

WANOSOFT

Japanese quality offshore development in
Vietnam

Profile

We provide offshore development services for Japanese companies.

Excellent Vietnamese engineers aim to develop Japanese quality for Japanese customers.



Company Name	WanoSoft Co., Ltd.
Establishment year	2021
Business content	Offshore development work (laboratory development, contract development)
Director	NGUYEN QUANG TUAN LUONG DUC BAO
Capital	10,000,000 JPY
Employees	45 people
Address	Floor 6 CT14 Bac Ha, To Huu, Ha Noi, Viet Nam



Key member



Nguyen Quang Tuan
CEO

- ▶ Hanoi University of Technology
- ▶ Engineer/PM experience at IT companies in Japan (8 years)
- ▶ 4 years offshore team management experiences
- ▶ Sales, requirements analysis, basic design



Luong Duc Bao
COO

- ▶ Hanoi University of Science and Technology (HEDSPI)
- ▶ Engineer / PM experience at Japanese domestic IT company (7 years)
- ▶ 5 years offshore team management experience
- ▶ Requirement analysis.



Pham Minh Dat
CTO

- ▶ Hanoi University of Technology
- ▶ 10 years engineer manager experiences at a major IT company
- ▶ 6 years of experience managing a development team
- ▶ Infrastructure construction, security measures, basic



Chie Moriya
Sales & Marketing

- ▶ Sophia University
- ▶ Sales at trading companies and Japanese IT companies (10 years)
- ▶ 4 years of experience managing offshore teams in India, Vietnam
- ▶ Sales, Marketing

Business content



Web system development

NodeJS, PHP, VueJS, ReactJS, Angular, Javascript, Typescript are used mainly for Web system development.



System operation/maintenance

Responsible for the operation, maintenance and improvement of systems and servers.



Website

We design websites and build systems according to the customer's purpose, such as website/smartphone site creation, planning consulting, and EC sites.



Build AWS

We can handle everything from construction to development with various AWS services and Serverless.



Mobile App Development

We develop smartphone and tablet apps for Android and iOS. We can handle a wide range of projects from design, development, operation, and maintenance.



Development CRM system

We will support the introduction of Salesforce, Hubspot and develop custom apps.

VIEW BY NUMBERS **W**ANOSOFT

We have experienced engineers and PMs with diverse backgrounds. We don't just develop it once and it's over, we are improving the quality so that the relationship continues for a long time.



20

BUSINESS
PARTNERS



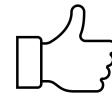
40

ACHIEVEMENT
PROJECT



45

EMPLOYEES



100%

CONTINUATION
RATE

PRIMARY BUSINESS PARTNERS



Contract form for Offshore development

▶ Laboratory type development (quasi-delegation)

Lab-type development is a form in which a dedicated team of engineers with the skills required by the customer builds a system with the customer's team for development.

The contract will be for each project, and the development team will be dissolved when the project ends.

It is possible to start lab type development from **250,000 yen / person.**

▶ Contract development

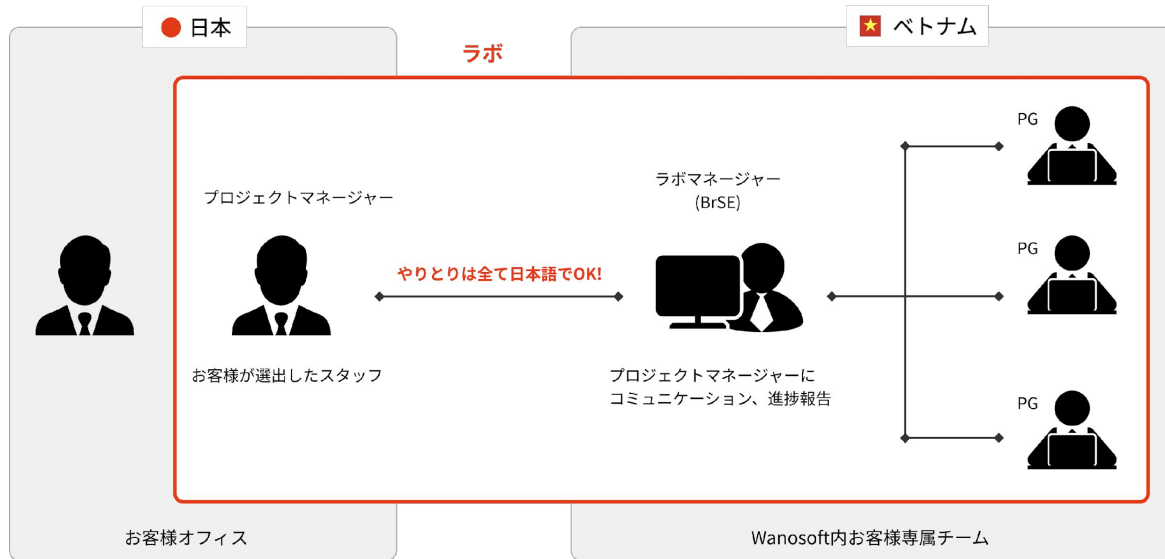
The contract type is a form of contract in which the specifications and necessary system are heard in advance, software is designed, developed, tested, etc., and delivered by the deadline.

