CUSC®
ISO 9001:2015
Cantho University Software Center

# CAN THO UNIVERSITY SOFTWARE CENTER

Outsourcing

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# Introduction

CUSC established in March 2001 by the Decision No 1547/QD-BGD&DT-TCCB, Can Tho University Software Center was the first software center in Mekong Delta in training professional programmers, developing software, and applying information technology to all aspects of social life .

CUSC is an active, creative team constantly researching, updating new technologies and providing optimal solutions for customers in order to become a reliable partner of all domestic and foreign countries

Confidence

Passion

Responsibility

# Profile

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Cantho University Software Center

**Name:** CanTho University Software Center
**Representative:** Nguyen Hoang Viet
**Logan:** All for Quality
**Ownership:** State owned
**Establishment:** March 2001
**Location:** Cantho city, VietNam

**Main services:**
・Software Development and Outsourcing Services
・IT Solutions Consulting
・IT Education

**Technologies**
・Web and Application : .Net、Java、PHP、Ruby、Python
・Smartphone : iOS、Android
・Artificial Intelligence, Internet of Thing

**Address:** 1 Ly Tu Trong street, Ninh Kieu dist, Can Tho city, Vietnam
**Telephone:** (+84) 292 373 1072
**Fax:** (+84) 292 373 1071
**Email:** cusc@ctu.edu.vn | cusc.sales@ctu.edu.vn
**Website:** www.cuscsoft.com



# Development Services

## Lab development

Significantly reduce development costs by using mainly Vietnamese development staff with low labor costs.

## Service delivery

・Full-cycle development: Develop software applications starting from RFP to deployment: requirement analysis, design, coding, testing, knowledge transfer and maintenance.

・Implementation: Develop software based upon the initial design. Develop modules and components of the multi-partner software projects.

・Localization and Internationalization

# Our Philosophy

## Vision

To saitisfy the need of both domestic and oversea market, we are making efforf to become an excellent software development company in Vietnam

## Philosophy

Cooperation with trust, passion, and responsibility for mutual growth.

## Mission

Create an innovative and active environment for the information technology services and software industry in the Mekong Delta and Vietnam.



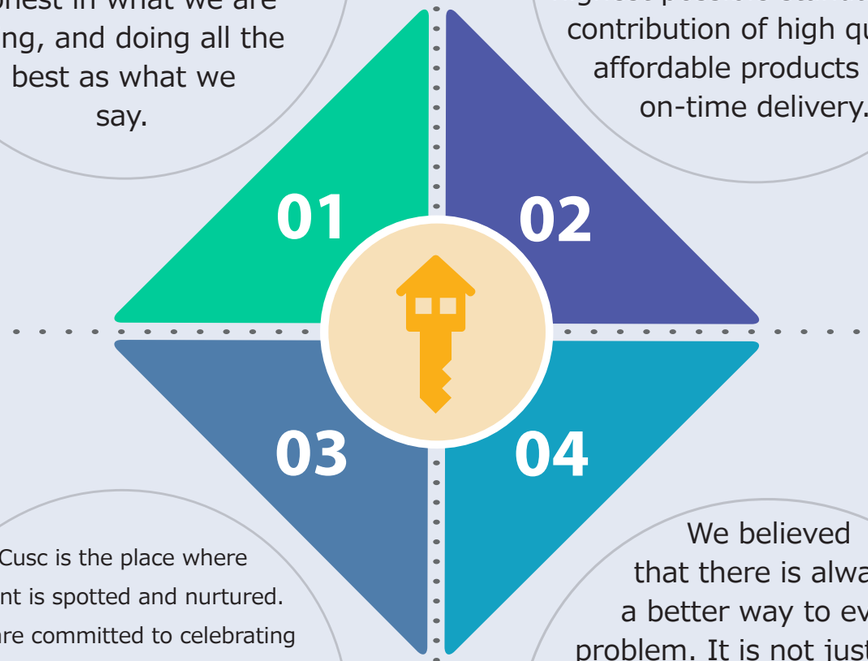
# Core value

## Integrity

Cusc is dedicated to establishing long-term relationships with our clients. We build trust by being honest in what we are doing, and doing all the best as what we say.

