

# Asianux Vietnam Introduction

**Asianux Dept.**  
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# About Asianux Consortium

**Establish:** 2003

**Members:**

- RedFlag from China
- Miracle Linux from Japan
- HaanSoft from Korea
- VietSoftware from Vietnam
- WTEC of Thailand

**4-Co Model:**

- Co-Brand
- Co-Marketing
- Co-Development
- Co-Support

**Development center:**

- China Development Center

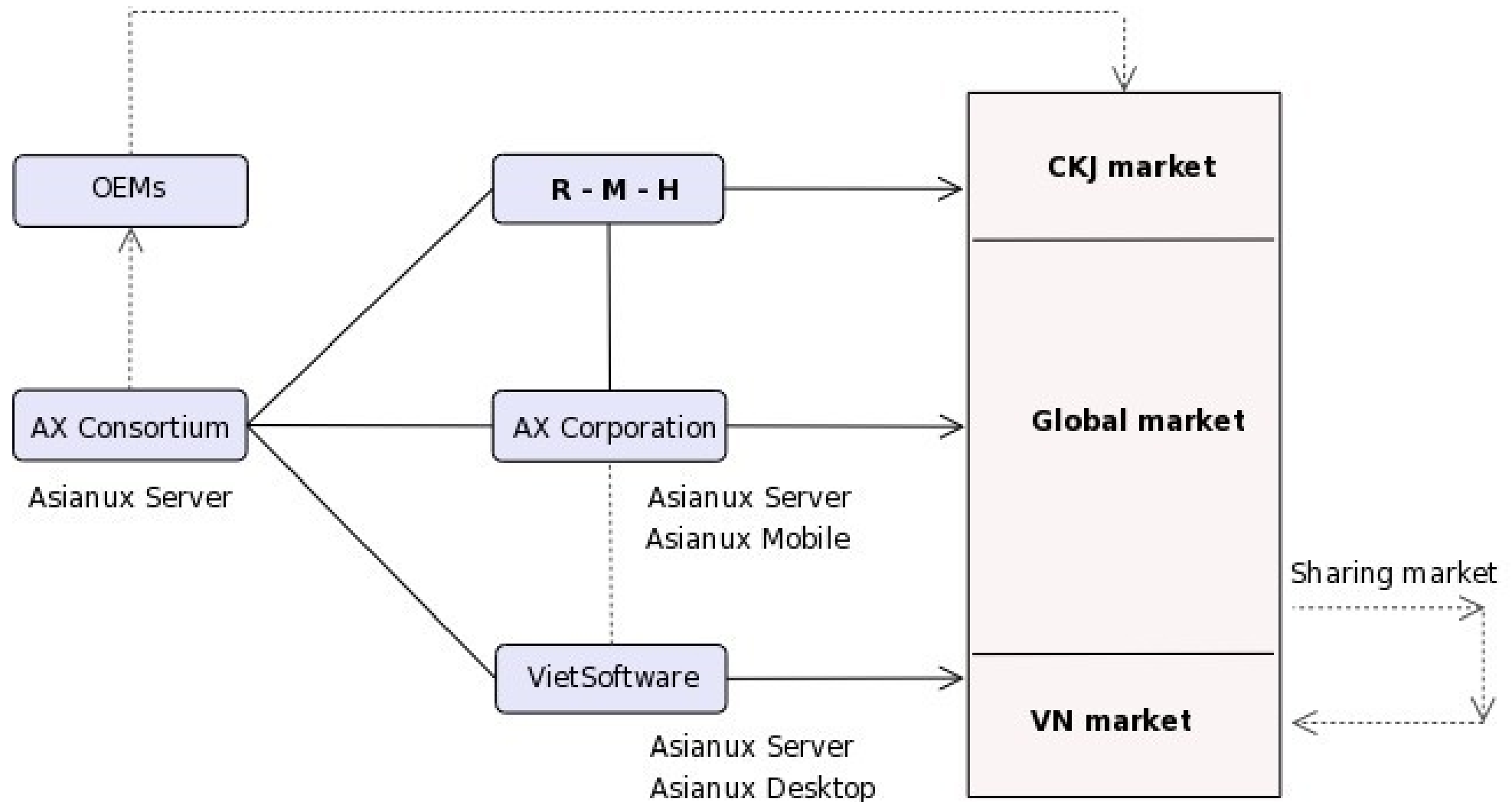
**Territory:**

- RF for China
- ML for Japan
- HS for Korea
- VS for Vietnam
- AX Corp. for Global market

**Main Products:** (Operating System)

- Asianux Server
- Asianux Mobile
- Asianux Desktop (for each owned country)

# Current structure



# About VietSoftware Inc.

**Establish:** 2000

**Working fields :**

- Outsourcing
- Software development
- IT Training
- System Intergrated

**Subsidiary:**

- VietSoftware International
- Alliant
- VietTech
- MobizCom (Vina Capital invest)

