Elinext Vietnam:

New Strategic Location for Your Software Development

Vietnam Business Landscape Overview

Over the recent years, Vietnam has become a production hub for such giants as

Amkor Technology

Foxconn

Samsung

Intel

LG

Key reasons:

Young and well-educated workforce

Political stability and government support

Competitive rates

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Skilled IT Workforce in Vietnam

Vietnam boasts top-notch technical education:

- Ho Chi Minh City University of Technology

- Hanoi University of Science and Technology

- Da Nang University of Science and Technology

- Ho Chi Minh City University of Science

- University of Information Technology

- FPT University

530,000
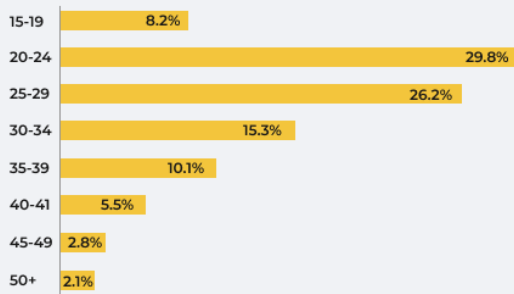
IT engineers in computer science and IT-related sectors

57,000

annual enrollment of students majoring in computer science and IT

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Young Talent Pool

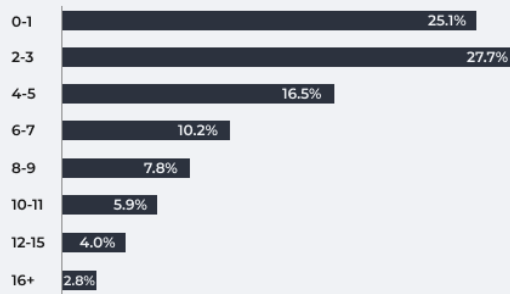**With a population of 100 million, Vietnam saw its working-age demographic reach 52.3 million**

Age

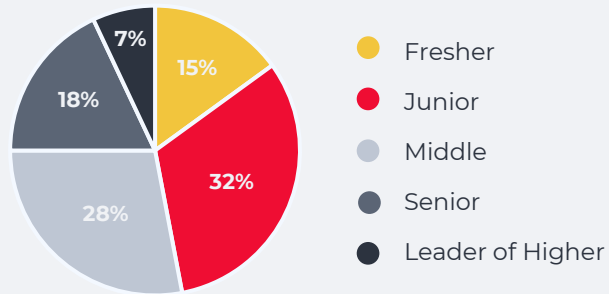GenZ and Millenials are dominating the market now.

Age	%
15-19	8.2%
20-24	29.8%
25-29	26.2%
30-34	15.3%
35-39	10.1%
40-41	5.5%
45-49	2.8%
50+	2.1%

Years of experience

Over 47% of developers have 4 years of experience and more.

Years	%
0-1	25.1%
2-3	27.7%
4-5	16.5%
6-7	10.2%
8-9	7.8%
10-11	5.9%
12-15	4.0%
16+	2.8%

Qualification level

53% of developers are middle, senior, or higher level.

- Fresher — 15%
- Junior — 32%
- Middle — 28%
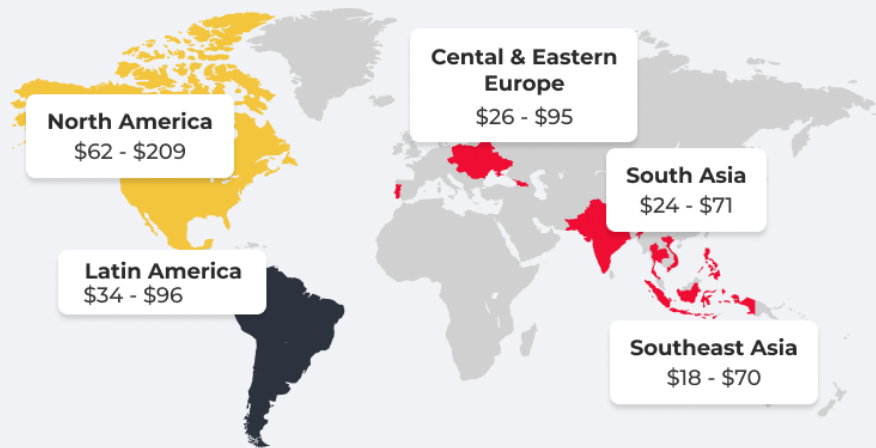- Senior — 18%
- Leader of Higher — 7%

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Competitive Software Development Rates

Skilled software developers in Vietnam are competitively priced, with costs **37% lower** than Poland, **25% lower** than China and **275% to 400% lower** than in the USA.