## Customer satisfaction

We listen to our customers requests, put them on top priority, and pursure the highest possible standards for contribution of high quality, affordable products and on-time delivery.




Cusc is the place where talent is spotted and nurtured. We are committed to celebrating professional working environment, high teamwork spirit, individual development and collective growth by offering domestric and oversea training courses for specialist knowledge improvement.

## Employee development

We believed that there is always a better way to every problem. It is not just about new technologies. We offer new ideas, new services to make thing better. We do not only meet customers' demands, but do all the good we can in order to exceed their expectations.

## Innovation

# Company history

**Establishment**

- Cusc was established in March 2001 under the decisin No. 1547/QD-BGD & DT-TCCB.

**2001**

**2002**

- Joined Vietnam Software IT Association.

- Certified for ISO 9001-2008
- Promoted to Microsoft Gold Certified Partner.
- In partnership with Prometric, established IT international test center for Microsoft, IBM, Oracle, etc.

**2006**

- Collaboration with Kobe Digital Lab Co., Ltd Japan.

**2007**

- Cusc was awarded 2015 Sao Khue prize (Hospital Information System)
- Became the first and only Microsoft partner in Mekong Delta.
- Joined FOSS Bridge EU-Vietnam.

**2009**

- 40 Major Vietnam IT companies certified by Vietnam Software and IT Association.
- Emerging offshore company certified by VNITO Alliance.

**2011**

- Vietnam's top 14 in the ICT industry.

**2015**

- Started working in collaboration with Hinode
- Medical Welfare Group in Japan.
- Started working on collaboration with IGREK Co., Ltd Japan.
- The ISO System developed by CUSC was deployed at Information Communication of Camau and Soctrang province.

**2017**

- Collaboration with KWORK Innovations, Finland.
- Upgraded to ISO 9001:2015 certification.
- Partnership with LogiGear to develop Software testing cource.

**2018**

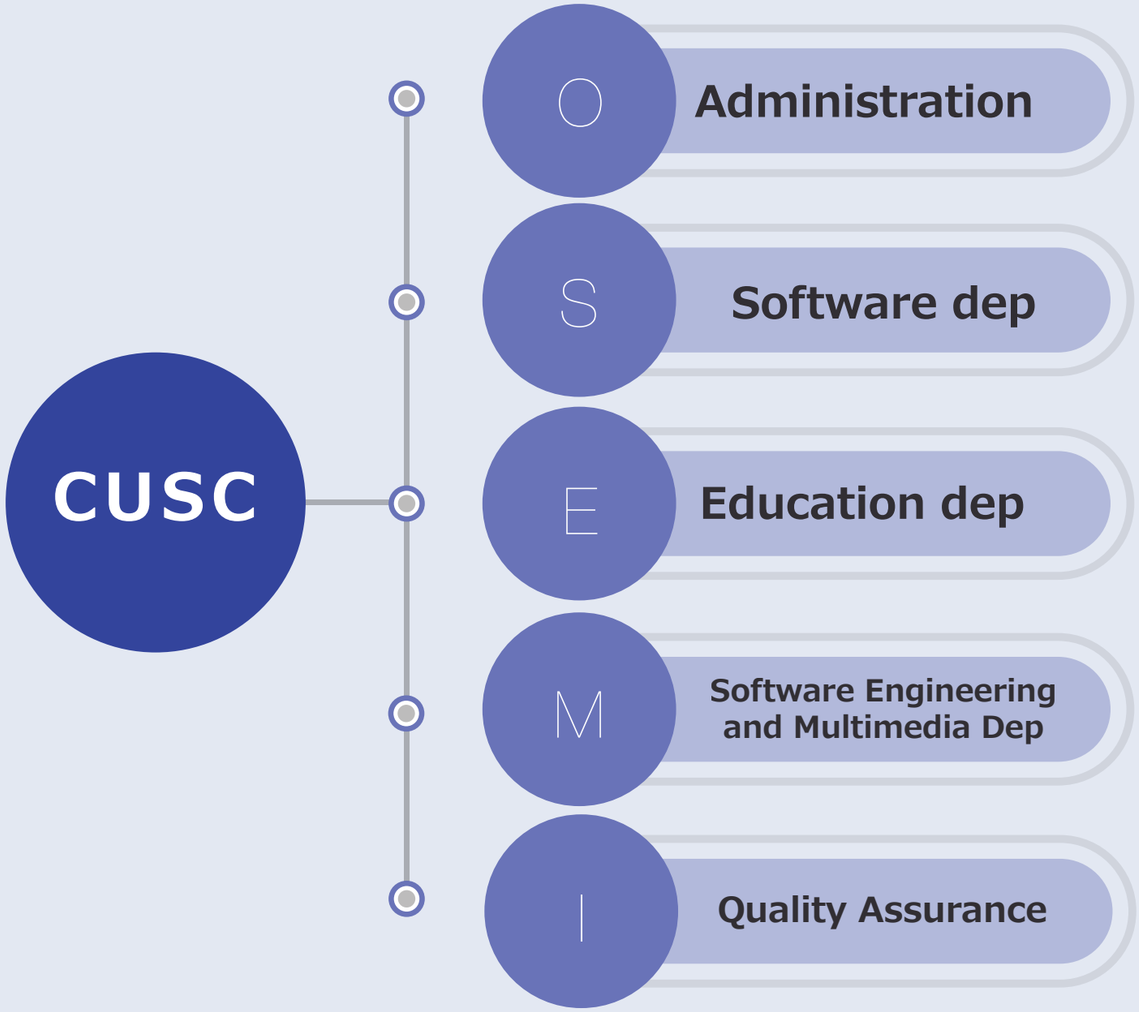
- Collaboration with Banyan Co., Ltd Japan.

