HPT INTRODUCTION

hpt
knowing IT

HPT VIETNAM CORPORATION

Foundation date: 13th January, 1995

hpt *knowing IT*

WHO WE ARE

CUSTOMER SERVICE CENTER
HSC

SYSTEM INTEGRATION CENTER
HSI

APPLICATION SOLUTION & SERVICE CENTER
HAS

CORPORATION OFFICE
HO

CYBER SECURITY CENTER
HSE

SOLUTION AND TECHNOLOGY OF VIETNAM
HSV

OUR PORTFOLIO

▶ **KEY INDUSTRY-FOCUSED SOLUTIONS**

HPT delivers industry-focused digital solutions that combine technology, security, and scalability.

Finance & Banking

➢ Cybersecurity Security solutions and services:
- Wareness Training Platform
- SOC
- Mobile application security
- Physical Security Key Solution

➢ Robotic Process Automation Solution (RPA)

➢ Datawarehouse (DWH) and Business Intelligence (BI) solutions

➢ Enterprise Content Management $ Business Process Management (ECM, BPM)

Retail Solutions

➢ Digital identification for all things with Nomion solution: POSM

➢ Multi-channel digital communication solution MTC

➢ Computer Vision

Smart Factory

➢ Smart Monitoring with AI & Vision Technology

➢ AI-based Visual Inspection

➢ Proactive Risk Control Powered by Data

➢ Smart Inventory Tracking with RFID

➢ Warehouse Management System (WMS)

➢ Predictive Maintenance

Media, Entertainment & Events Healthcare

➢ Multi-channel digital communication solution MTC

➢ Computer Vision

Education

➢ Multi-channel digital communication solution MTC

➢ Computer Vision

➢ LMS

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▶ STRATEGIC TECHNOLOGY CAPABILITIES

HPT brings forward key technology capabilities that are well-positioned to support strategic partnerships and complex digital initiatives.

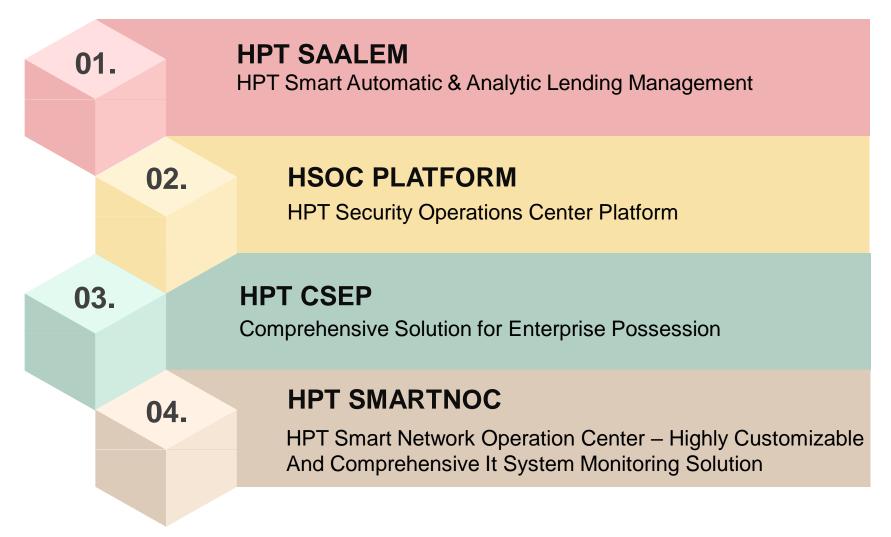| MICROSOFT	CYBER SECURITY	SYSTEM INTEGRATION	APPLICATION INTEGRATION	COMPUTER VISION
✓ Microsoft LSP & CSP ✓ Microsoft solution partner: modern work, security, Azure infra ✓ Microsoft Advanced specialization in Security & Modern work	✓ Top 5 in Vietnam, Top 100 globally in Global Cyber Skills Benchmark CTF 2025. ✓ SOC platform (HSOC), Bugtrack & Mavex ✓ Certified team: CISSP, LPT, CCIE Sec...	✓ A leading partner of Microsoft, HPE, Dell, IBM, Cisco, etc., ✓ Extensive experience in deploying numerous critical, large-scale infrastructure projects.	✓ Custom software integration with ERP, CRM, Microsoft ecosystem ✓ RPA & ECM/BPM platform for process automation ✓ Creating bespoke solutions for the banking sector.	✓ AI-powered computer vision systems designed to enhance automation, safety, and operational efficiency ✓ Successfully deployed numerous projects in manufacturing sector.

