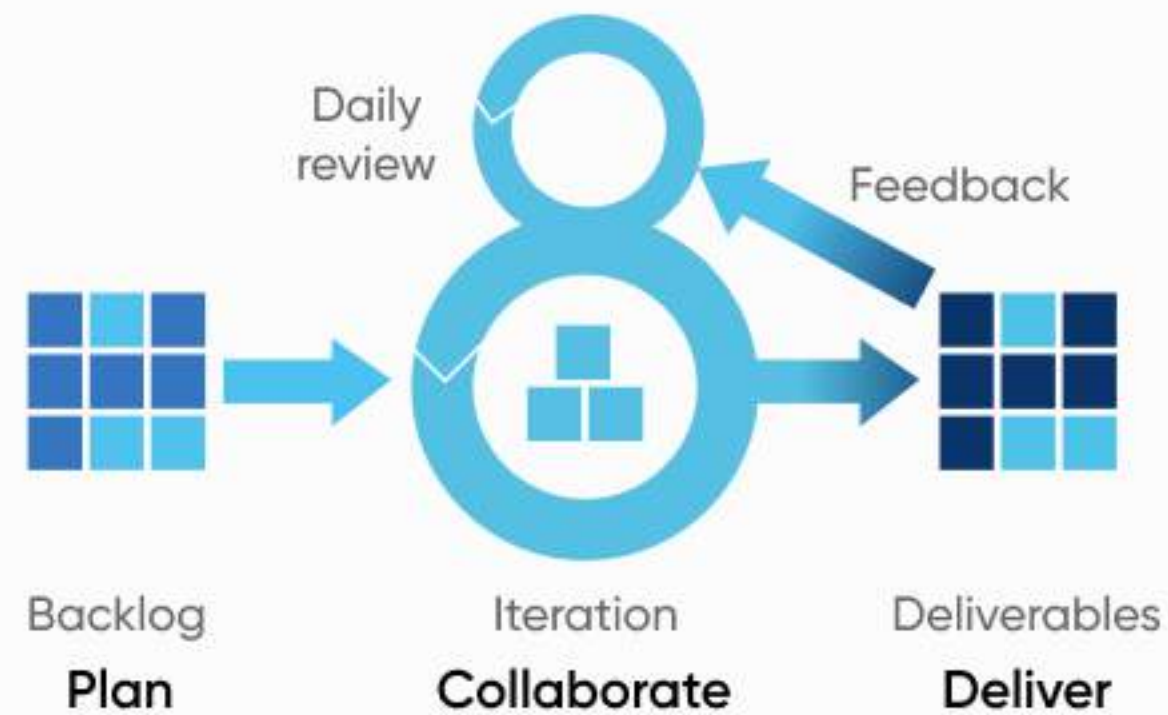
Our Workflow



Our Workflow



Development Methodologies



1

Agile Development

- Mitigates the risk of budget blow outs
- Better product/market fit
- Increased stakeholder collaboration
- Get to market faster
- More value, less time

2

DevOps Development

- Enhance collaboration and trust
- Release faster and work smarter
- Accelerate time - to - resolution
- Better manage unplanned work

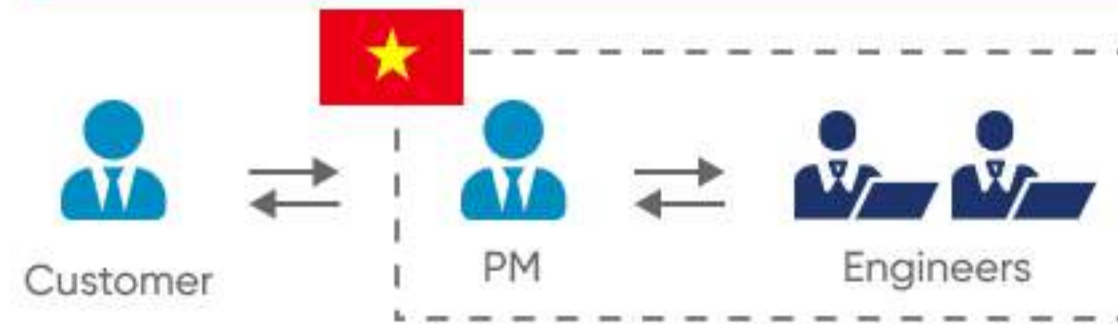
3

Waterfall Development

- Uses clear structure
- Determines the end goal early
- Issues can be researched and tackled in the design stage
- Crystal clear outcomes
- No financial surprises

Delivery Models

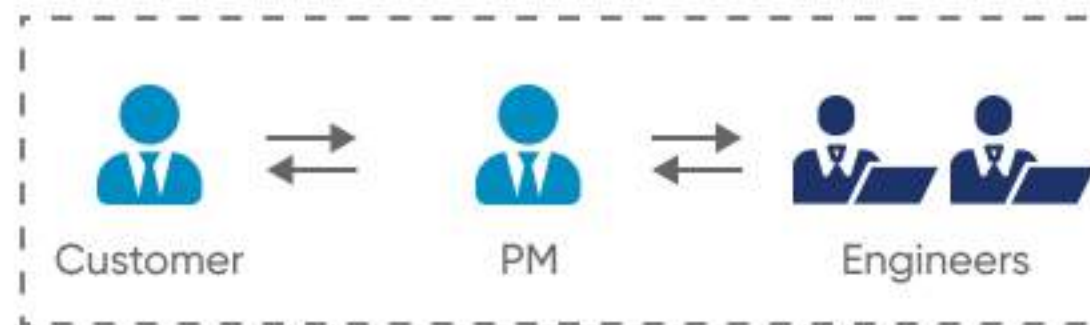
Offshore Model



Assignments	Customer	Offshore
Project scope	○	△
Analysis	—	○
High level design	—	○
Development/Unit testing	—	○
Integration/System testing	—	○
Acceptance testing	○	△

- Effective cost savings.
- Single point of contact.
- Clear, responsive communications

Onsite Model



Assignments	Customer	Offshore
Project scope	○	△
Analysis	—	○
High level design	—	○
Development/Unit testing	—	○
Integration/System testing	—	○
Acceptance testing	○	△

- Face - to - face communication with team members.
- Maximum control and coordination of time and effectiveness.
- A negligible communication gap.
- Optimize recruitment costs

Hybrid Model



Assignments	Customer	Offshore
Project scope	△	—
Analysis	○	—
High level design	—	○
Development/Unit testing	—	○
Integration/System testing	—	○
Acceptance testing	△	—

- Transparent project status and clear communication at all levels.
- In - depth understanding of each other's working styles leading to long - term benefits.
- Optimized resources, quality, project, and process management.
- Cost advantages of having offshore software developers.