This allows businesses to optimize budgets while ensuring quality and maximizing ROI.

2023 Global Software Outsourcing Rates

North America
$62 - $209

Cental & Eastern Europe
$26 - $95

South Asia
$24 - $71

Latin America
$34 - $96

Southeast Asia
$18 - $70

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Political Stability and Government Support of IT

- The government pursues policies aimed at promoting economic growth and attracting foreign investments, contributing to a stable business climate.

- The government plans to increase the share of business process outsourcing (BPO) in GDP to 2.5 percent in 2025 and 3.5 percent in 2030.

Elinext Company Overview

>27
Years in custom software development

7
Development centers in Europe and Asia

700+
85% are software engineers

300+
Clients worldwide

Focus on specific domains:

- Web & Mobile Apps
- UI/UX Design
- CRM & Customer Engagement

- ERP & Asset Management
- IoT & Infrastructure Management
- Cloud Computing & SaaS Development

- Blockchain
- DevOps

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Elinext Overview in Vietnam:

1999
The first office was opened in 1999

3 locations:
Ho Chi Minh City, Ha Noi, Da Nang

85+
Employees

112
Successfully delivered projects

Serving clients from US, UK, EU, Australia, Singapore

Elinext Quality Certified

Ensured by Elinext Management System:

Certified Quality Management

Certified Information Security Management

Google Cloud Certified

AWS Certified

MS Azure Certified

Proven by dedicated external audits:

- Code Review
- Static Analysis
- Dynamic analysis
- QA and unit-tests
- Continuous Integration
- Rules and processes

Continuous competence development:

- Best-practice and knowledge sharing in onboarding process.
- Professional trainings, including external courses.
- Developer conferences and international hackathons

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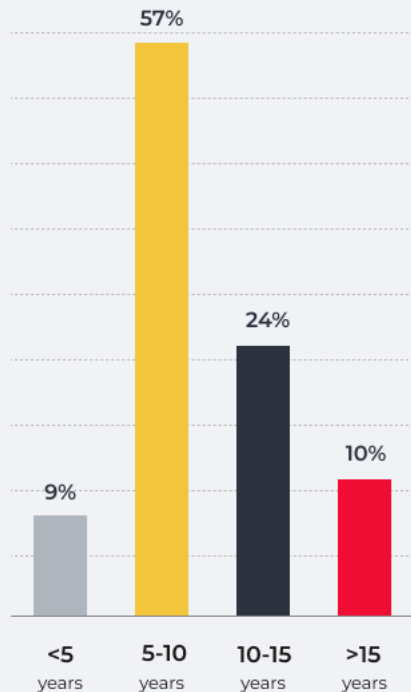# Carefully Vetted Tech Talent

- All Elinext developers have a **bachelor's degree** in computer science, software engineering, or other related fields;

- Some engineers have **two bachelor's degrees or a master's degree**;

- Senior, lead developers, and architects on board;

- Commitment to ongoing professional development proven by multiple certificates;

- Low turnover with many developers working **10+ years.**

Our Team

Team	Technologies	Experience
Broadcom Certification team (13)	Apache Maven (Java), Java Spring Boot, Docker (Kubernetes)	
Smart Stream Swiftcode team (2)	Java Spring, Docker (Swarm), network monitoring for: SNMP for device, SD-WANs (Cisco ACI, Silverpeak, VeloClould, Meraki, Fortinet)	
PHP team (30)	**BE:** PHP, NodeJS, framework: Laravel, Symphony... **FE:** Javascript, React, Angular **QA:** Manual	
.Net team (10)	**BE:** .NET **QA:** Mannual, Automation	
Mobile team (12)	**iOS:** Objective – C/Swift **Android:** Java **QA:** Mannual	

Experience

- <5 years: 9%
- 5-10 years: 57%
- 10-15 years: 24%
- >15 years: 10%

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Time Zone Difference as a Competitive Advantage

- A team in Vietnam would be a good fit if you prefer to communicate with the team during your evening hours;

- A combination of Poland Project Manager and Vietnam dev team ensures optimal time zone coverage and guarantees almost round the clock support;

- Team members are flexible and ready to adjust their work hours as needed;

- A team in Vietnam can serve as a backup for meeting deadlines, emergency releases, or demos.

