

**PRESS RELEASE, 19.November 2007**

## **Over 40 IT-companies cross FOSS Bridge between Europe and Vietnam**

Hanoi 19 November 2007: A total of 42 agreements of cooperation were reached between Vietnamese and European business partners at the end of the first matchmaking event of the project "FOSS Bridge EU-Vietnam" for small and medium-sized IT enterprises in Hanoi, Vietnam. More deals are expected to be finalized in the upcoming weeks.

The one-week event attracted over 40 IT companies from Vietnam and Germany, France, Spain, Belgium and Sweden, who all share an interest in Free and Open Source Software (FOSS). In over 60 matchmaking encounters, they successfully discussed cooperation plans for joint business in Hanoi from 12 to 16 November - after three months of online interaction and matchmaking through a web platform on [www.foss-bridge.org](http://www.foss-bridge.org).

FOSS Bridge EU-Vietnam is implemented by three key partners – InWEnt (Germany), INRIA (France) and the Institute of Information Technology (Vietnam) and supported by associate partner CENATIC from Spain. Financial support comes from the Asia-Invest programme of the European Commission and the German Federal Ministry of Economic Development and Cooperation (BMZ).

After the end of the "first matchmaking, twinning and training workshop of FOSS-Bridge", project manager Vu The Binh of IOIT concluded: "When the project started in March of this year, we did not expect such a large number of Vietnamese companies would join. This shows the huge interest of the Vietnamese IT communities in capturing the potential opportunities which FOSS can bring."

The success of the twinning agreements for joint projects and business were due to the large interest of European and Vietnamese businesses, who are keen on working together to further develop their network and enhance their competitiveness through Free and Open Source Software. Mr. Leo Barrientos from OpenSistemas, one of the Spanish companies taking part in the workshop says: "We achieved the maximum of what we expected for the week. We developed a collaboration plan with three Vietnamese partners with whom we will open a customer information centre in Hanoi."

Vietnamese companies were particularly interested in technology exchange, capacity-building and know-how transfer, which is easy due to the availability of software code in the open source world. Concerning the business side, Mr. Vu Le Phuong from NCS Corporation says: "We originally thought of FOSS as a non-commercial software, but this week we actually met many European companies, partly very big ones, that are generating impressive business through FOSS. Our plans are to adapt FOSS for the needs of the Vietnamese market and increase the competitiveness of our company."

Satisfied by the success of the very first twinning event in the field of open source, the consortium is committed to bringing FOSS partners from Europe and Vietnam further together. Mr. Balthas Seibold, Senior Project Manager of InWEnt Capacity Building International, Germany comments: "I am amazed by the results of this workshop. Many companies actually signed multiple agreements, and large companies like Bull, MySQL, OTRS of Europe and CMC Soft, Vietsoftware of Vietnam are on board of FOSS Bridge." Ms. Catherine Nuel representing INRIA added: "The organization of this event is an outstanding example of Inter-European as well as Vietnam-EU business cooperation. Until 2009, we will organize numerous training and capacity building programs aiming at local companies, business intermediaries and IT associations".

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.

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

Links:

FOSS Bridge EU-Vietnam, [www.foss-bridge.org](http://www.foss-bridge.org)

Pictures for free publishing: <http://www.flickr.com/photos/fossbridge/>

Press Review and other press releases of FOSS-Bridge: <http://www.foss-bridge.org/press.html>

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## **BACKGROUND FOR EDITORS**

**List of companies participating in the first matchmaking, twinning and training workshop**

(For more information and more participating companies see [www.foss-bridge.org](http://www.foss-bridge.org))

### **European Companies**

- Sichart org, [sichart.org](http://sichart.org), Germany
- Peopleware, [peopleware.es](http://peopleware.es), Spain
- Yerbabuena, [yerbabuena.es](http://yerbabuena.es), Spain
- opensistemas, [opensistemas.com](http://opensistemas.com), Spain
- Nightlabs, [nightlabs.de](http://nightlabs.de), Germany
- exoplatform, [exoplatform.com](http://exoplatform.com), France
- ABC Systems, [abc-system.com](http://abc-system.com), Germany
- Bull France, [bull.net](http://bull.net), France
- EBM Websourcing, [ebmwebsourcing.com](http://ebmwebsourcing.com), France
- Gonicus, [GONICUS.de](http://GONICUS.de), Germany
- Portix, Knud Müller [portix.net](http://portix.net), Germany
- Prontonet, [prontonet.eu](http://prontonet.eu), Germany
- Scub, [scub.net](http://scub.net), France
- OTRS, [otrs.com](http://otrs.com), Germany
- Bull Belgium, [BULL.BE](http://BULL.BE), Belgium
- TU Munich, TT Tech, [tt-tech.de](http://tt-tech.de), Germany