6 Steps To Setup Your Own ODC With Us

01

Requirements

We work closely with our clients to determine their exact requirements and needs, thereby producing an estimation of resources and timeline for the project.

02

Proposal

We offer our project proposal including rates, collaboration methods, communication channels, risk management and quality control plan.

03

Pre-selection

Client review the proposal and we begin to select suitable candidates that satisfy all defined requirements.

04

Qualification

The final decision is in the hands of the client who will interview developers and other staffing members. The trial/pilot begins.

05

Evaluation

After the trial period, the results during the trial will be evaluated and announced to our clients.

06

Offshore Team Formed

The Offshore Team is officially formed and start their work in our Offshore Development Center (ODC).

Communication Tools



Communication



Project Report & Management



- Slack as the communication tool for internal exchange inside our company as well as for the external exchange with our customers.
- Google Meet is chosen as the standard tool for video conference.
- We use JIRA for bug tracking and project management.
- Source Code Management with GitHub, GitLab.
- All correspondence with customers is handled in English or Japanese.

Contract Types

ODC Contract



Provide dedicated resources for customer. Assigned engineer(s) will work under customer's instruction.

Benefits:

- Easy access to available resource of dedicated engineers.
- Easy to control cost since this is fixed monthly-fee contract.
- Easy to accumulate know-how for development team.

Fixed-price Contract



Best practice in case of project requirements when architecture design is clearly defined.

Benefits:

- We will provide the most suitable resources for project with required skills specified by our client.
- Low risk, no long-term commitment, cost efficiency.

SotaTek Commitments

1 For evaluation purpose, we accept even 1 man month project.

2 We promise to provide resource with required skills and experiences.

3 Implement cost efficiency by utilizing inexpensive talented resources.

Portfolio



人材派遣会社様向け 人材紹介システム

お気軽にお問い合わせください！

このような会社様におすすめです！貴社の課題を解決します！

人材派遣会社様	人材紹介会社様
1. 人材紹介の仕組みがわからない	2. 人材紹介の仕組みがわからない
3. 人材紹介の仕組みがわからない	4. 人材紹介の仕組みがわからない
5. 人材紹介の仕組みがわからない	6. 人材紹介の仕組みがわからない
7. 人材紹介の仕組みがわからない	8. 人材紹介の仕組みがわからない
9. 人材紹介の仕組みがわからない	10. 人材紹介の仕組みがわからない

お気軽に お問い合わせください！

豊富な機能と料金体系で、多くのお客様にご利用いただいています！

600社以上
公共機関、パソグループをはじめとする大手企業
業種から個人事業主様まで、幅広いお客様にご利用
いただいています！

Learn Japanese with BondLingo

Learn to use the traditional form in Japanese - 意匠形 (いこうけい)

Let's learn how to say "to try to" in Japanese with てみる (てみる)

How to use のに (のに) in Japanese - 意匠形 (いこうけい)

Learn to use ので (ので) in Japanese Using NODE to learn how to say "because" in Japanese

Learn how to use -んで (んで) and -の (の) with sentences like "Because I'm hungry"

Expressing "in order to" and "for the sake of" in Japanese with ために (ために)

SocialGood

100% Crypto Back on eBay Shopping

100% Crypto Back on eBay Shopping

100% Crypto Back on eBay Shopping

Subscribe to the Newsletter

At the current time, you cannot purchase SocialGood directly from the website. To get the latest news, please register to receive our Newsletter.

Subscribe

Trovola.com

Easter Sale
BOOK RESORTS AND SAVE UP TO 40%
Best Prices Guaranteed On 2,200,000+ Hotels & Accommodations Worldwide

24/7 Customer Support
Best Price Guarantee
Multi-Payment Options
Real Value Rewards

What our customers say

Simply revolutionary!
Fast and convenient
I book every hotel with Trovola.com
Booking was easy and everything went smoothly

Cherry Blossom Destinations

Hanoi
Hue
Ho Chi Minh City
Da Nang
Phu Quoc Island
Nha Trang
Da Lat
Yung Tau
Mui Ne
Hoi An
Ninh Binh
Sapa

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Expressing "in order to" and "for the sake of" in Japanese with ために (ために)

Project Information

- Holistic solution that could be integrated into any medium and big size hospital. This system has been using by many hospitals in West region of Japan.
- Project size : 100 man month
- Team size : 11 developers

Technology Stack

Winform

C#.Net



Super App for Drivers

Project Information

- Provide convenient and modern way for fueling vehicles.
Offer insurance & parking services
- Project size : 500+ man month
- Team size : 50+ developers

Technology Stack

ReactJS

MongoDB

NestJS

Gitlab CI

Kubernetes

AWS Lambada

Serverless

Kafka

Holistics

Postgres

AWS Redshift



Stay safe as you go.

Pump and win amazing prizes!

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Available at over 1000 petrol stations

Now available at over 1000 petrol stations & expanding fast!

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Contactless petrol payment

Pay, pump and go!



Pay for fuel without leaving your car
Contactless, convenient payment right from your seat.



Incentive for referring friends
Receive bonus immediately when referring friends



No physical card required
Earn, check and redeem loyalty points from mobile app



Know your fuel consumption
Check, track and download e-receipts from the app

Sota Finance

Project Information

- Enable easy creation and transaction of Limited Digital Content Editions secured with blockchain to mass users.
- Project size : 50+ man month
- Team size : 10 developers
- <https://sota.finance/en>