Unlike lab-type development, there is no need to secure human resources or manage skills.

Emphasis on quality, speed, and on-time delivery



Laboratory type development (quasi-delegation)



Start developing lab type from only 250,000 JPY per person

Strength

- ▶ We can secure excellent human resources
- ▶ Cost savings
- ▶ Can flexibly respond to specification changes
- ▶ Ability to accumulate development know-how
- ▶ Easier to place orders for highly confidential projects

Weakness

- ▶ A certain amount of orders is required during the contract period

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Flow of using lab-type development

STEP 1

Requirements hearing



We will listen directly to your demand

STEP 2

Suggestion



We will propose an engineer that meets your needs

STEP 3

Selection



Customers will interview and select engineers

STEP 4

Cooperation



After confirming the conditions, we will sign the contract

STEP 5

Development starting



Lab team starts development

Laboratory type development unit price

Occupation	Level	Skill-Experience	Price (Person-month)
Engineer Programmer	Junior	Junior engineer 2 years or more experience	250,000 JPY ~
	Senior	Tech Leader/Senior Engineer 4 years or more experience	350,000 JPY ~
	Advanced SE	Tech Leader/Senior Engineer 4 years or more experience Japanese: business level	500,000 JPY ~
Bridge Engineer (BrSE) Communicator	Standard	Japanese: business level 2 years or more work experience	350,000 JPY ~
Tester	Standard	2 years or more experience	250,000 JPY ~

※ Operating hours per man-month: 140 hours ~ 180 hours/month

Special campaign price

3 months contract

per engineer
¥10,000/month discount

6 months contract

10% discount on contract
amount

12 months contract

15% discount on contract
amount

If you are not satisfied with the first
month I will give you a full refund.

* Applicable period: February 15, 2023 - March 15, 2023

* Please let us know in writing within 30 days from the start of the refund request along with the reason.

Laboratory type development example

Development content	Web system development			
Technology	NodeJS, MySQL, ReactJS			
Team structure	Position	Price	Person	Amount of money
	Junior	250,000 yen	1	250,000 yen
	Fresher	400,000 yen	0.5	200,000 yen
Contract amount (monthly)	450,000 yen			

Development content	Smartphone application development			
Technology	Swift, Flutter, NodeJS (NestJS), MySQL, AWS			
Team structure	Position	Price	Person	Amount of money
	Junior	250,000 yen	5	1,250,000 yen
	Fresher	400,000 yen	1	400,000 yen
Contract amount (monthly)	1,650,000 yen			

Development content	Web system development			
Technology	NodeJS, MySQL, AWS, GraphQL, VueJS			
Team structure	Position	Price	Person	Amount of money
	Junior	250,000 yen	2	500,000 yen
	Fresher	400,000 yen	1	400,000 yen
Contract amount (monthly)	900,000 yen			

Development content	Build AWS			
Technology	AWS CloudFront, ALB, EC2, RDS, Lambda, SQS, S3....			
Team structure	Position	Price	Person	Amount of money
	Junior	350,000 yen	2	700,000 yen
	Advanced SE	500,000 yen	1	500,000 yen
Contract amount (monthly)	1,200,000 yen			

Contract development



Strength

- ▶ Pre-determined quality and delivery time guaranteed
- ▶ Reduce development time
- ▶ Eliminate waste of development personnel

Weakness

- ▶ Detailed specifications required in advance
- ▶ An estimate is required each time specifications are changed or functions are added.