Sydney	HCMC	Berlin	London	New York	San Francisco
Wed 12:00	Wed 09:00	Wed 04:00	Wed 03:00	Tue 22:00	Tue 19:00
Wed 13:00	Wed 10:00	Wed 05:00	Wed 04:00	Tue 23:00	Tue 20:00
Wed 14:00	Wed 11:00	Wed 06:00	Wed 05:00	Wed 00:00	Tue 21:00
Wed 15:00	Wed 12:00	Wed 07:00	Wed 06:00	Wed 01:00	Tue 22:00
Wed 16:00	Wed 13:00	Wed 08:00	Wed 07:00	Wed 02:00	Tue 23:00
Wed 17:00	Wed 14:00	Wed 9:00	Wed 08:00	Wed 03:00	Wed 00:00
Wed 18:00	Wed 15:00	Wed 10:00	Wed 09:00	Wed 04:00	Wed 01:00
Wed 19:00	Wed 16:00	Wed 11:00	Wed 10:00	Wed 05:00	Wed 02:00
Wed 20:00	Wed 17:00	Wed 12:00	Wed 11:00	Wed 06:00	Wed 03:00
Wed 21:00	Wed 18:00	Wed 13:00	Wed 12:00	Wed 07:00	Wed 04:00
Wed 22:00	Wed 19:00	Wed 14:00	Wed 13:00	Wed 08:00	Wed 05:00

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Well-Established Development Processes

No matter the team location, our engineers follow well-defined development processes and best practices, ensuring that issues are effectively mitigated.

Code review
Peer code review and pull requests to maintain high code quality

Git Flow
Leveraging Git Flow to manage feature development, versioning, bug fixes, and streamline releases

	Website (Elinext's Vietnam team)	**Mobile app** (third-party India team)
Number of bugs in last 4 weeks*	6	104

*Statistics collected on a recent project

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Our Tech Stack in Vietnam

PHP
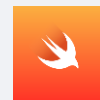
Wordpress

Magento

Node.js

Angular

Redis

React.js

Vue.js

React Native

Flutter

Swift

.NET

Kotlin

MySQL

MariaDB

PostgreSQL

MongoDB

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Areas of Excellence

CRM Solution Development

Elinext CRM

Balux

GerarTrading

LATTe

Intrans

Leonard CRM

Compensa

Ecommerce Development *(Magento)*

WrenPress

EWV

MKT Shop

Vericle Shop

Poshberry

NearShop

CPArama

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Our Dynamic Dev Team in Vietnam Is the Perfect Match if You Are Looking For:

- High level of reliability and responsibility in fulfilling project commitments;

- Solid technical background and problem-solving mindset;

- Commitment to ongoing learning, innovation, and tech excellence;

- Strong written communication skills;

- Greater time zone coverage and better productivity (PL/BY + VN combination).

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Delivered Projects and Clients' Testimonials

See some of the projects our team in Vietnam has delivered and what our clients say about working with our team in Vietnam

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Real-Time Data Insights Of Machines Performance

The project is a robust platform that obtains vital operational data directly from a factory machine and offers actionable insights to improve the Overall Equipment Effectiveness.