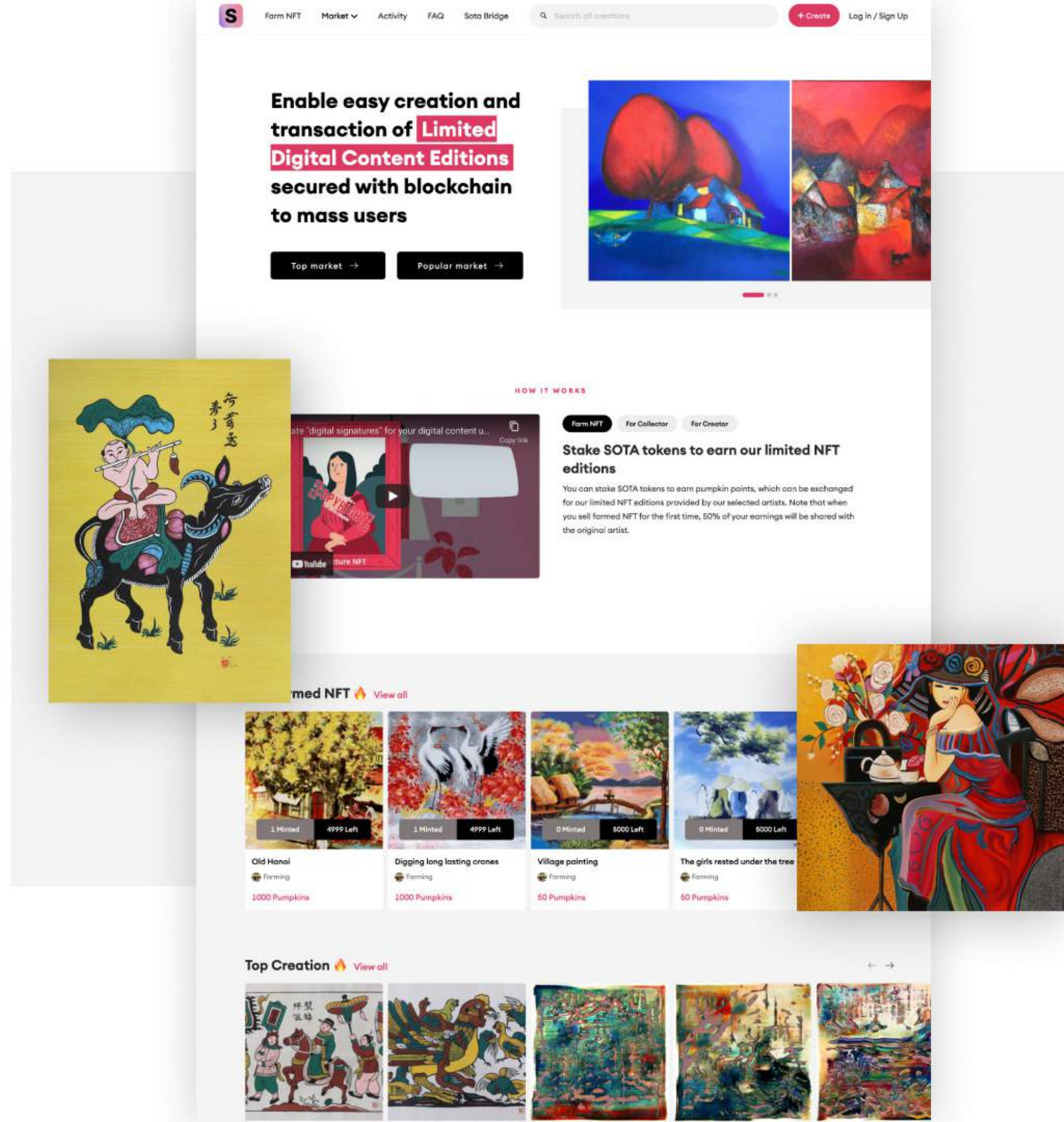
Technology Stack

ReactJS

MongoDB

NestJS

Solidity



Whole Earth

Project Information

- A project that combines world's map and blockchain. User can support the map by providing information of environment, infrastructure and earn rewards as crypto coin.
- Project size : 36 man month
- Team size : 6 developers

