



# TMA Overview



**Your Technology & Innovation Partner**



A photograph of a two-story building with a balcony garden. The building has a sign that says "TMA SOLUTIONS" on the roof. In front of the building is a fence with a sign that says "TMA SOLUTIONS". The text "TMA 24 YEARS HISTORY" is overlaid in large yellow letters.

# **TMA 24 YEARS HISTORY**

**(1997 – 2021)**

**TMA SOLUTIONS**





- ▶ TMA was established by Ms. Bui Ngoc Anh with 6 new graduates
- ▶ The first office was the living room of the founder's house

- ▶ First US and Canada customers
- ▶ Tripled the team size to 18 engineers



**1997**



**1998**



- ▶ Tripled the team size to 54 engineers
- ▶ Moved to new office in Phu Nhuan district  
(Current Headquarters – Lab 1)



**1999**



- ▶ Adopted RUP (Rational Unified Process)
- ▶ Reached 100 employees
- ▶ New customers from Australia,  
Singapore and India



**2000**





- ▶ First customer from Japan
- ▶ 2<sup>nd</sup> office on the same street – Lab 2



**2001**



- ▶ Started SPI Initiative  
(Software Process Improvement)
- ▶ In the list of 15 Global Companies with  
"Offshore Outsourcing Best Practices"



**2002**



- ▶ First customer from Europe
- ▶ Established R&D Center
- ▶ Reached 200 employees
- ▶ Established Training Center



**2003**



- ▶ Reached 300 employees
- ▶ 3<sup>rd</sup> office in Phu Nhuan district - Lab 3



**2004**





- ▶ Achieved ISO 9000: 2001
- ▶ Completed 4<sup>th</sup> office – Lab 4
- ▶ Reached 500 employees
- ▶ Featured in CNN (US) and NHK (Japan)
- ▶ Established first overseas office in Canada



**2005**



- ▶ Established Japan office
- ▶ Achieved TL9000 and CMMi Level 3
- ▶ Joined IT exhibitions in Singapore and Malaysia



**2006**





- ▶ Established US office
- ▶ Reached 700 employees
- ▶ Achieved Microsoft Gold Certified Partner
- ▶ Established TMA Training Center for external engineers and students
- ▶ Expanded the European market with new clients from Germany, France and Denmark



**2007**



- ▶ New project: Carrier VoIP with 120 engineers
- ▶ Opened 5<sup>th</sup> office in Quang Trung Software City
- ▶ New delivery structure: Delivery Center



**2008**





- ▶ First TMA Technology Day
- ▶ Completed 6<sup>th</sup> office - Lab 6 (24,000 m<sup>2</sup>)
- ▶ Established TMA Mobile Solutions (TMS)



**2009**



- ▶ Established Australia office
- ▶ Established TMR (TMA Research)
- ▶ Collected employees ideas for company long term plan



**2010**





- ▶ Achieved CMMi Level 5
- ▶ Reached 1,000 employees
- ▶ Launched Cloud Migration Services
- ▶ Established SDC (Student Development Center)
- ▶ Established TMA museum and old book library



**2011**



- ▶ Reached 1,200 employees
- ▶ New vision "Technologies for People"
- ▶ Joined CeBIT Hannover – Germany



**2012**





- ▶ Reached 1,500 employees
- ▶ Established TMA Japan Center (TJC)
- ▶ Certified ISO 27001:2005
- ▶ Double Australian market
- ▶ Established Big Data & Analytics group



**2013**



- ▶ Reached 1,700 employees
- ▶ Launched IMS (IT Managed Services)
- ▶ Established T-Design Center (UX/UI)
- ▶ Established IoT (Internet of Things) Group
- ▶ First TMA Parents' Day



**2014**





- ▶ Reached 1,800 employees
- ▶ Launched People CMM
- ▶ Launched broadcasting system for internal communication
- ▶ First TMA Children Day
- ▶ Launched quarterly star performer awards
- ▶ TMA Charity Fund - 1B VND/year



**2015**



- ▶ New DG org chart
- ▶ Triple Business Analysis Group
- ▶ Formed E-commerce Solution Center



**2016**





- ▶ Expanded the market to 27 countries
- ▶ Expanded to 17 Delivery Center (DC)
- ▶ Formed TMA Innovation Center (TIC)

- ▶ Established TMA Automotive Software Center
- ▶ Established TMAAsia in Singapore
- ▶ Established TMA Blockchain Development Center
- ▶ Established TMA DevOps Service Center
- ▶ Established TMA Binh Dinh
- ▶ Started construction TMA Innovation Park in Quy Nhon