Contract type development usage flow

STEP 1

Requirements hearing



We will listen directly to the customer's request and prepare an engineer.

STEP 2

Submission of proposals and quotations



We will submit proposals and quotations according to your requirements.

STEP 3

Contract



After confirming the conditions, we will sign the contract.

STEP 4

Development



We design, develop and test software.

STEP 5

Delivery/acceptance inspection



We will deliver the product by the due date and have it inspected by the customer.

Difference between laboratory type and offshore type

	Laboratory type (quasi-delegation)	Offshore type
Completion responsibility	None	Can be
Defect warranty liability	None	Can be
Optimal development model	Fast	Waterfall
Flexibility to change specifications	Expensive Do it now without re-estimate price	Low Need to re-estimate and reconsider the delivery date
Development price	Developers don't have to count on safe buffers, Service can be provided at the lowest possible cost	The safety buffer is responsible for completing Need to anticipate and tend to be expensive
Suitable project	A project where detailed specifications have not been decided, but you want to add more and more functions with an emphasis on speed	Projects with solid specifications

Technology

Front end



Cloud



Smartphone app



Back end



DevOps



Framework



Why Choose WanoSoft?

Highest quality, low price



We provide services based on Japanese quality at a unit price in Vietnam.

It is possible to start lab type development from **250,000 yen / person.**

100% Japanese



A member who can speak Japanese will act as a point of contact for smooth communication.

Our business partners are **100% Japanese Company**

Security



We work with experts who have more than 8 years of security work experience to thoroughly protect customer and project information.

開発事例

Due to security regulations, some items cannot be disclosed.



Comnico Marketing Suite

Overview

SNS operation tool "Comnico Marketing Suite" that greatly reduces the time required to operate Twitter, Instagram, and Facebook pages

Contract method

Laboratory contract

Team structure

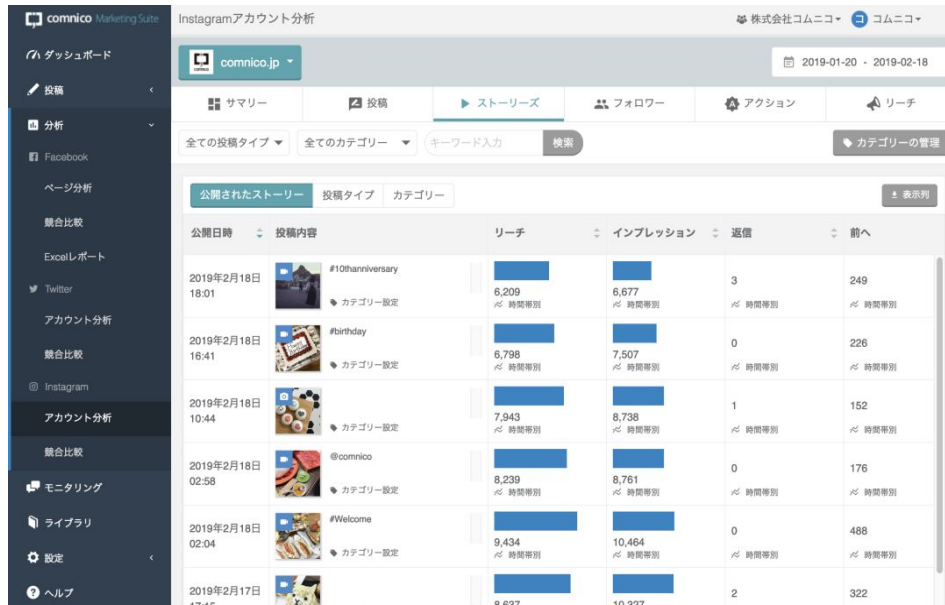
BrSE: 1, Tester: 1, Engineer: 2

Development period

1 year (under operation and maintenance)