![hpt knowing IT]

▶ HPT MAIN PRODUCTS

From 2020, HPT becomes Science-technology enterprise and accelerates developing technology products for digital transformation of government, organizations and enterprises.

01. **HPT SAALEM**
HPT Smart Automatic & Analytic Lending Management

02. **HSOC PLATFORM**
HPT Security Operations Center Platform

03. **HPT CSEP**
Comprehensive Solution for Enterprise Possession

04. **HPT SMARTNOC**
HPT Smart Network Operation Center – Highly Customizable And Comprehensive It System Monitoring Solution

INTELLECTUAL PROPERTY RIGHTS CERTIFICATES

"Sao Khue" award 2022

5 – star ranking

Automating credit business processes:
- HPT SAALEEM
- HPT GenDoc

Cyber Security:
- HPT HCapollo
- HPT HCINT
- HPT HCriffin
- HPT Bugtrack Platform
- HPT Mavex

"Sao Khue" award 2025

Software for business:
- HPT CSEP
- HPT SmartNOC
- HPT SCS - STC

The title of "Golden Key" - 2022

HPT's products and services are certified for intellectual property rights, of:
- Automating credit business processes
- Cyber Security
- Sofware for business

TRUSTED PARTNER IN DIGITAL TRANSFORMATION

▶ EXPERIENCES IN SPECIFIC INDUSTRIES

3/4 "Big 4" Banks in Vietnam

Over **60%** Commercial bank In Vietnam

04 Banks in Cambodia, Philippines

05 leading Assurance/ finance Companies in Vietnam

Finance – Banking

Differentiation

- Mastering finance, banking regulations
- Deep experience in deployment of complex systems
- Service quality and commitment
- Varied solutions/ services
- Own product for banking industry (HPT SAALEM)

Achievement

- **DBA, BPM, ECM:** 04 joint-stock commercial banks
- **ITSM, SLA**: 02/04 of "Big 4" banks of Vietnam
- **IAM**: 02/04 of "Big 4" banks of Vietnam
- **RPA**: 02 joint-stock commercial banks
- **Security:** overall solution; audit, pentest, managed services; applied international standards
- **Infrastructure for Core banking, Core finance**: 04 joint-stock commercial banks, 06 leading Insurance/ Finance companies in Vietnam

EXPERIENCES IN SPECIFIC INDUSTRIES

Governmental agencies

- **Customer:** ministries, departments of capital and 10 cities

- **Solution/service:** infrastructure, application, portal, e-government architecture, information security...

Differentiation

- Capability of deployment complex/ wide scope projects
- Deep understanding governmental procedures/ regulations
- Capabilities of consulting/ integrating/ managing projects
- Commitment and service quality

Achievement

- Email system, city web for HCMC
- Datacenter infrastructure, Cloud Automation
- Assessing system, investigating security, incident response
- Infrastructure architecture, e-government architecture
- Portal for receiving, consulting and handling citizen feedbacks …

▶ EXPERIENCES IN SPECIFIC INDUSTRIES

Manufacturing

- Important segmentation of HPT

- Customers: multinational group, big manufacturer of Vietnam - Intel, Unilever, URC, Ajinomoto, Duy Tan