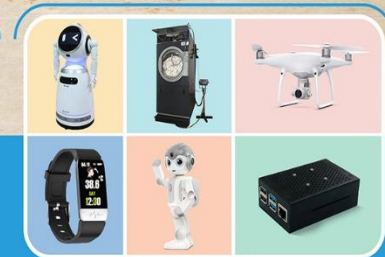


2017



2018



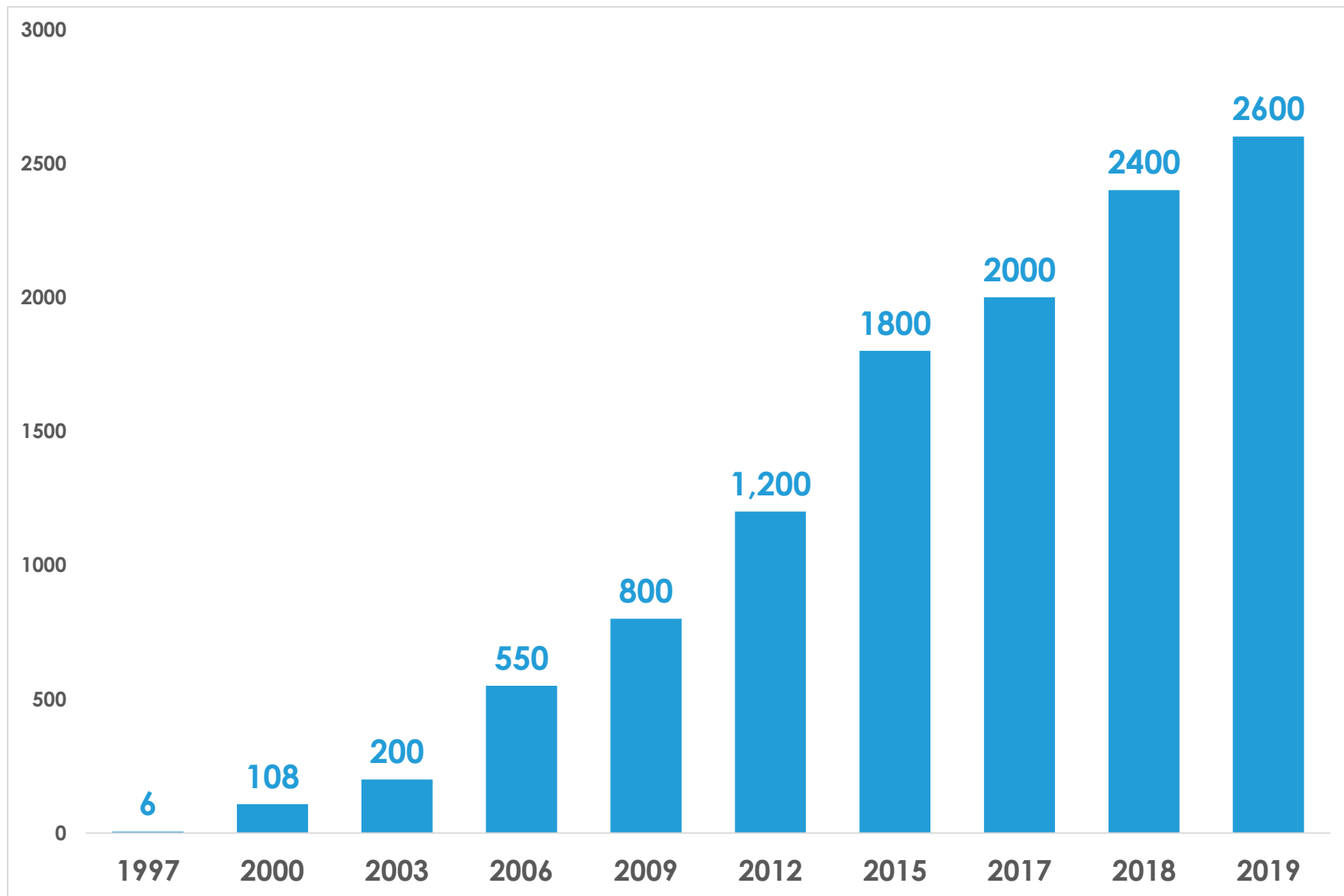


- ▶ Reached 2,600 employees
- ▶ Tripled Korean market – First client from Taiwan
- ▶ Finance (400 people), Healthcare (200 people), Automotive (150 people)
- ▶ Doubled AI Center with 20 AI projects

- ▶ Opened TMA Innovation Park in central Vietnam
- ▶ Launched Innovation as a Service
- ▶ Established HealthTech Center, Smart Device Center, Robot Software Center