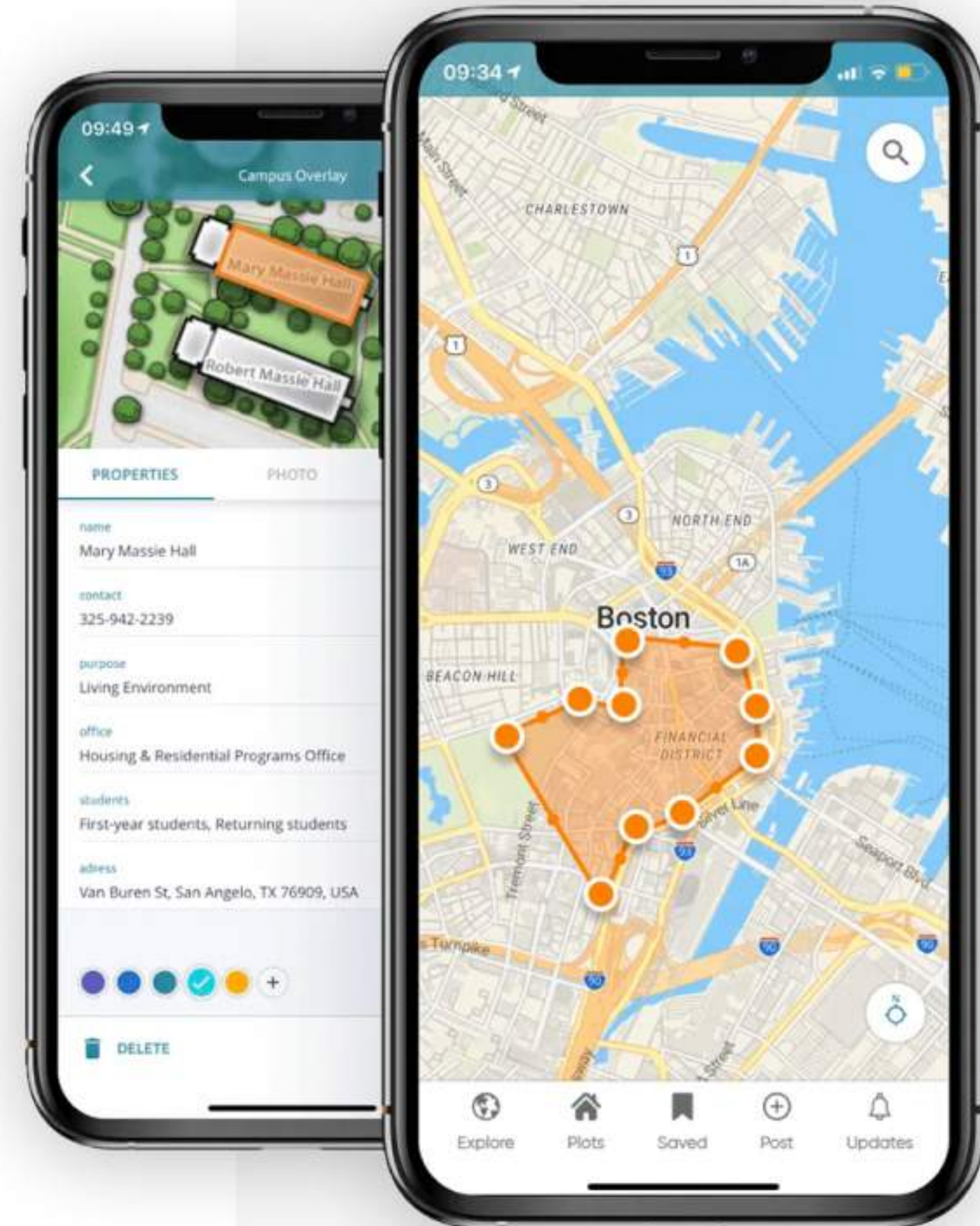
Technology Stack

Ruby

React

Android

PHP



SocialGood

Project Information

- SocialGood is an asset that everyone can receive for free just by shopping at partner retail stores, such as Amazon, Apple, Alibaba, eBay, Lazada, Nike etc. (Shopping Mining™).
- Project size : 36 man month
- Team size : 6 developers
- [Google Play](#) / [App Store](#)

Technology Stack

Laravel

Vue.js

Android

PHP

iOS



The image displays the SocialGood website and its mobile application. The website header features the SocialGood logo and navigation links. A prominent banner highlights a "100% Crypto Back on eBay Shopping" promotion, accompanied by logos for eBay, AliExpress, and Lazada. Below this, a "Read Whitepaper" button is visible. The main content area includes a "Subscribe to the Newsletter" section with a form and a "Follow" button. A "Media & Publicity About Our Partners" section lists various media outlets. The "NEWS & TOPICS" section features several articles, including "Crypto Cashback App : SocialGood App Launches on Android" and "The Price of SocialGood (SG) Has Increased 42.85 Times After Listing". A large, stylized graphic on the right side of the image shows a smartphone displaying the SocialGood app interface, with a text overlay stating "The price of the cryptoasset, SocialGood +7,529% within 15 days! CoinMarketCap".

SocialGood
The Cryptocurrency for Good Society

100% Crypto Back on eBay Shopping

Read Whitepaper

Subscribe to the Newsletter

NEWS & TOPICS

NEWS Crypto Cashback App : SocialGood App Launches on Android

NEWS Get Cryptoback While Shopping...The SocialGood App (iOS) Launches

NEWS The Price of SocialGood (SG) Has Increased 42.85 Times After Listing

NEWS The Price of SocialGood (SG) Has Increased Over 600% After Listing

The price of the cryptoasset, SocialGood +7,529% within 15 days! CoinMarketCap

BondLingo

Project Information

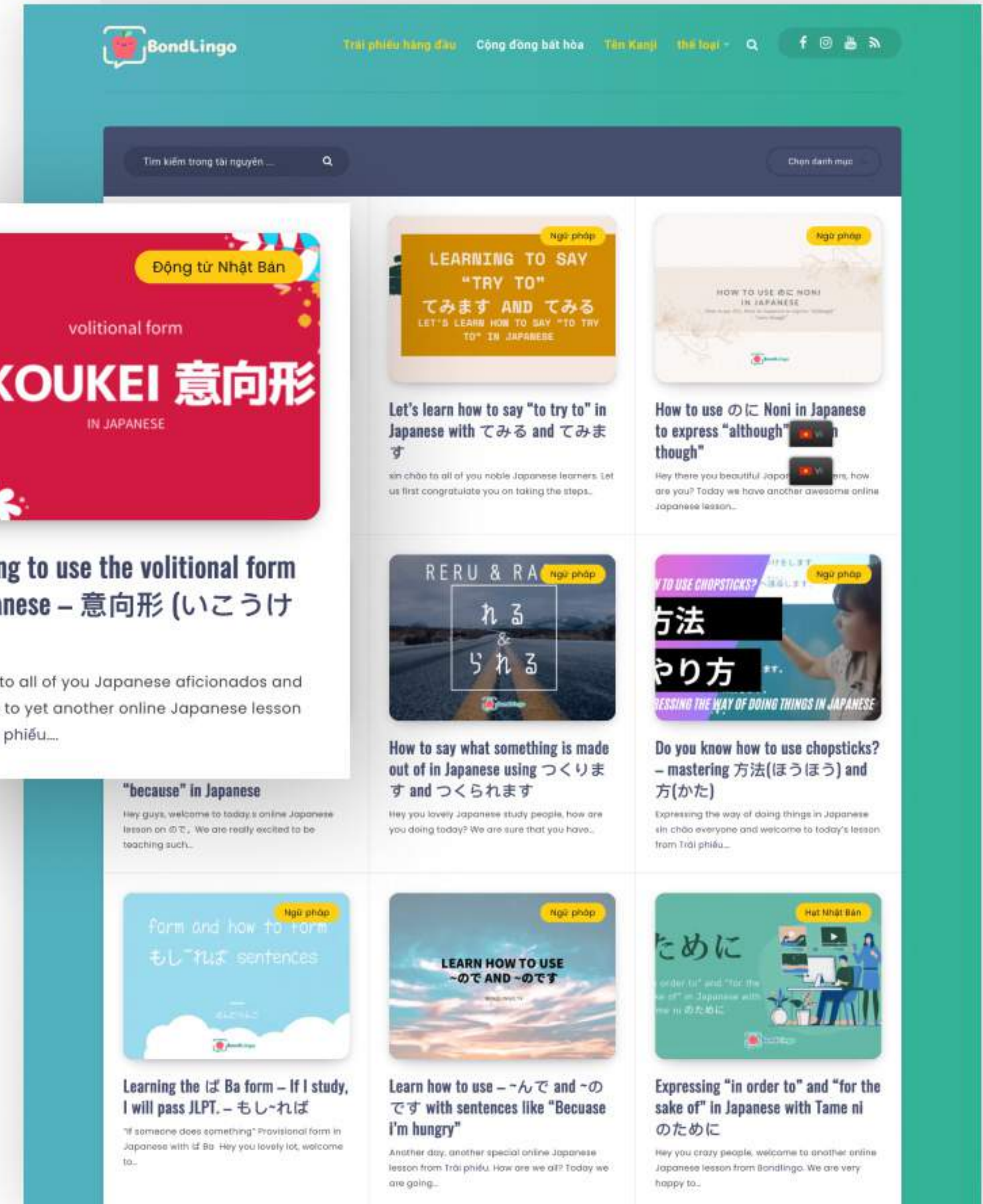
- An online platform that helps people to learn Japanese. Includes more than 500 lecture videos and hundreds of JLPT problems. You can also create your own problem sets or movies!
- Project size : 26 man-month
- Team size : 10 developers