## Vietnamese Companies

- ADV International Co. www.adv.vn, Ltd,
- Cantho University Software Center www.cuscsoft.com,
- DTN Software Solutions Company en.dtn.com.vn,
- FOD Informatic Joint Stock Company www.fodjsc.com,
- iWay www.iwayvietnam.com,
- KC&T Technology - Tradding Jsc www.kctvietnam.com,
- New Century Soft Corporation www.ncs.com.vn,
- Nvecom JSC www.nvecom.com.vn,
- PNGSOFT www.pngsoft.com,
- Success Investment and Development Joint Stock Company www.ssdsoft.com,
- VNS Technology company techvns.com,
- Gimasys www.gimasys.com,
- Northern stars Technology and Communications Joint Stock Company,
- SIC INFOTECH www.vietinfotech.net,
- Thiên Tân www.tt-tech.de,
- VietSoftware International JSC www.vsi-international.com,
- VNNET Information Technology Solution JSC www.vnnet.com.vn,
- Vsmarttech JSC., NOX, NextG Solutions JSC, www.nextgsolutions.com,
- CMC Soft www.cmc.com.vn

## 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 - Internationale Weiterbildung und Entwicklung gGmbH / Capacity Building International, Germany** - stands for the development of human resources and organisations within the framework of international cooperation. InWEnt’s services cater for the needs of skilled and managerial staff as well as decision makers from the fields of business, politics, administration and civil societies worldwide. InWEnt co-operates equally with partners from developing, transition and industrialised countries. Each year some 55,000 persons participate in our measures. ([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))

**CENATIC** – joint the consortium as an associate partner from Spain. The Centro Nacional de Referencia de Aplicación de las Tecnologías de la Información y la Comunicación or National Reference Centre for the Application of Open Source Information and Communication Technologies (ICT). It is a public foundation, promoted by the Ministry of Industry, Tourism and Commerce and its launch on November 20th 2006 coincided with the creation of its board. CENATIC wants to contribute to the proper assessment and perception of open source technologies, communicate the opportunities offered by open source technologies in a networked society and to drive open source initiatives for facilitating the development of an ICT industrial network and promoting the development of innovative projects, with the collaboration of public and private institutions. ([www.cenatic.net](http://www.cenatic.net))

### Background information on Free and Open Source Software:

The transfer of know-how is one important basis of the FOSS philosophy and is the key idea behind FOSS Bridge "EU-Vietnam". The goal of FOSS communities is to develop the best possible software. The more developers and companies are engaged, the better the possible software solution or service. FOSS Bridge "EU-Vietnam" supports joint projects of companies in Europe and Vietnam to sustain and increase their competitiveness by training FOSS developers and experts in Vietnam. The stated aim of the project consortium is to set an example for innovative international collaboration between companies and countries working together for their mutual benefit through FOSS. With regard to the consequences for the world economy, FOSS can indeed be described as a global project for local enterprises. Studies have shown that FOSS is a powerful instrument for advanced training of IT-personnel and job-creation. FOSS Bridge "EU-Vietnam" aims to draw on this potential to boost economic cooperation and sustainable development.

In contrast to a traditional business model of proprietary software vendors, who offer software for money, business models in the world of Free and Open Source Software (FOSS) usually work differently. The turnover of many FOSS companies is generated mainly by selling additional services or add-ons to software programs, which are jointly maintained through a community. Therefore Catherine Nuel of INRIA stresses, that FOSS Bridge "EU-Vietnam" is not about outsourcing: "We want to establish a degree of co-operation between companies that is nurtured by both sides equally and which is beneficial to customers in both countries - to build a bridge."

On the level of the operating system, the free Linux system is well known and easy to install on a single computer nowadays. But for a laptop vendor with an output of several thousand notebooks a day thing look differently. With open source, the producer is able to adapt the software to changes in its hardware configuration swiftly without enquiring to a software company or owner.

### Information on FOSS in Vietnam:

In 2003, Vietnam decided to switch its IT infrastructure to Free and Open Source Software. Demand for experts in the field of FOSS development and implementation is high and still increasing. FOSS Bridge "EU-Vietnam" seeks to support capacity-building in this sector with a special focus on small and medium sized (SMEs) ICT companies in Vietnam. Some Vietnamese companies are already using FOSS. FOSS Bridge "EU-Vietnam" now brings European and Vietnamese FOSS companies together to help Vietnamese enterprises not only to use FOSS products, but also to adapt free software to local needs and encourage them to contribute to the development of international Free and Open Source Software. With the assistance of FOSS Bridge "EU-Vietnam", European companies are matched with Vietnamese FOSS companies, meet local developers and experts. Thus, FOSS Bridge "EU-Vietnam" supports companies from Vietnam and Europe to set up joint projects.

This project is implemented by:



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