Differentiation

- Specialized solution/service: infrastructure, specialized network, security for operation technology (OT), centimeter positioning…
- Origin traceability software, factory management software (iFactory)…
- Varied service as request
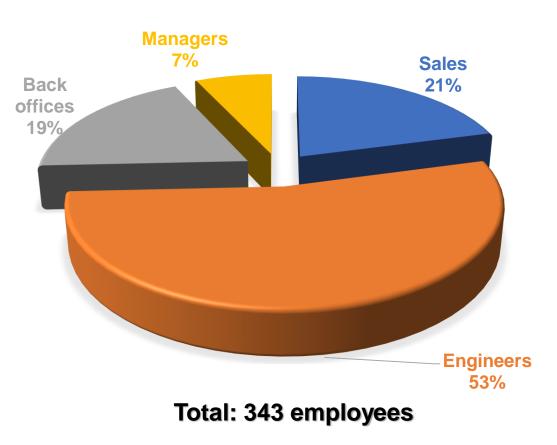- Service level agreement

Achievement

- Wifi infrastructure, networking for big manufacturers
- Hybrid cloud with MS Azure
- Packaged service of IT outsourcing

► ORGANIZATION & HR

HR based on functions

Total: 343 employees

HOW WE DO

Certifications of experts

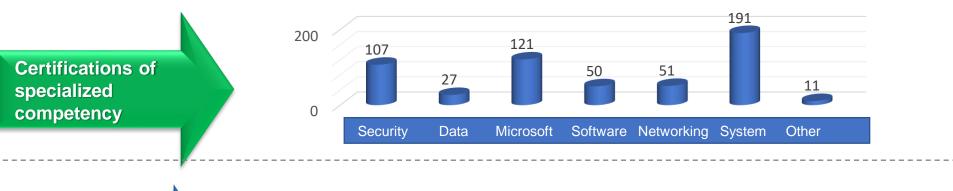- Certified Information Systems Security Professional **(CISSP)**
- License Penetration Tester **(LPT)**
- ITIL Expert Certificate in IT Service Management **(ITIL ECIM)**
- Project Management Professional **(PMP)**

Certifications of specialized competency

Category	Value
Security	107
Data	27
Microsoft	121
Software	50
Networking	51
System	191
Other	11

Certifications of partners' competency

Microsoft	CISCO	Hewlett Packard Enterprise	IBM	ORACLE	DELL Technologies	vmware
120	33	46	54	37	20	26

► HPT MANAGEMENT: PROFESSIONAL, COMPLYING INTERNATIONAL STANDARDS

Information security management system (ISMS)

Bureau Veritas Certification

HPT VIETNAM CORPORATION

LOT E2A-3, D1 ROAD, SAIGON HI-TECH PARK, LONG THANH MY WARD, DISTRICT 9, HO CHI MINH CITY, VIETNAM

This is a multi-site certificate, additional site(s) are listed on the next page(s)

Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below

ISO/IEC 27001:2013
Scope of certification

CONSULTANCY SERVICES FOR IT SOLUTIONS AND SERVICES, DESIGN & DEPLOYMENT OF IT SOLUTIONS AND APPLICATIONS, TRADING OF SOFTWARE AND IT DEVICES AND WARRANTY, MAINTENANCE & REPAIR FOR IT PRODUCTS AND SYSTEMS

STATE OF APPLICABILITY : SOA VER. 03 DATED 28/OCT/2019

Original Cycle Start Date: 12-06-2017
Expiry date of previous cycle: 11-06-2020
Certification / Recertification Audit date: 26-05-2020
Certification / Recertification cycle start date: 11-06-2020
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 11-06-2023

Certificate Number: VN006870   Version: 1   Issue Date: 05-06-2020

NGUYEN TU HAI

Certification Body Address: 5th Floor, 66 Prescot Street, London, E1 8HG, United Kingdom
Local Office: Unit 4.4A, 4th Floor, E-Town 1 Building, 364 Cong Hoa Street, Tan Binh District, Ho Chi Minh City, Vietnam
Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.
To check this certificate validity please call: +84 28 3812 2246.