**2019**

- Collaboration with Fuji Data System Co., Ltd Japan.

# Organization

Chart




# Organization

Board of Director

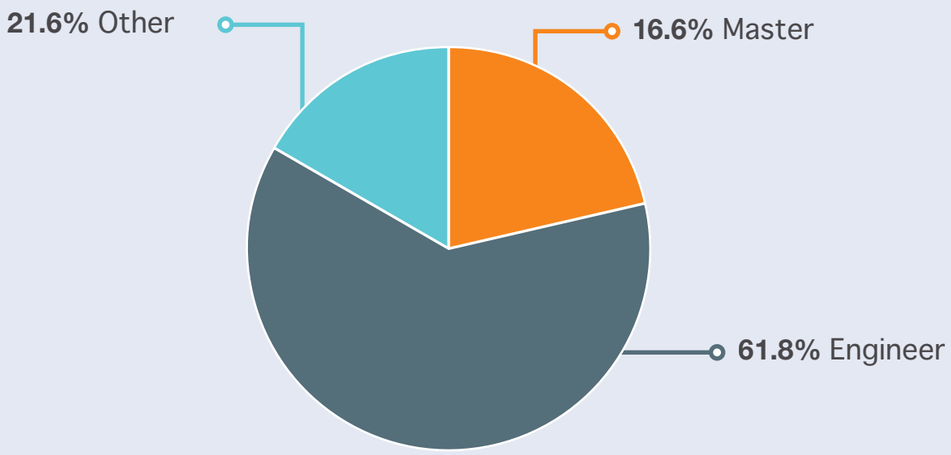
## Message of Company

CUSC is continuously progressing as the prestigious and professionalism organization in IT training, software development, outsourcing and IT solution consulting.
CUSC is proud of its success and reputation in expanding, tightening collaborations between CUSC and its domestic and overseas close partners. Moreover, the workforce of more than 100 staffs working with the spirit of "Confidence, Passion and Responsibility" that has inspired and enabled us to produce new value.
CUSC always researches and adopts the lastest technologies, training models to keep on improving its products and services quality. All efforts of CUSC staffs are to implemment its strong commitment “All for Quality” that contributes into building the brand name of Vietnam software industry in the international market.