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SQS, SNS, ELB, DynamoDB)
- Database: MySQL, DynamoDB, Elasticsearch
- Back-end: NodeJS(ExpressJS)
- Front-end: VueJS



The screenshot displays the 'Instagramアカウント分析' (Instagram Account Analysis) page for the account 'comnico.jp'. The interface includes a sidebar with navigation options like 'ダッシュボード', '投稿', '分析', 'Facebook', 'Twitter', and 'Instagram'. The main content area shows a table of posts with columns for '公開日時' (Posted Date), '投稿内容' (Post Content), 'リーチ' (Reach), 'インプレッション' (Impressions), '返信' (Replies), and '前へ' (Previous). Each row represents a post, showing the date and time, the post content (including hashtags and mentions), and corresponding engagement metrics. Blue bars are used to represent the reach and impression values for each post.

公開日時	投稿内容	リーチ	インプレッション	返信	前へ
2019年2月18日 18:01	#10thanniversary カテゴリー設定	6,209 時間単位	6,677 時間単位	3 時間単位	249 時間単位
2019年2月18日 16:41	#birthday カテゴリー設定	6,798 時間単位	7,507 時間単位	0 時間単位	226 時間単位
2019年2月18日 10:44	カテゴリー設定	7,943 時間単位	8,738 時間単位	1 時間単位	152 時間単位
2019年2月18日 02:58	@comnico カテゴリー設定	8,239 時間単位	8,761 時間単位	0 時間単位	176 時間単位
2019年2月18日 02:04	#Welcome カテゴリー設定	9,434 時間単位	10,464 時間単位	0 時間単位	488 時間単位
2019年2月17日 17:16		R R 37	10 327	2	322

Remote Jobs

Overview

This is a job search and job change service that only handles jobs that can be worked remotely.

Contract method

Offshore contract

Team structure

BrSE: 1, Developer : 3, Tester: 1

Development period

6 months

Technology

- Infrastructure: Linux (Xserver)
- Database: MySQL
- Back-end: PHP (Laravel)
- Front-end: JQuery, VueJS



ATELU

Overview

It is a cloud tool that streamlines the work required to implement campaigns on Twitter and Instagram.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 3, Tester: 1

Development period

6 months (under operation and maintenance)

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SQS, SNS, ELB, DynamoDB)
- Database: MySQL、DynamoDB、Elasticsearch
- Back-end: NodeJS (ExpressJS, NestJS)、Python
- Front-end: VueJS、React



The screenshot shows the ATELU website interface. At the top is a navigation bar with the ATELU logo, links for 'キャンペーンプラン' (Campaign Plan), '導入実績' (Implementation Cases), '運営会社' (Operating Company), and a button for '資料請求・お問い合わせ' (Request Materials / Contact Us). The main content area features the ATELU logo and the headline 'SNSキャンペーンをより簡単かつ安全に。' (Make SNS campaigns even easier and safer). Below this is a paragraph explaining that the tool streamlines necessary tasks for Twitter and Instagram campaigns, such as collecting all applicants, selecting winners, and creating easy-to-understand reports. There are also social media icons for Twitter and Instagram. A large 3D illustration depicts a computer monitor displaying a campaign dashboard, a fan-like graphic, and various social media icons like a refresh button and a hashtag. At the bottom, three circular callouts highlight key performance indicators: '年間実施キャンペーン回数' (Annual number of campaigns implemented) at 1,879 times, 'キャンペーンにかかる時間' (Time taken for campaign) with a 60% reduction, and '月額利用企業継続率' (Monthly user company continuation rate) at 98.0%.

Quotation and invoice issuance/management system

Overview

A system that uses SpreadJS to issue quotations and invoices with functions similar to Excel.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 5, Tester: 1

Development period

1 year (under operation and maintenance)

Technology

- Infrastructure: AWS (ECS, ELB, CloudFront, RDS, S3, SNS)
- Database: SQL Server
- Back-end: C# (.NET, Entity Framework)
- Front-end: VueJS



tech tech

Overview

This is an information site for STREAM learning, the next door in programming education.