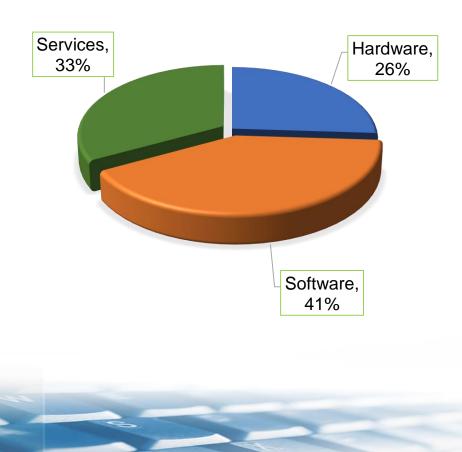In 2013: Certified to **ISO 27001** Information Security Management

ISMS covers consultancy services for IT solutions & services, design & deployment of IT solutions & applications, trading of software & IT devices and warranty, maintenance & repair for IT products & systems.
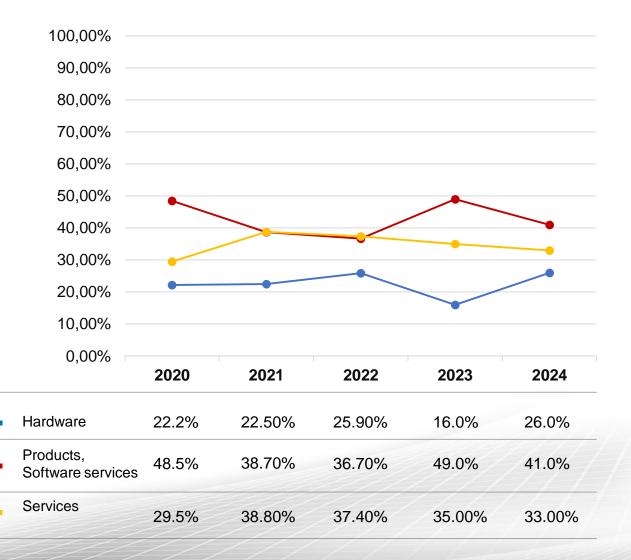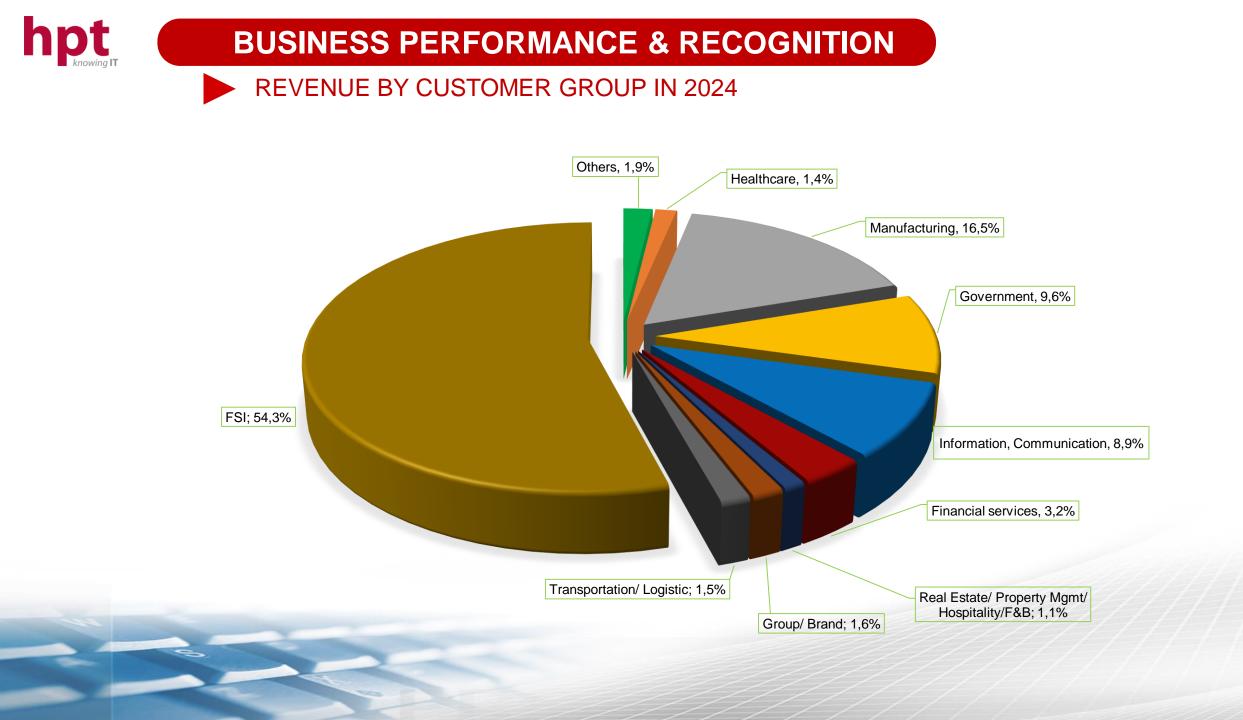