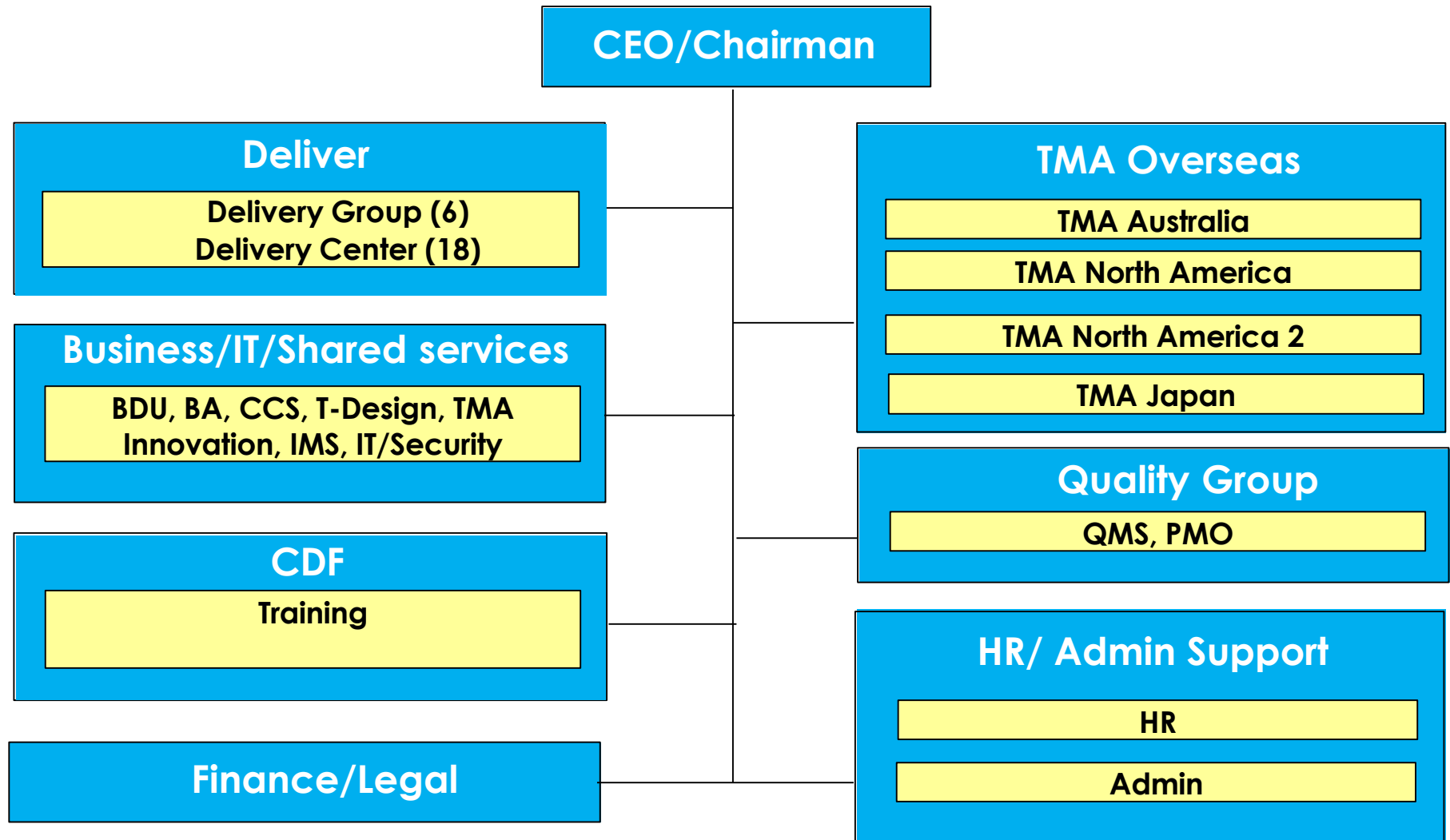


# Resource growth



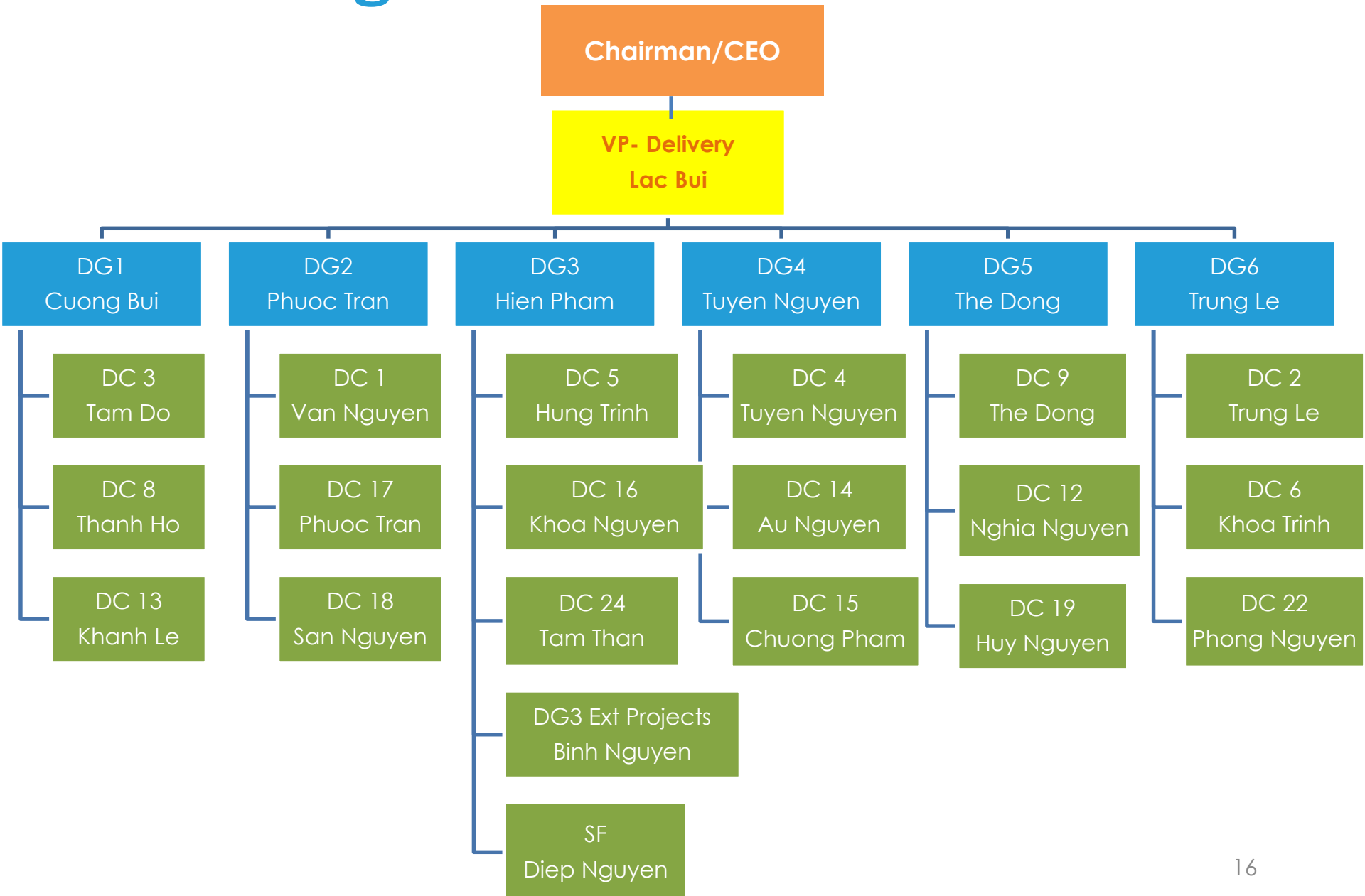


# ■ Organizational chart





# 6 DGs Organizational chart



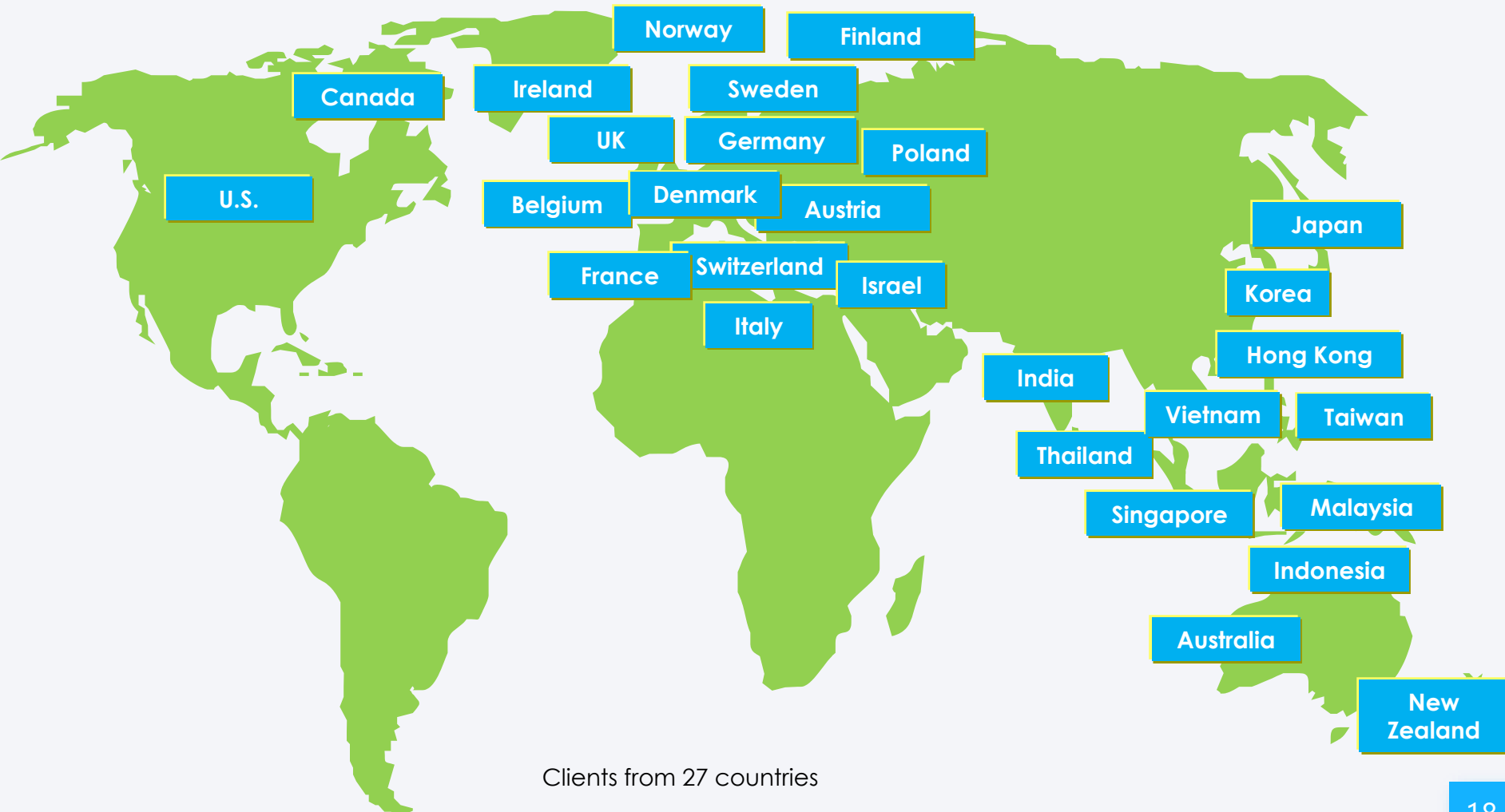


# Market: 27 countries

Leading Vietnamese  
software company

24 years

2,500  
software engineers





# Trusted by leading companies

**NOKIA**


**Humana**



**AVAYA**



**HITACHI**

Alcatel-Lucent  
Enterprise 



**NEC**

 **NTT-TX**

**NBCUniversal**



# Skill Matrix

- ❑ **500** Microsoft developers
- ❑ **250** C++ developers
- ❑ **150** Embedded, IoT, Automotive developers
- ❑ **100** Cloud, DevOps engineers

- ❑ **450** Java developers
- ❑ **400** AngularJS, ReactJS, Mobile developers
- ❑ **150** PHP, Ruby, Python, Golang developers
- ❑ **200** Big Data & AI/ML & Blockchain developers

 **Microsoft**  
Gold Partner  
since 2007

---

**Experience in a wide range of Microsoft technologies:**

- SharePoint