Technology Stack

NodeJS

ReactJS

WordPress



Travala

Project Information

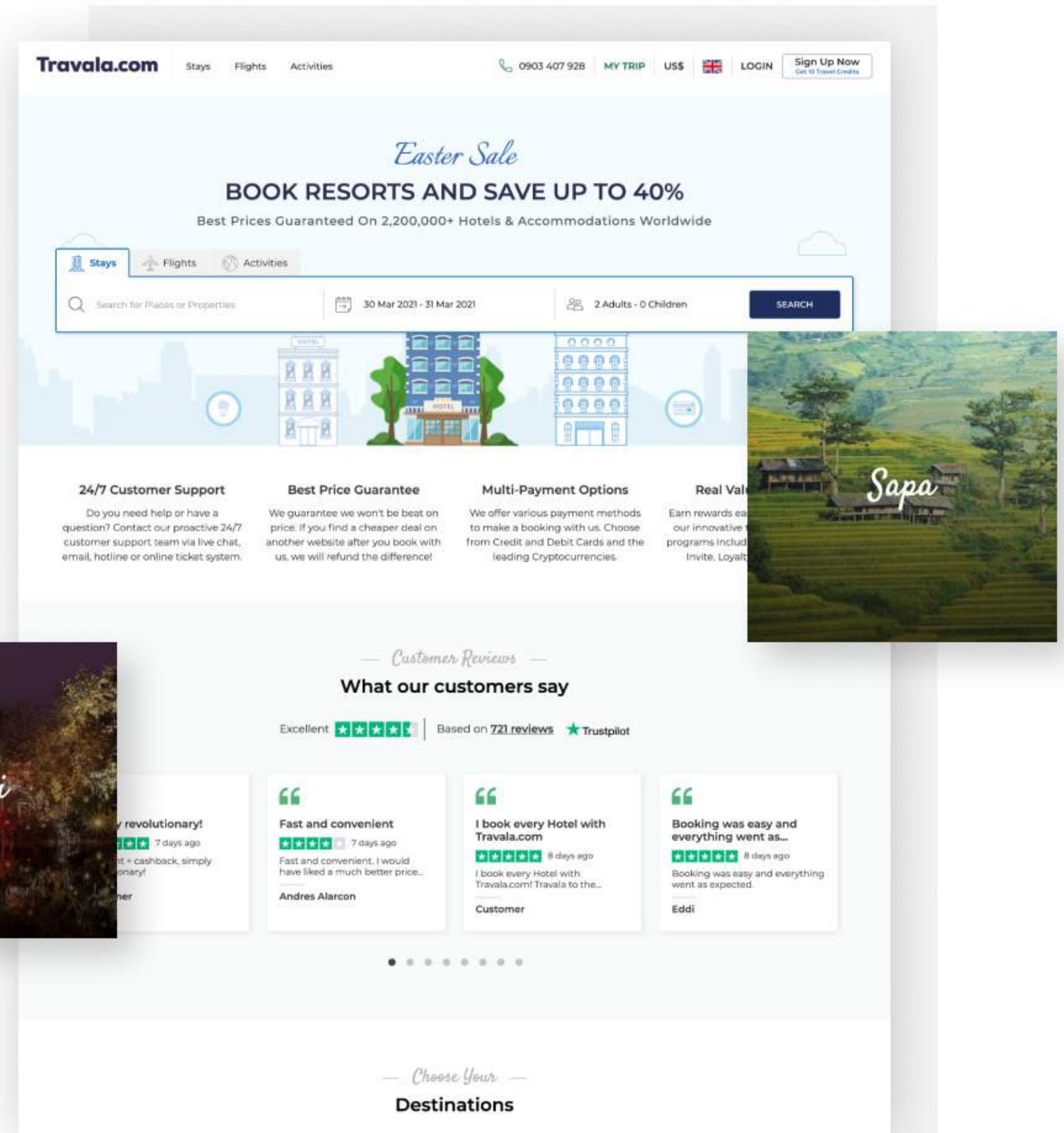
- Implementation and operation of wallet/smart contract for ICO of Decentralized Travel Booking Marketplace.
- Raised US\$ 2 million in funding of token sales
- <https://www.travala.com/Travala-Whitepaper.pdf>