Mr. Nguyen Hoang Viet

# Human Resources

## Staff




CUSC staff incessantly improve professional skills with people who graduated in France, Belgium, and Thailand. The staff are increasing constantly because many employees returned to continue working in the center after having accomplished Master and Ph.D programs in France, Belgium, AIT – Thailand. Every year, CUSC has strategies to send employees to pariticipate in short – term and long – term training programs in Vietnam as well as foreign countries. In addition, CUSC always receives efficient support about human resources of College of Information Technology in software projects and training activities. With young, self-motivated staff, CUSC is ready to become the owner of new technologies and meet strict requirements of customers。

# Certificate

## Japanese

Japanese Proficiency

| Name | Certification | Year |
|---|---|---|
| Lam Ngoc Thanh | N2 | 2013 |
| Thach Ngoc Diem | N2 | 2018 |
| Le Cam Hang | N3 | 2015 |
| Tran Nguyen Phuc Huy | N2 | 2018 |
| Dinh Van Tin | N4 | 2016 |
| Mai Thanh Long | N4 | 2019 |
| Trang Thu Nhi | N5 | 2017 |
| Tran Thi Hong An | N5 | 2018 |
| Duong Trung Hieu | N5 | 2019 |
| Tran Thanh Nhan | N5 | 2012 |

# Certificate

### Japan Information Processing Promotion Agency

| Name | Certificate | Year |
|---|---|---|
| Nguyen Tuan | FE | 2007 |

### Project Management

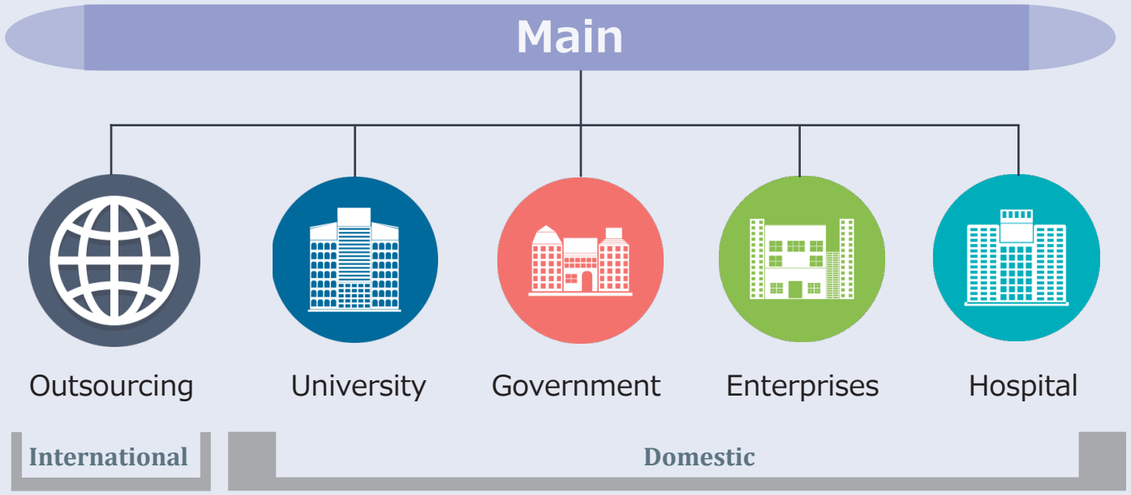
| Name | Certificate | Year |
|---|---|---|
| Duong Nguyen Phu Cuong | Project Management Fundamentals | 2013 |
| Phan Quoc Bao | Project Management Fundamentals | 2019 |

### Japan Overseas Engineer Training Association (AOTS)

| Name | Certification | Year |
|---|---|---|
| Tran Thi Hong An | Bridge System Engineers for Vietnam 2008 - Capacity Building of Potential IT Engineers to be future Bridge SE | 2008 |
| Dinh Van Tin | Bridge System Engineers for Vietnam 2011 - Capacity Building of Potential IT Engineers to be future Bridge SE | 2011 |