- MS Dynamics
- AX/CRM/365
- Azure IoT
- SSIS, SSAS, SSRS
- MCSO
- MCITP-SE
- MCP
- MCSO
- MCSA
- MCPD
- MCTS
- MCTS
- MCSO

## CLOUD

- » Amazon Cloud (AWS)
- » Google Cloud
- » MS Azure
- » Heroku
- » vmware

## OPEN SOURCE

- ▶ PHP, Ruby, Python, Perl
- ▶ Symfony, Laravel, Django
- ▶ Magento, Drupal

# TELECOM NETWORK R&D

- ▶ Enterprise
- ▶ Communications
- ▶ Carrier Communications
- ▶ Wireless network
- ▶ Networking
- ▶ EMS, NMS, OSS/BSS

**USER**

**ACCESS/TRANSPOR**

**CORE & SERVICE**

APPLICATION SERVER, SOFT-SWITCH, PRESENCE, NETWORK MANAGEMENT OSS/BSS

IP CORE NETWORK

ENTERPRISE DATA NETWORK, ENTERPRISE IP MULTIMEDIA NETWORKS, TDM Network, PSTN

## EMBEDDED SOFTWARE

- ▶ FPGA
- ▶ MCU
- ▶ Firmware
- ▶ RT-Linux
- ▶ Wireless
- ▶ VxWorks

- ▶ J2EE, RMI/IIOP
- ▶ AJAX, Swing
- ▶ BPMN2, jBPM5
- ▶ WSDL, SOAP, REST

## MOBILE APPLICATION DEVELOPMENT

- ▶ Navigation & Map
- ▶ 3D, OpenGL, WebGL
- ▶ e-Pub3, pdf, mp3, mp4
- ▶ Soft Phone, Call Control
- ▶ Mobile DRM

## FRONT-END DEVELOPMENT

- ▶ AngularJS
- ▶ NodeJS
- ▶ ReactJS
- ▶ ReactNative
- ▶ jQuery

## DEVOPS

- ▶ CI/CD/DevOps
- ▶ Jenkins, Docker, Ansible
- ▶ Git, maven, chef, bamboo

# SOFTWARE TESTING

---

- ▶ Test automation
- ▶ Performance and Traffic test
- ▶ API test
- ▶ Security test
- ▶ Cloud test
- ▶ Big data test



The illustration features several blue line-art icons on a light blue background. On the left, there are three interlocking gears of different sizes. In the center, a magnifying glass is positioned over a gear, with a dollar sign (\$) inside the lens. To the right, there is a rectangular icon representing a code editor or terminal window, showing symbols for code blocks (<->), a search icon (magnifying glass), and a list of items. Below this window is another gear, and to its left is a circular arrow icon, suggesting a cycle or process.