Contract method

Offshore contract

Team structure

BrSE: 1, Developer: 2, Tester: 1

Development period

4 months

Technology

- Infrastructure: Linux(X server)
- Database: MySQL
- Back-end: NodeJS (NestJS)
- Front-end: VueJS



Trade fair management system

Overview

A support system for communication and management of trade fair exhibitors, traders and managers.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 3, Tester: 1

Development period

6 months (under operation and maintenance)

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SNS, ELB)
- Database: MySQL, Prisma
- Back-end: NodeJS (NestJS)
- Front-end: VueJS (NuxtJS)



Hubspot integration app

Overview

An app that supports data import, output, and reporting using the Hubspot API.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 2, Tester: 1

Development period

6 months (under operation and maintenance))

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SNS, ELB)
- Database MySQL
- Back-end: NodeJS (NestJS)
- Front-end: HubSpot



NFT store

Overview

"Baseball LIVE NFT", which sells NFT videos in
"Baseball LIVE", a service that distributes baseball
broadcasts such as professional baseball Pacific League

Contract method

Offshore contract

Team structure

BrSE: 1, Developer: 4, Tester: 1

Development period

5 months (under operation and maintenance)

Technology

- Infrastructure: Linux(X server)
- Database: MySQL
- Back-end: NodeJS (NestJS) 、 GraphQL
- Front-end: ReactJS (NextJS)



Fiika App

Overview

A women-only free service that connects pregnant pre-mothers and mothers who are raising children.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 4, Tester: 1

Development period

1 year (under operation and maintenance)

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SNS, ELB, DynamoDB)
- Database: MySQL
- Back-end: NodeJS (NestJS)
- Front-end: Swift, Kotlin



Beauty App

Overview

The online shop is a comprehensive wholesale app for professional beauty equipment, supplies, and cosmetics.

Contract method

Laboratory contract

Team structure

BrSE: 1, Developer: 6, Tester: 1

Development period

6 months

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SNS, ELB, DynamoDB)
- Database: MySQL
- Back-end: NodeJS (NestJS)
- Front-end: Swift, Kotlin



LINE linked chatbot

Overview

It is a program that automatically talks with users on LINE and answers questions.

Contract method

Offshore contract

Team structure

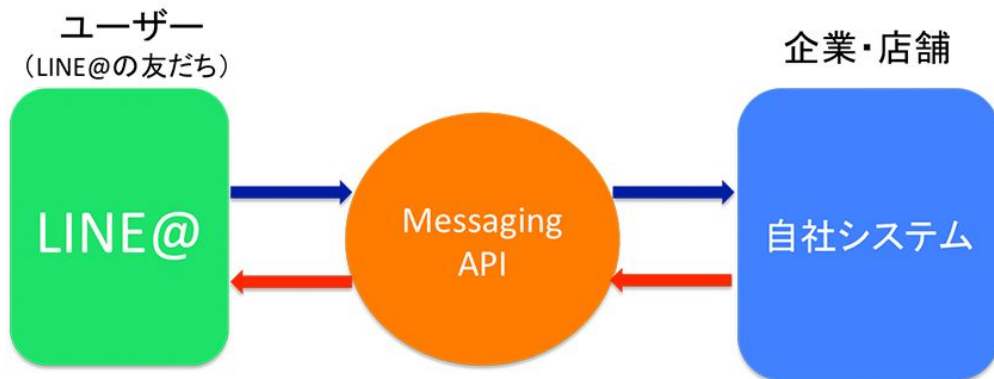
BrSE: 1, Engineer: 4, Tester: 1

Development period

6 months

Technology

- Infrastructure: AWS (EC2, Lambda, RDS, API Gateway, SQS, SNS, ELB, DynamoDB)
- Database: MySQL、DynamoDB、Elasticsearch
- Back-end: NodeJS (ExpressJS, NestJS)、Python
- Front-end: VueJS、React



THANKS!

Thank you for your attention

Inquiry

- ▶ Email: contact@wanosoft.com
- ▶ Hotline: 03-6771-9339