USER ACTIVITY MONITORING

IDENTITY & ACCESS CONTROL

POLICY & RULES ENGINE

RISK ANALYSIS AND PROFILING

ACT — UPDATE & IMPROVE ISMS

PLAN — ESTABLISH ISMS

INFORMATION SECURITY MANAGEMENT

CHECK — MONITOR & REVIEW PERFORMANCE

DO — IMPLEMENT POLICY & CONTROL

REAL-TIME ALERTS & NOTIFICATIONS

INSIDER THREAT DETECTION

AUDIT & FORENSIC DATA

DATA LOSS PREVENTION

BUSINESS PERFORMANCE & RECOGNITION

Figures in 2024

Services, 33%
Hardware, 26%
Software, 41%

Annual revenue

	2020	2021	2022	2023	2024
Hardware	22.2%	22.50%	25.90%	16.0%	26.0%
Products, Software services	48.5%	38.70%	36.70%	49.0%	41.0%
Services	29.5%	38.80%	37.40%	35.00%	33.00%

BUSINESS PERFORMANCE & RECOGNITION

▶ REVENUE BY CUSTOMER GROUP IN 2024

- Others, 1,9%
- Healthcare, 1,4%
- Manufacturing, 16,5%
- Government, 9,6%
- Information, Communication, 8,9%
- Financial services, 3,2%
- Real Estate/ Property Mgmt/ Hospitality/F&B; 1,1%
- Group/ Brand; 1,6%
- Transportation/ Logistic; 1,5%
- FSI; 54,3%

WHO ARE THEY? THE ONES DEVELOP PARTNERSHIP

Why Choose Us?

- World's leading ICT vendors
- Whose outstanding product/ solution in segmentation or highly competitive in Vietnam market
- Independent Software Vendors (ISVs)
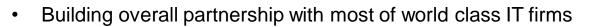- Universities, Institutes, Tech Start-up

- The strategic partner with leading competencies in Vietnam
- The unique partner with high commitment, willing to cooperate and invest to expand the market, deepen technology expertise, enhance knowledge
- Going global: international compliance and regulations
- With high potential of integration
- For a great Vietnam IT development

**Be strategic partner
of global leading IT firms**

- Building overall partnership with most of world class IT firms

- Contributing greatly to HPT's revenue and that of world class IT firms in Vietnam

- With competencies of expertized consultancy, implementation

- With advanced partnership level, be Preferred partner in some solutions/ services

HPT SOLUTION AND TECHNOLOGY OF VIETNAM

▶ HPT SOLUTION AND TECHNOLOGY OF VIETNAM

Tested – Optimized – Guaranteed by HPT

Collaborating to support businesses on their digital journey

30+ years of hands-on experience	Proposing tailored solutions for each business	Full-stack technologies and tools	Experienced expert team	Trusted partner network

Thank you !

https://hpt.vn