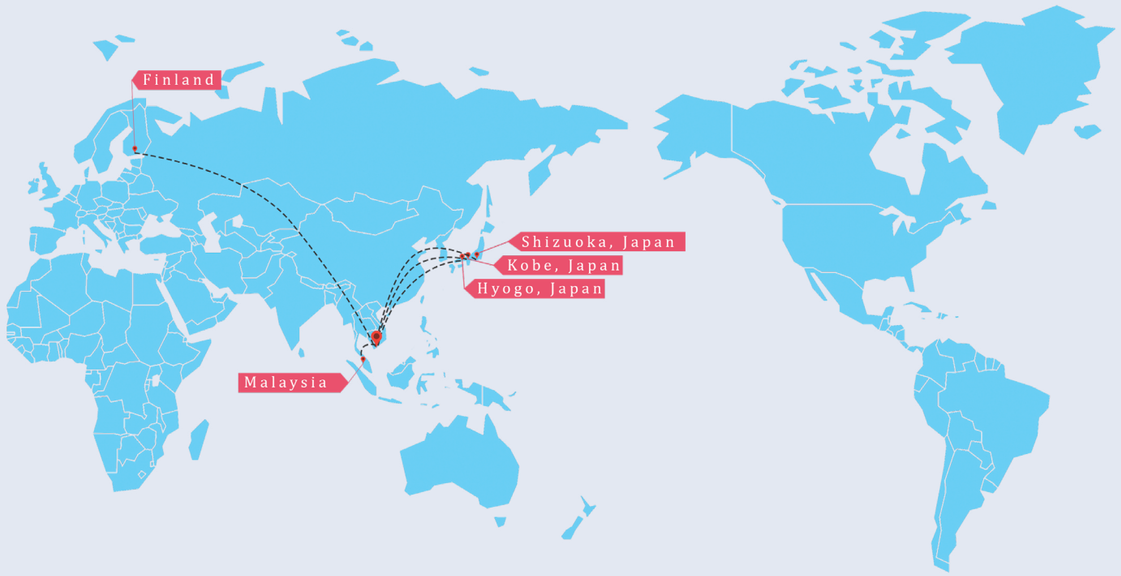


# Products & Services




| | Field |
|---|---|
| Hospital Information System (CUSC-HIS) | Hospital |
| University Integrated Information System (CUSC-UIIS) | University |
| CGATE | Government |
| Portal for Government (CUSC-PSIPortal) | Government |
| ISO System(CUSC-ISOO) | Government |
| Document Information System (CUSC-eDOC) | Government |
| Integrated information system for Social and Economic (CUSC-SEDP) | Government |
| Human Resource Management (CUSC-HRM) | Enterprise I Hospital I University |

# Customer




From 2006 year, CUSC started business with Japanese companies. It is getting bigger.

"Continuously promoting and developing overseas cooperations" is the CUSC's key activity, to contribute into building the brand name of Vietnam software industry on the international market.



# Experiences

## Technology

**Website EC, payment agency service cooperation**
LAMP
Magento
ExpressionEngine

**Wearable Navigation App**
C#.Net
Android
Unity

**Medical System (patient, vital, medicine, surgery, ICU, OPE)**
C#.Net

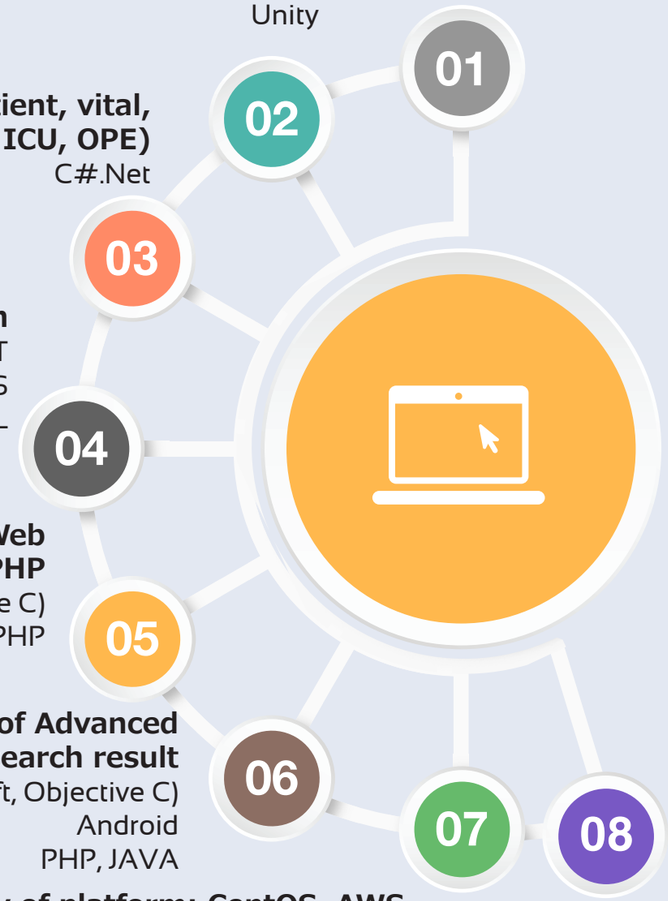
**Business Support System**
PHP, JAVA, C#.Net, ASP.NET
RAILS
SQL Server, MySQL, PostgreSQL