Technology Stack

Blockchain

Python

C#



Asset Genius

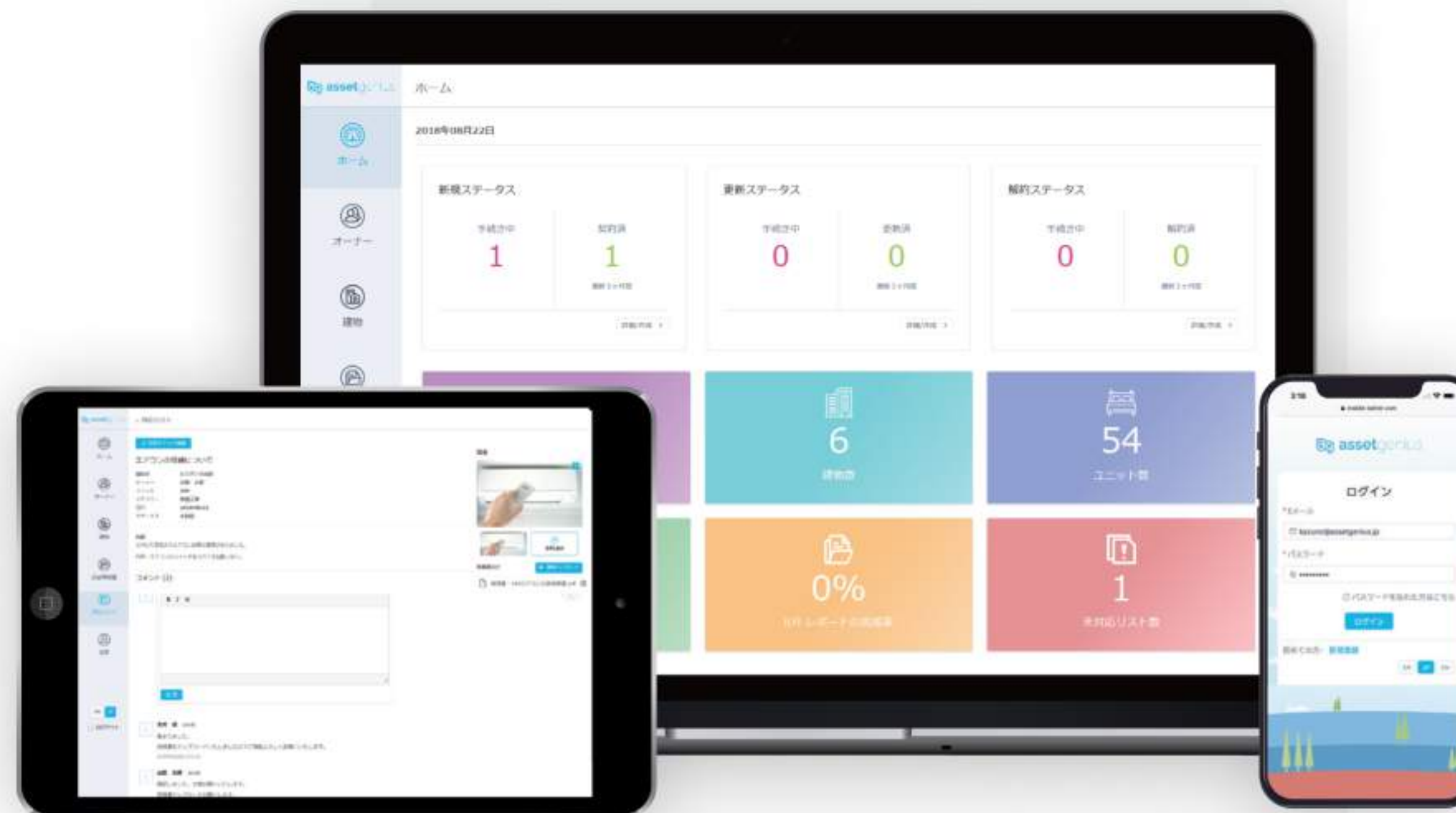
Project Information

- Asset Genius focuses on Real Estate Tech and provides a platform for real estate investors and management companies.
- Project size : 12 man month
- Team size : 4 developers

Technology Stack

NodeJS

React Native



Bitkoex

Project Information

- A Cryptocurrency Trading Platform
- Project size : 60 man month
- Team size : 8 developers
- <https://bitkoex.com/trading/bkb-krw>

Technology Stack

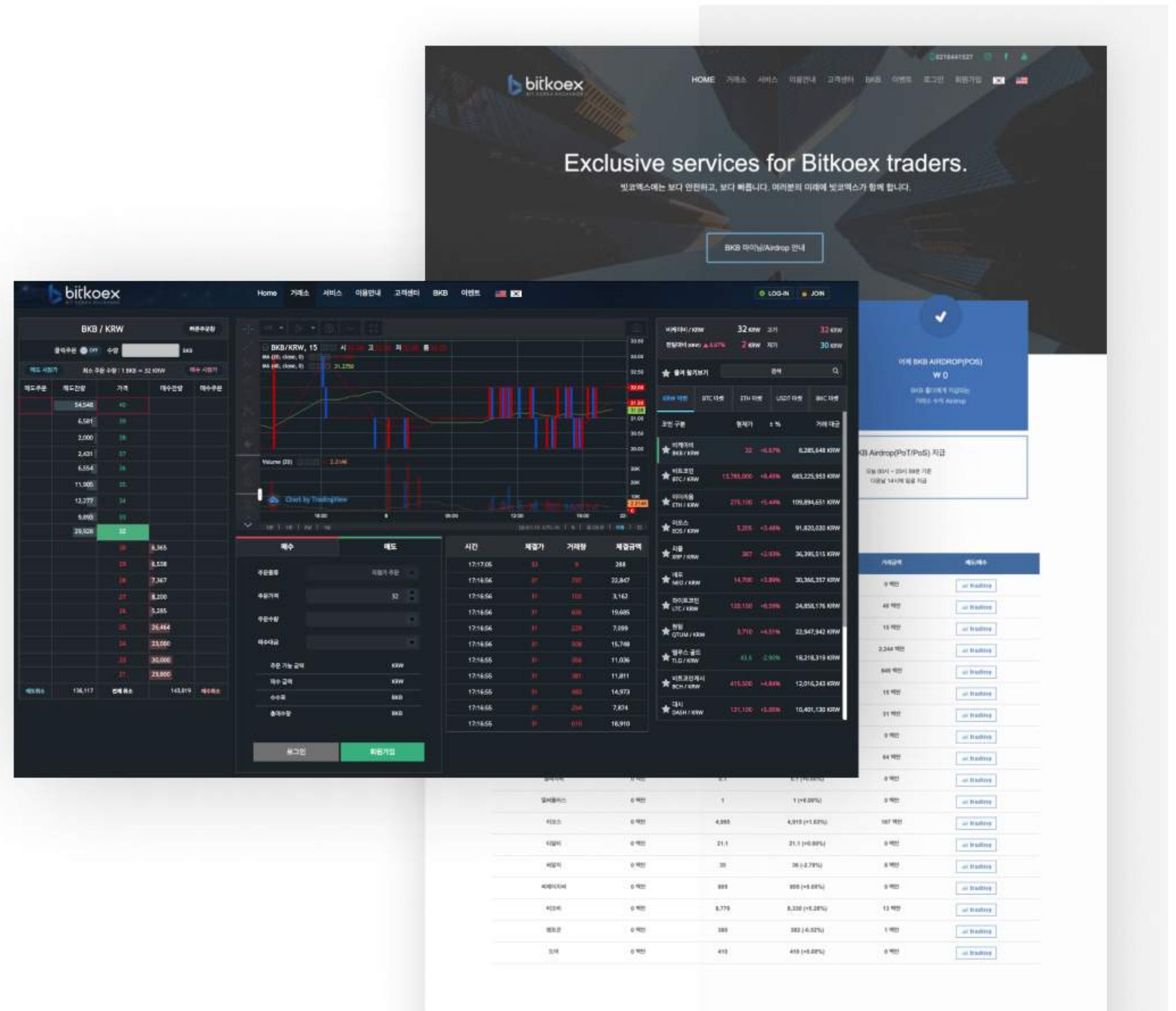
VueJS

HTML5/CSS

Laravel (PHP)