**Main Software products:**

- Vportal
- AMOS
- Asianux products

**Customers fields:**

- Government Agencies
- Enterprised
- Japan
- US
- Sweden

# About Asianux Vietnam

**Establish:** 10/2007

**Type:**

- An Independence Division of VietSoftware

**Member:** 14

**Structure:**

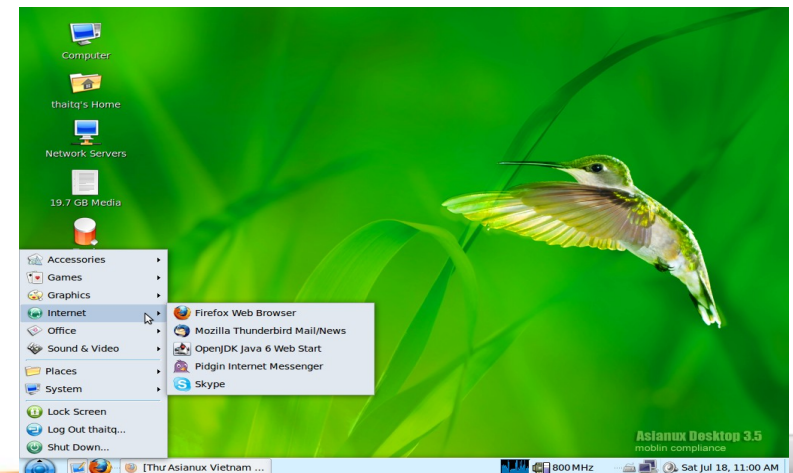
- Management board
- Business & alliance team
- Solutions team
- Local development team
- Co-Development team (in CDC)

**Main products:**

- Asianux Server OS
- Asianux Desktop OS
- RedCastle Secured OS \*
- Fosswall (firewall) \*

**Business type:**

- Services and Support
- Local partners network and OEM



# Asianux Vietnam Solutions

## **1. Software Intellectual Properties Solution:**

- The solution that can help customer overcome intellectual properties problems and expensive from purchase software by change from Windows to Asianux OS (solution base on Asianux Server, Asianux Desktop and Open source software).

## **2. Email solution and OS services for Data Center:**

- The solution that provide scaledbility, security, hight performance operating system and cost effective for data center such as DNS, LDAP, Email, Database, middleware ...

## **3. Secured OS:**

- Solution that base on Redcastle product to secured operating system on critical area to protect from intruder both from outside and inside the network. This solution especially effect for banking, finance and security sector.

# Asianux Vietnam Solutions

## **4. E-learning solution**

- The solution that base on Asianux Server, Asianux Desktop, Moodle, eXe and iTalc that provide inteligent managerment for training content, e-content creation and classroom action. This solution strongly supported by Intel.

## **5. Backup-pc solution for small business:**

- The solution that base on Asianux Server 3 and FOSS to provide automatic data backup and restore from PC to Server without any action fromAdministrator.

## **6. PC OEM bundle:**

- The solution that introcuced Asianux Desktop Operating System to PC OEM for pre-bundle to recuduce total cost ownership and solving intellecual properties problems.

# Partners

**Sponsor partners:** Ministry of Science & Technology

**Alliance partners:**

- Intel, IBM, VMWare, RedGate, Fossmart
- NISCII, NIICS

**Local distributors and OEM:**

- Hanel, F1-FPT, HueTronic
- TuanThanh, LanPhuong computer
- ICT dept. of Hatinh, Quangbinh
- Inet Solution, Vsena, Iways ...



# Call for investment

## Potential

- The Copyright protection law is now narrow.
- Economic slow down make considering on IT budget reduction.
- Ministry of Education and Training recommend to use Asianux.
- Ministry of Science & Tech. Support to develop.
- Ministry of Information is considering to recommend.
- Strongly support from Intel, IBM for GTM together.

## Curent customers

- Ministry of Construction, Ministry of Commercial, Ministry of Science & Tech, National Department of Reserve, School of graduate student and many more using Asianux OS for their web portal.
- Ministry of Police start project to use Asianux for their first 11 office.
- Implementing OS services for VietSoftware International, LanPhuong Computer, Vidamco.

# Call for investment

## **Why it need to be invest**

- To cover expensive on co-development and international marketing with Consortium and partner.
- To invest into development of Asianux Desktop
- To release more and more solution that can meet customers's demand
- To build the national support system.
- To cover marketing, sale and operation.

## **Budget to call**

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# Risks

- Will there be an actual demand for a complete solution to customer's IT system?
  - ≡ The government turn one's back on open source and Linux community.
  - ≡ Products and solution are not strong enough to persuade hardware vendor to bundle and go with us.
  - ≡ Increase of violation rate to intellectual property.
  - ≡ Strong user's habit.

For more Information, pls. visit our website at:  
[www.asianux-vietnam.vn](http://www.asianux-vietnam.vn)  
Or email us: [khanhnn@asianux.org.vn](mailto:khanhnn@asianux.org.vn)

**Thank you!**