**Smartphone App and Web management with PHP**
iOS (Swift, Objective C)
Android, PHP

**Project for private deployment of Advanced research result**
iOS (Swift, Objective C)
Android
PHP, JAVA

**Variety of platform: CentOS, AWS, Nifty, Heroku, Windows**
Docker
LAMP (Linux, Apache, MySQL, PHP)
Zend framework
Laravel

**.Net Core, ASP.Net Zero,**
Machine learning (Recommendation function, category classification function of sentences)

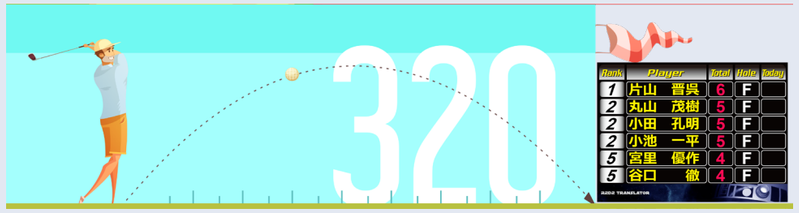


# Projects

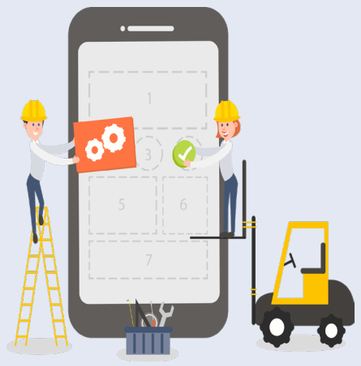
## Technology

Company website
JavaScript, PHP, MySQL

E-Commerce website
Magento, JavaScript, PHP, MySQL




Golf tournament application
C#.Net（WinForm, WPF, Unity）, Azure



iOS, Android app

Business Support System
PHP, ASP.NET, Java, MySQL, MS SQL



# Security

## Policy

The first and foremost responsibility of each member, from leadership to employees, is grasping the content of security policy and actively secure information. In order to protect information, each employee's role and duty are devided as follows

01

### Employee

Comprehending the importance of information security and abiding by the policy.
Being self-aware of roles and responsibilities within mechanism of information security management and guarantee.
Disciplinary measures will be imposed depending on the level of seriousness it there is any type of infringement of employees.

02

### Management

Making effort to increase awarenesss of subordinates relating to information security, information security management in daily task.

## Information Security

In conception that protecting confidential data of clients is a socially important duty, Cusc ha proposed basic precepts aiming to utilize personal information reasonably.

In terms of risks related to information security (illegal access, information loss, destruction, counterfeit, security leak, etc), Cusc always ha strict measures to prevent. In case the problems are unexpectly arised, Cusc is committed to coping with them promptly and accurately. Obey decree-law about personal information security and other norms according to government direction.

As a center working in th field of IT, we are aware of the importance of information security and thus we strictly manage and obey ISO 9001:2008.
While utilizing client's information , Cusc always has appropriate management solutions, and all employees are prohibited to reveal or provide those information for third parties without permission of clients.

# Recognition

**[2017] Sao Khue prize of VINASA**
Education services and IT ability standardization

**[2016] Award of Aptech India**
"Quality Excellence Award"

**[2016] Sao Khue priz of VINASA (★★★★)**
ISO Management System (CUSC-ISOO)

**[2015]Top 10 IT Outsourcing Enterprises (Vietnam IT Outsourcing Excellence Award 2015)**

**[2015] Top 40 Leading IT Companies in Vietnam**

**[2015] Sao Khue prize of VINASA (★★★★)**
Socio-Economic Development Planning System (CUSC- SEDP)

**[2014] Sao Khue prize of VINASA**
High quality education services

**[2013] Sao Khue prize of VINASA (★★★★)**
CGATE System

**[2011]** Vietnam's top 14 in the ICT industry

**[2009] Sao Khue prize of VINASA (★★★★)**
University Integrated Information System (CUSC-UIIS)

**[2008] Sao Khue prize of VINASA (★★★★)**
Mekong Life portal

**[2007]**
**Intelligence of Vietnam-Mekong Delta**
Computer Time Usage Management
**Sao Khue prize of VINASA (★★★★)**
Hospital Information System (CUSC-HIS)