Websocket

Microservice



MatchinGood

Project Information

- A HR platform that connects job-seeking candidates and recruiters/employers.
- Project size : (2018 - ongoing)
- Team size : 5 developers

Technology Stack

AngularJS

HTML5/CSS

Laravel (PHP)



【情報、管理の見える化】が実現しました。手間のかかる手集計なども解決しました。

プライマリー・アシスト株式会社

導入システム	人材派遣システム
従業員数	11~30名
業界	医療系
ポイント	情報の一元管理

詳しく見る

どのような会社様におすすめです！貴社の課題を解決します！

人材派遣会社様	人材紹介会社様
課題: 元でしかシステムを使えない。	課題: 売上を伸ばしたい。
解決策: クラウドは場所を選ばません！	解決策: 人材紹介のベストノウハウが凝縮！
課題: 派遣システムは、サーバークライアント型のものが多く、インストールされたパソコンでしか使えませんでした。マッチンググッドはシステムのため、外出先や自宅からでも仕事を進められるため、作業率が向上します。	解決策: 数百社の人材紹介会社様からヒアリングして得られた、売上を上げるためのノウハウをシステムに凝縮。売上を上げるための人材や求人管理、マッチング機能はもちろん、帳票出力機能で膨大な書類作成のお手間を削減できることで、営業や面談などのコア業務に集中できます。
課題: 元で管理できるシステムがない。	課題: 業務フローは変えずシステム導入したい。
解決策: 応募から給与までワンストップ！	解決策: 無償で貴社仕様にカスタマイズ！
課題: 派遣システムは、応募管理のためのシステム。契約以降の後のためのシステムとシステムが分断される中、マッチンググッドは応募から契約・勤怠・売上・給与計算まで一つのシステムで一元管理が可能です。これにより、データの二重入力や修正の手間を格段に省くことができます。	解決策: 会社ごとに扱う業種・職種は異なり、項目や帳票の形式もさまざまです。マッチンググッドは、項目や帳票、画面表示までお客様例で変更可能ですので、業務にあわせてシステムを作り込むことができます。
課題: データ移行ができるか心配。	課題: 採用企業とのやり取りが煩雑化。
解決策: 貴社側で無償にて行えます！	解決策: システム内で求職者や求人のやり取りが可能です！

これまでのお使いの派遣システムからの移行も数多くお問い合わせいただきますが、マッチンググッドはデータ移行費用を一切かけずにお客様側で作業を行っていただけます。経験豊富なサポート担当が、詳細をお伺い

マッチンググッドは、貴社の紹介先である採用企業に無料の採用管理システムをご利用いただけますので、新着求人や求職者推薦の連絡をシステム内で完結できます。これまでメール等で発生していた煩雑なやり取り

Viewty

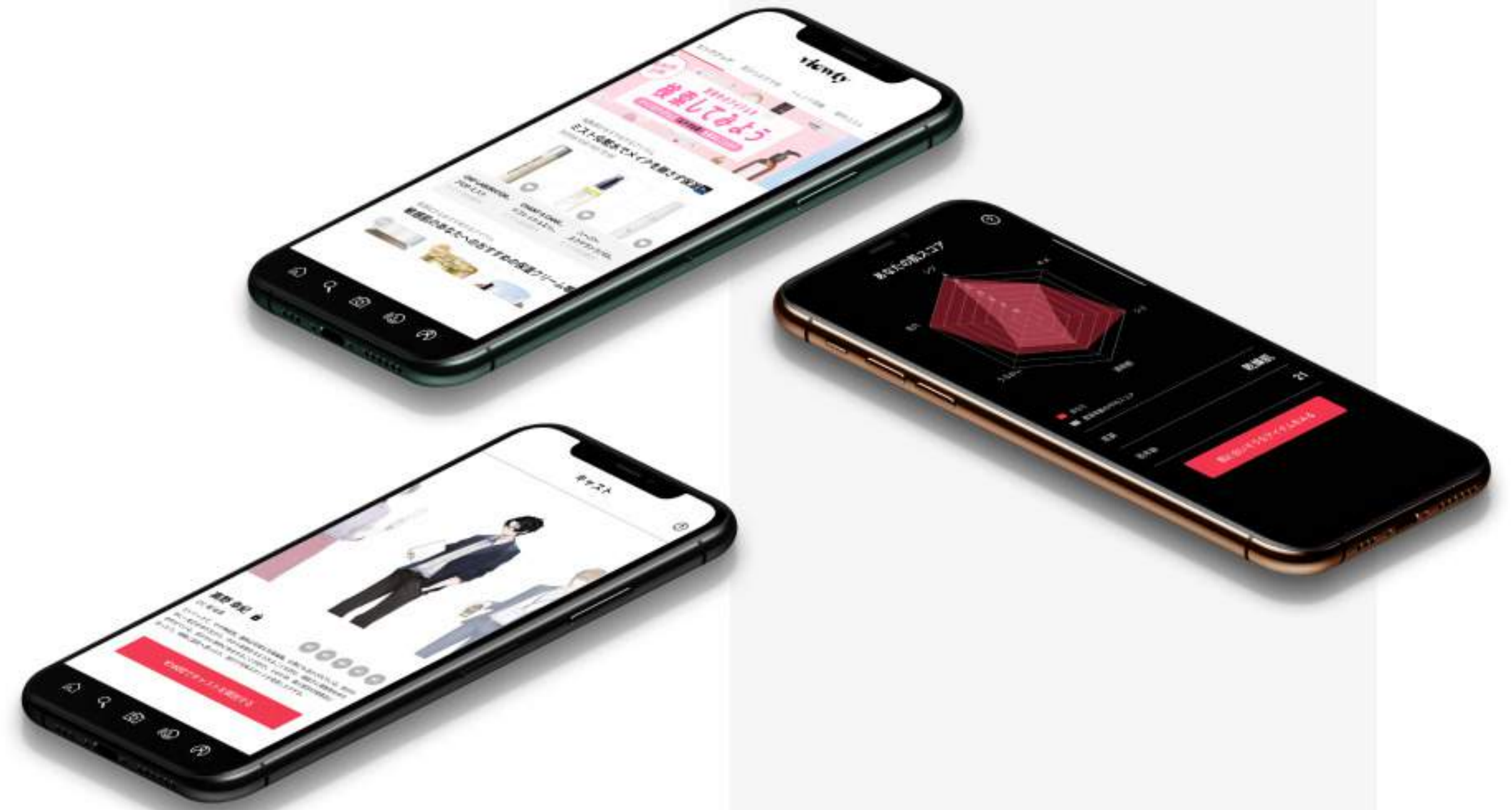
Project Information

- Viewty can measure and evaluate the skin condition (wrinkles, texture, stains, translucency, moisture, pores, skin quality, skin age) in 8 items. By making viewty available across a wide variety of brands, viewty has made recommendations based on your skin data in a fair position.
- Project size : 80 man month
- Team size : 12 developers
- <https://www.viewty.jp/>