# BI, BIG DATA & ANALYTICS

---

- ▶ Hadoop, Spark, Pentaho
- ▶ Cognos, Jasper, Qlikview, SSRS
- ▶ Python, R, SAS



# BLOCKCHAIN

- ▶ Hyperledger (Fabric, Indy)
- ▶ Ethereum
- ▶ Smart Contract
- ▶ DApp
- ▶ Solidity
- ▶ Golang

A collection of icons representing the blockchain ecosystem. It includes a Bitcoin symbol, a network diagram with nodes and connections, a globe with network connections, and a cluster of four server-like icons.

## INTERNET OF THINGS

- ▶ Smart devices
- ▶ IoT devices testing
- ▶ Smart agriculture
- ▶ Asset tracking
- ▶ Vehicle tracking



# AI MACHINE LEARNING

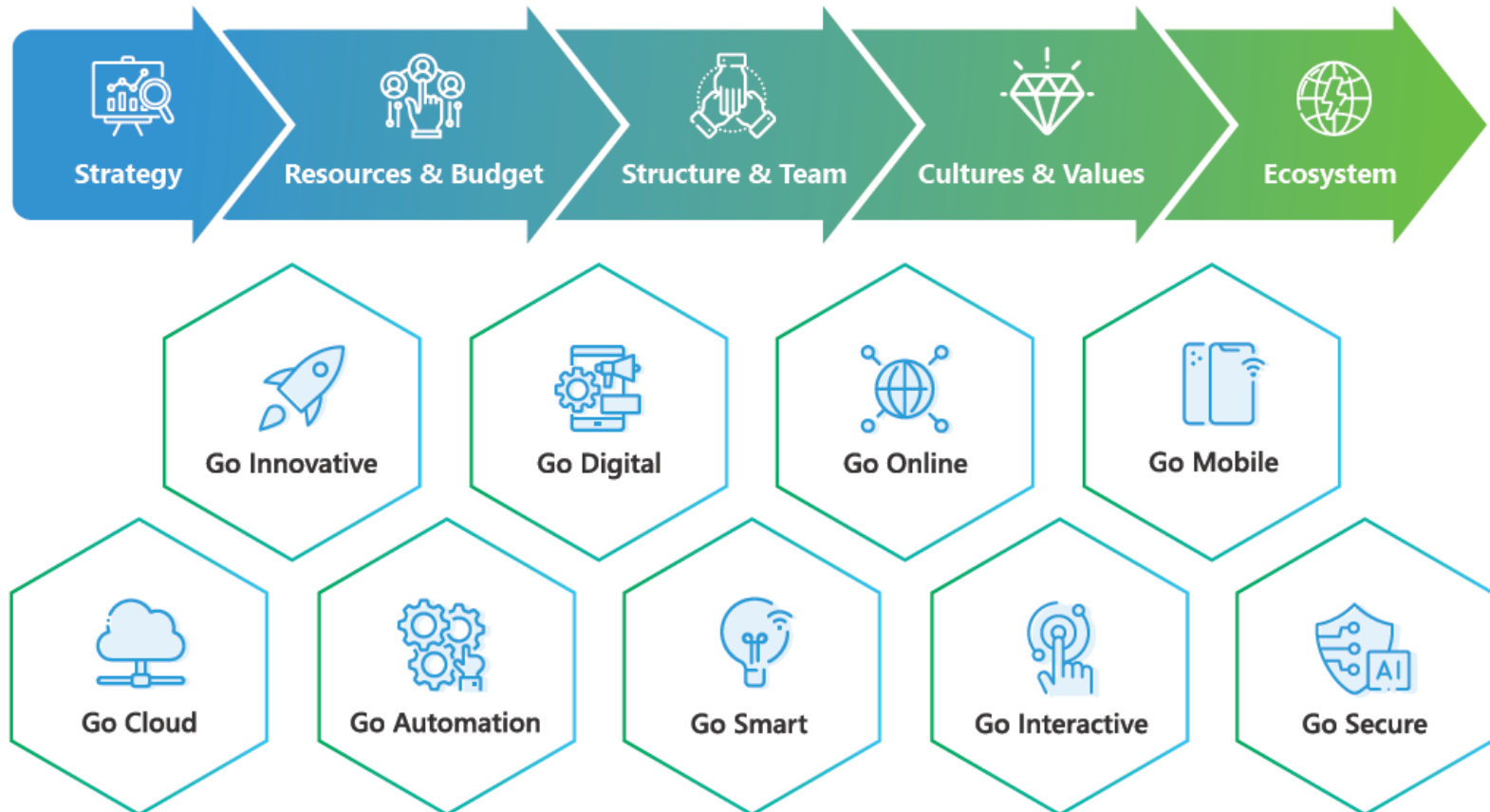
- ▶ Machine Learning
- ▶ Deep learning
- ▶ Computer vision
- ▶ Pattern recognition
- ▶ NLP



A collection of white line-art icons on a teal background. The icons include a robot, a speech bubble with a curved arrow, a neural network diagram, and a microchip.