**[2006]**
**Top 1 Intelligence of Vietnam-Mekong Delta**
Information System Portal (iPortal)
**Top 3 Intelligence of Vietnam - Mekong Delta**
Online course registration (CUSC-CReg)

**[2005] Creative Science and Technology of CanTho**
Terminology dictionary

**[2004] Top 1 Mekong Delta ICT**
Electronic Office Management System (CUSC - eOMS)

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# Case study

事例紹介

## ベトナムの大学とともに 現地にソフトウェアセンターを開設

株式会社神戸デジタル・ラボ　代表取締役　永吉一郎氏

代表取締役　永吉一郎氏

### ネット通販参入企業の増加に商機あり

ITコンサルティングサービスやシステム開発などを手掛ける神戸デジタル・ラボ（KDL）。代表取締役の永吉一郎氏が、神戸初のデジタルコンテンツ&ネットワークシステム専門会社として1995年に設立したITベンチャーだ。永吉氏は、大手メーカー勤務を経て広告会社を経営していたが、阪神・淡路大震災で入居ビルが全壊。震災から3ヵ月後に参加した神戸市主催の米国視察で、シリコンバレーのITベンチャーの活況を目の当たりにした。

「日本の企業とは、ハードやソフトのみならず商習慣など、あらゆることがまるで違っていました。いずれ自分もこんな会社をつくりたいと思いました」と振り返る。

その年の10月には現在の会社を設立。オフィスにパソコンが普及していなかった時代だったが、デジタルコンテンツ事業をスタートさせた。その後、急速にパソコンが普及し、IT社会に突入。その潮流に乗って、官民の両方で業績を伸ばしてきた。

現在はウェブサイト構築・運用コンサルティング、セキュリティ対策などを手掛けている。「顧客の大半が内需型企業。国内市場の縮小は、今後じわりと効いてくるかもしれません。しかし、各社は生き残るための手段としてネット通販を選択する傾向にあります」と話す。

### オフショア開発の導入で業務の波動性に対応

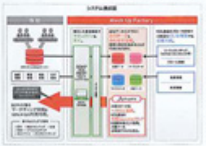
IT関連の仕事が爆発的に増える一方、「7、8年前から、業界内では将来的な人材不足が心配されるようになった」という。解決策として、IT企業が一斉に検討し始めたのが、新興国などに一部ソフト開発を移管する「オフショア開発」だ。

「日本では、アイドルタイムが発生すると膨大なコストが積み上がります。業務の波動性に対応するため、当社としてもオフショア開発に踏み切る必要がありました」と永吉氏。2005年、湖北省・武漢の大学と組んで現地に開発センターを設立した。ところが、効率は思うように上がらなかった。国民性の違いなどもあって、結局3年で撤退を決めた。

しかし、オフショア開発への意欲は消えず、新たな候補地を探していたところ、知人からベトナム南部のカントー市にある国立カントー大学を紹介された。国のIT戦略の下、IT学部が国内で初めて設置された大学で、高度なIT人材を輩出しているという。

2008年、同大学と「カントー大学ソフトウェアセンター」（CUSC）を設立。KDLの得意とするウェブ系のノウハウなどをCUSCに伝授し、各種システムを共同で構築するようになった。現在、センターには10人の開発者が在籍。神戸には、日越の橋渡し役であるベトナム人スタッフ3人が常駐している。

永吉社長らKDLメンバーとカントー大学ソフトウェアセンターのスタッフたち



今後販売を強化していくクラウド型データサービス「マッシュアップファクトリー」のサービスイメージ図。自社内のさまざまな情報を集約し、外部の有益な情報と統合管理することで、効率的・効果的な情報活用を実現できる