Technology Stack

C/C++

Java



VTS mobile+

Project Information

- A real time stock trading app for Android platform. It was designed to strictly compliance with business logic, helping users with convenient experience and most updated data. This app use C/C++ as underlying communication stack to ensure security, accuracy and to reduce communication latency.
- Project size : 15 man month
- Team size : 3 developers

Technology Stack

C/C++

Java

The screenshot displays the VTS mobile+ app interface. At the top, there's a header with a menu icon, a dropdown menu showing '크루드오일', and two numerical values: '실시간손익 11,123,456' and '평가담보금 11,234,567'. Below the header, there are three buttons: '매도시장가 15' (blue), '전종목청산 15' (green), and '매수시장가' (red). The main part of the screen is a table with columns: MIT, 주문, 잔량, 고정, 잔량, 주문, MIT. The table contains several rows of stock data, including prices like 1892.75, 1892.50, 1892.25, 1892.00, and 1892.75. A red box highlights a cell in the table, and a hand icon indicates a click. At the bottom, there are several buttons: 'MIT취소', '취소', '전종목취소', '취소', and 'MIT취소'.

MIT	주문	잔량	고정	잔량	주문	MIT
		67	1892.75			
1		210	1892.50			
	1	114	1892.25			
		110	1892.00			
		1221	1892.75			
			1892.50	34		
			1892.25	47		
			1892.00	78	2	
			1892.75	96		1
			1892.50	123		
1	1	1231	654	321	2	1

APLUS ASSET

회원 가입

ID

PASSWORD

PASSWORD 확인

이름

휴대폰

은행

계좌번호

예금주

추천인

회원 가입

Medicount

Project Information

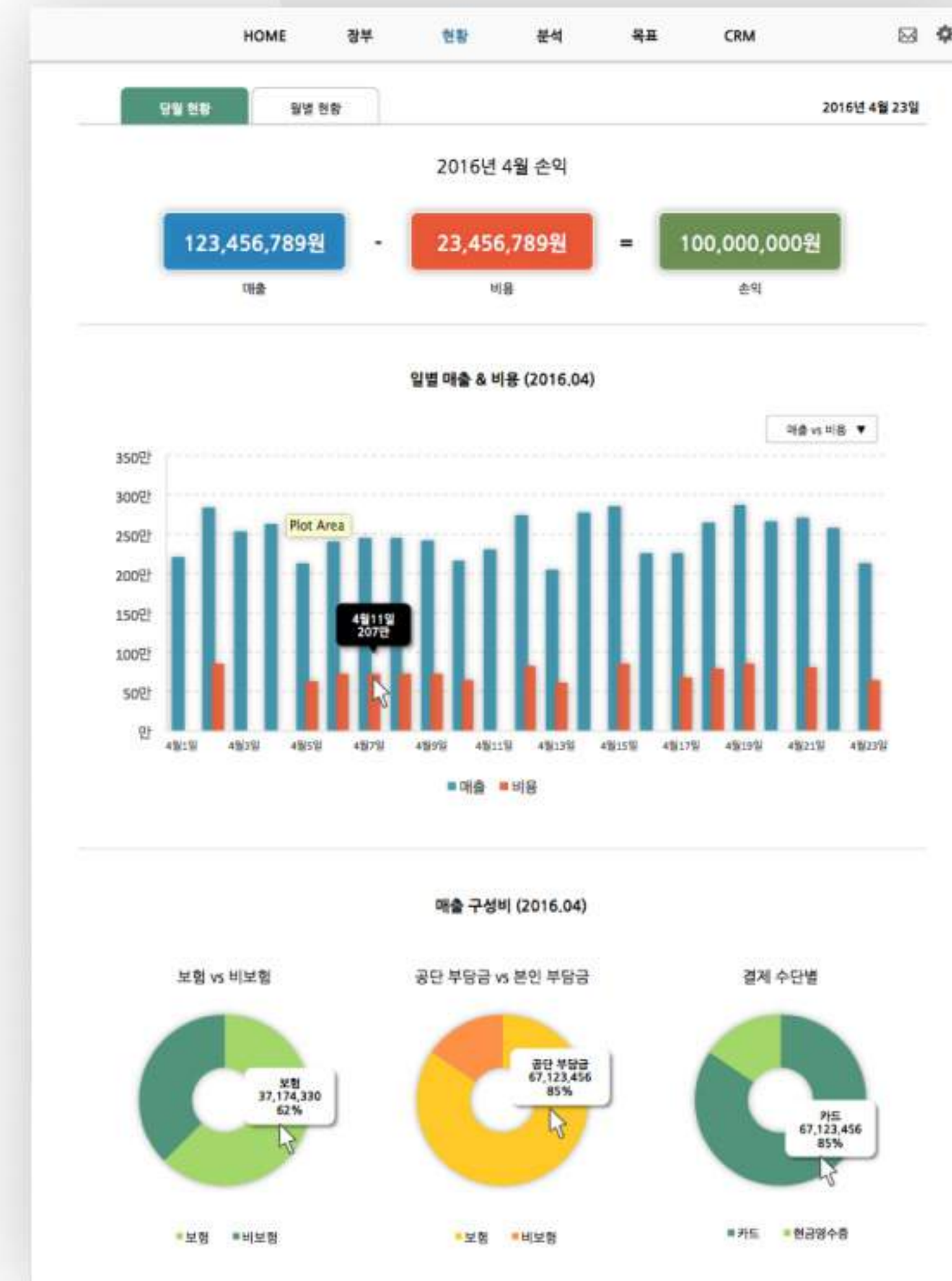
- A financial hub for Korean clinics and hospitals to manage earnings, tracking expenses and collecting statistical and analytical insights. Data analytics and machine learning is also used in this project.
- Project size : 10 man month
- Team size : 4 developers

Technology Stack

HTML5/CSS

AngularJS

Laravel (PHP)





THANK YOU

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