# Innovation as a service



# Innovation as a service

Develop your  
next generation products

Increase your competitive  
advantage by leveraging latest  
technologies

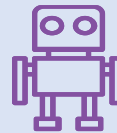
350 AI, IoT, Big Data, Analytics, Blockchain engineers



**IoT**



**DATA  
SCIENCE**



**AI/ML**

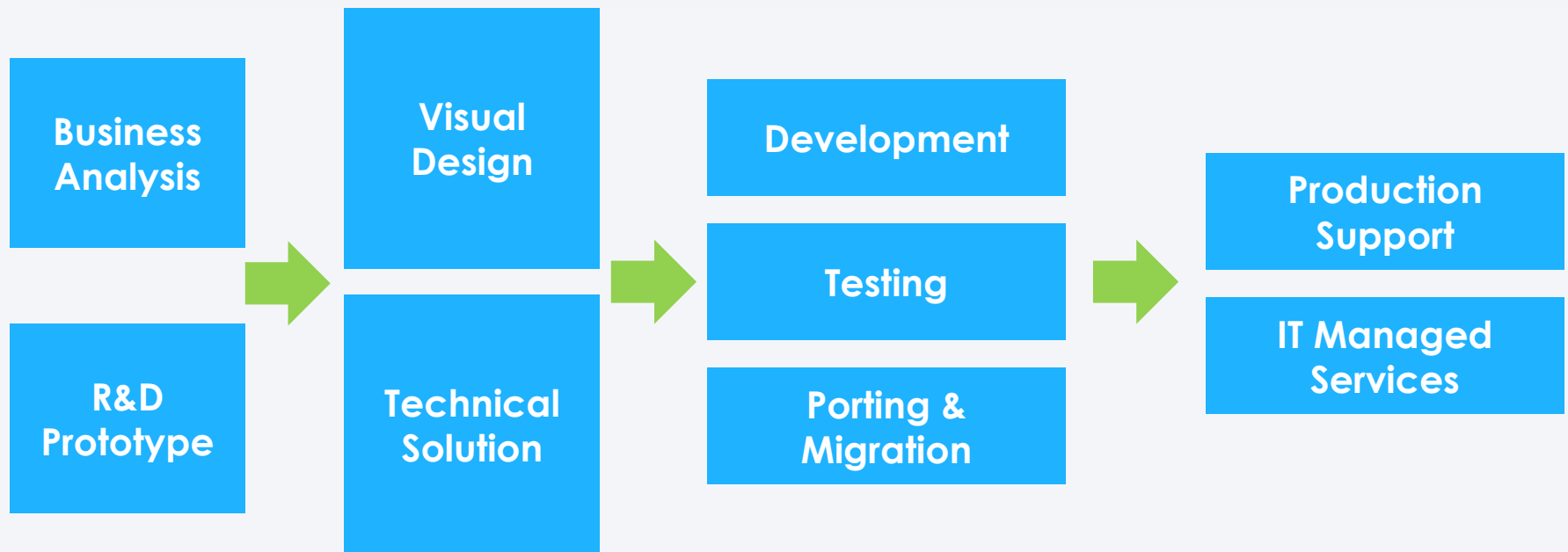


**Blockchain**



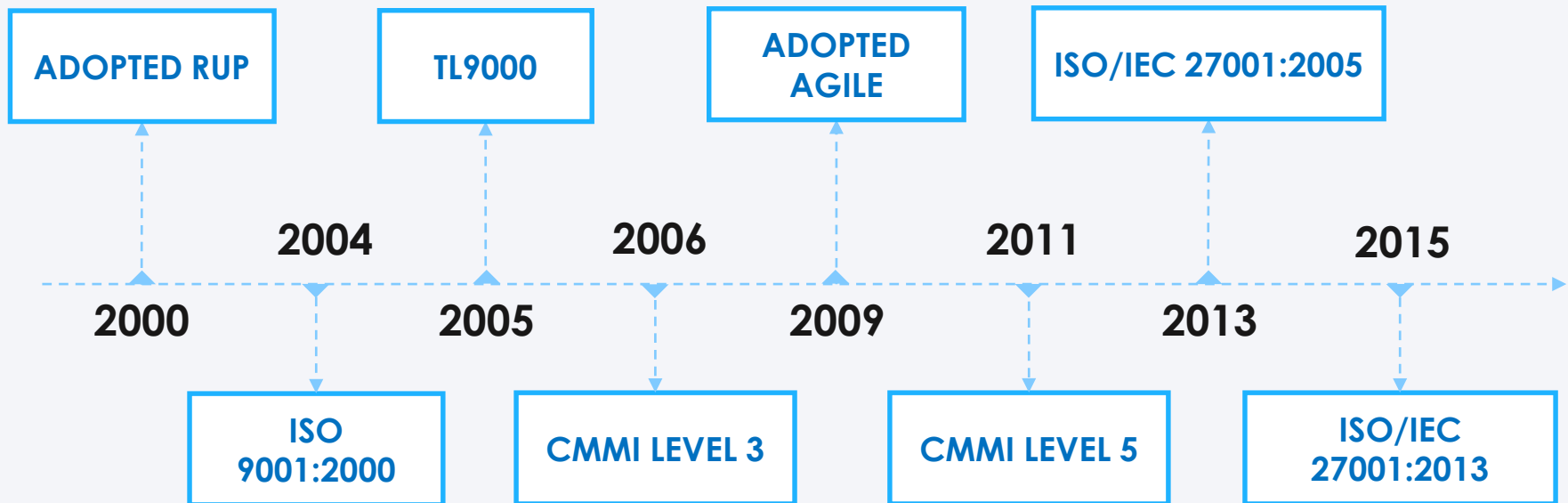
# End-to-end software services

- From ideas to system analysis, design, implementation, testing, deployment, maintenance and support
- From software development, testing to production support and IT managed services



# Strong quality foundation

- Based on industry practices and standards (CMMI, Agile, RUP, ISO, TL9000)
- Meeting stringent requirements from leading companies





# Our value propositions



## Strategic Software Partner

- End-to-end Solutions: From ideas to design, implementation, testing, deployment, maintenance and support
- Track records: 22 years of experience in operating successfully many R&D centers for leading companies worldwide



## Dynamic Resources

- Large resource pool