「ベトナムの国家財政はまだまだ厳しく、大学の設備は拡充の余地があります。そんな欠乏状態の中でも、現地スタッフたちには、学びへの強い意欲があります」と永吉氏。彼らの熱意にこたえるため、同社ではIT学部の優秀な学生に対して奨学金の授与を始めた。

ベトナム事業が順調に進んでいる最大の理由について、「日越の人の気質が似ていること」を挙げる。また、「CUSCのおかげで、顧客に迅速にシームレスなサービスを提供できるようになった」と手ごたえを感じている。

今夏以降、積極的に独自のクラウド型データサービスを拡販していく方針。国内だけでなく、アメリカ市場進出も狙う。「IT業界も国内だけでは難しくなってきており、独自のサービスを提供できることが価値となってくる」と見通す。引き続きCUSCの果たす役割が大きいことはもちろんだが、日本のオフィスで働く、さまざまな国籍の外国人社員10人にも、永吉氏は大きな期待を寄せている。

**Data**

株式会社神戸デジタル・ラボ
事業内容：ITコンサルティングサービス、システム開発、ウェブサイトプロデュース、情報セキュリティサービス他
設立：1995年10月
所在地：神戸市中央区江戸町93番 栄光ビル5階
電話：078-327-2280
http://www.kdl.co.jp/

# CanTho city

## Introduce

Can Tho is located on the southern of Hau Giang river, the largest tributary of the Mekong River, about 160 kilometers to the west of Ho Chi Minh city, Vietnam's largest city. Can Tho belongs to the tropical monsoon climate zone, with a rainy season and a dry season. The rainy season is from May to November, and the dry season is from December to April. The annual average temperature is 30 Celsius degrees.

### Transportation

●Can Tho International Airport

### Economy

●The Mekong Delta is called Vietnam's granary and produces more than 50% of the nation rice production.

●Can tho, which has been developing for 120 years, is now the most important economic, cultural, scientific and technological center of the Mekong Delta. Can Tho has an airport, a river port, and two industrial parks, and the infrastructure is stable, so it is expected that foreign investment will increase.

●The IT department of Cantho University has passed the assessment of ASEAN University Network - Quality Assurance, the number of university graduates and master's graduates is about 250 every year from here. Besides Cantho University, there are 4 other IT departments in Cantho city.

●On November 3, 2018, the completion ceremony of the Vietnam - Japan Friendship Industrial Park for Japanese companies was held in Cantho city. It already has two plants, a biofertilizer plant constructed by two Japanese companies and a high-tech building material plant.

● On March 15, 2019, the opening ceremony of "Japan Desk, Cantho Tokyo Office" in Cantho city, Vietnam was held in Shinagawa ward, Tokyo.

### Infor

**Georaphy**

| | |
|---|---|
| Region | Mekong Delta |
| Area | 1,439.2 km² |
| Subdivision | 5 districts |

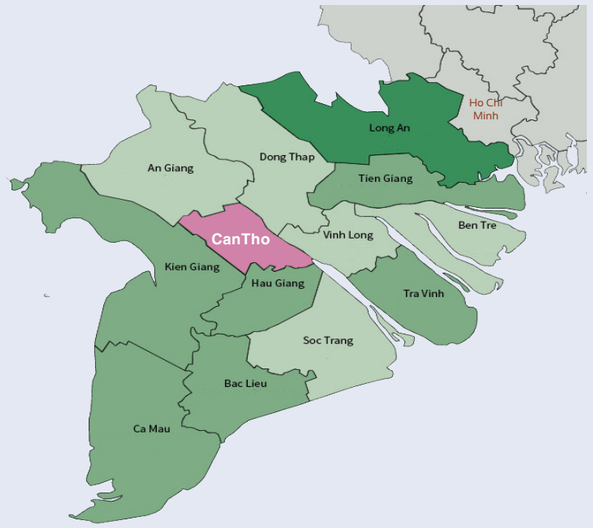
**Statistics**

| | |
|---|---|
| Population | 1,272,800 people (2016 year) |
| Population density | 854 people/km² |



# Transportation

- From Hanoi capital to Cantho city, it's takes about 1:45 by airplane.
- From Danang city to Cantho city, it's takes about 1:30 by airplane.
- From Hochiminh city to Cantho city, it's takes about 3:30 by bus.




Mekong Delta map

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**CUSC**

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