- Wide range of skills and technologies
- Providing the right people at the right time to meet your business needs

# TMA **VISION** & **MISSION**

## **Vision**

Become a reliable and innovative software partner for all customers

## **Mission**

Helping our customers succeed by providing effective and innovative software solutions



# We are a **RELIABLE** software provider



## Respect

Treating others the way you want to be treated



## Honesty

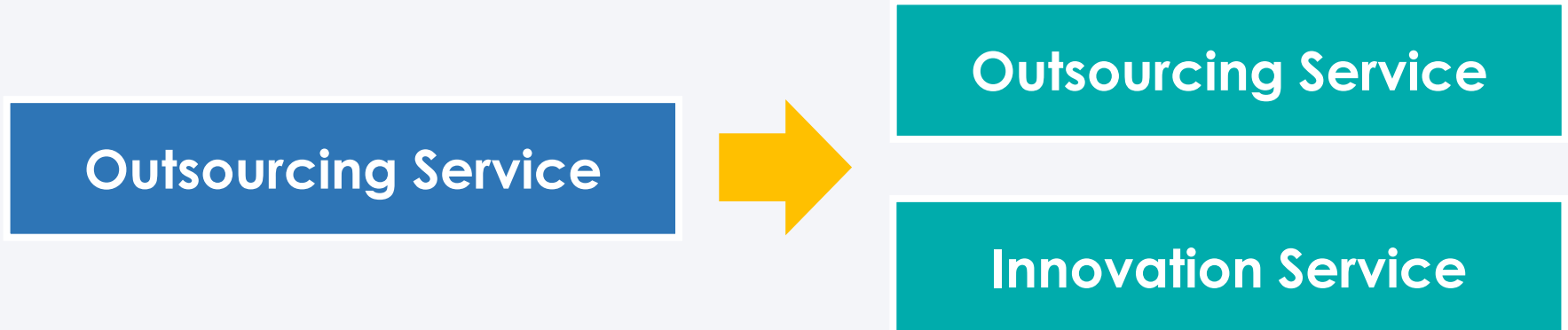
Being truthful to others and yourself



## Commitment

We transform our promise into reality

We need to be more  
**EFFECTIVE & INNOVATIVE**





# HOW

## Outsourcing+

Apply best practices & new technologies to develop  
**Effective & Innovative** solutions  
for our customers

Framework  
Re-use

End-to-end  
Solutions

Consulting

# HOW

## New Products & Solutions





# Benefits

## For Customer

End-to-end  
solutions

Innovative solutions

Effective solutions

## For TMA

More Businesses

Higher Value

Higher Profit

## For Team

Less Over-time

Higher Salary &  
Bonus

More Exciting Work

Q & A