Learn More ->

Features

- Collecting data from edge devices
- Analyzing raw machine data
- Role-based access control and data access control
- Interactive machine data visualization
- Real-time data update support based on SignalR

Technologies

- C/C++
- ANGULAR
- .NET
- ASP.NET
- S3
- PYTHON
- SIGNALR
- MYSQL
- DYNAMODB
- DEVOPS

CLIENT

A US-based manufacturing company

E-Commerce Platform For Small Businesses

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The Elinext team was engaged in developing a native mobile application with a modern and flexible architecture allowing to manage an online business in a convenient way.
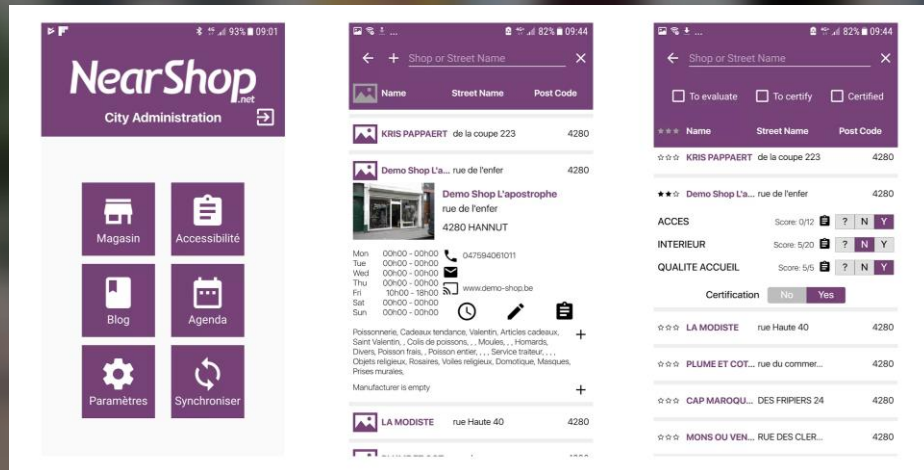
Learn More ->

Features

- Managing the inventory by adding or editing goods
- Determining the level of accessibility for people with limited mobility (PRM)
- Scheduling and administering the program of activities
- Managing the blog

Technologies

- JAVA
- JSON
- REST WEB SERVICES
- SQLITE
- ANDROID SDK

Revenue Analysis App For YouTube Content Creators

To ensure transparent and convenient revenue accounting for customers, the client engaged Elinext to enhance and develop new features for its core web application while also improving its performance
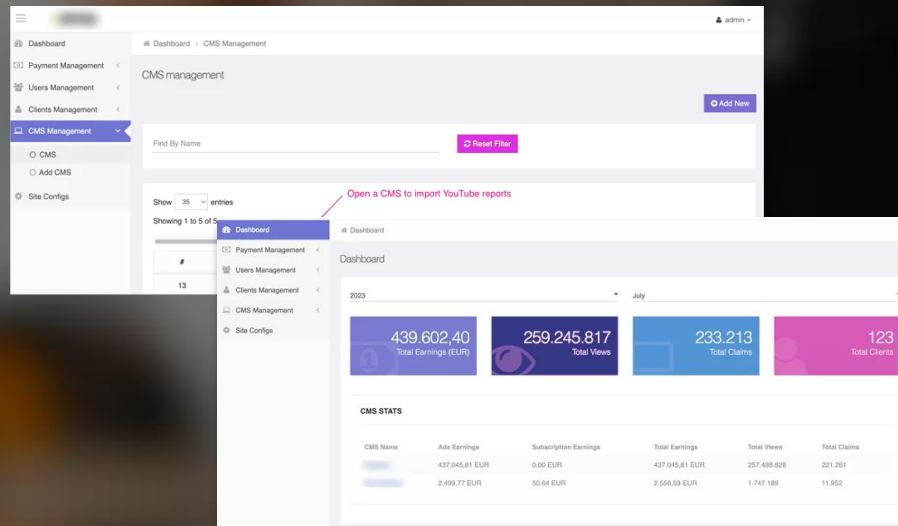
Learn More ->

Features

- CMS management (Importing CSV reports, collecting the metrics needed and generating statements)
- Payment management
- Dashboard displaying information about total earnings and views
- User management
- Client statistics (total earnings, assets, channels, views, and claims)

Technologies

- PHP
- LARAVEL
- JQUERY
- HTML
- GIT
- GITLAB
- DOCKER

A **Dutch media company that provides aggregation and tech services for content creators**

Online Education Platform

The project is a flexible tutoring marketplace where students and coaches match each other depending on a number of criteria. The platform offers a wide range of learning courses for every level.
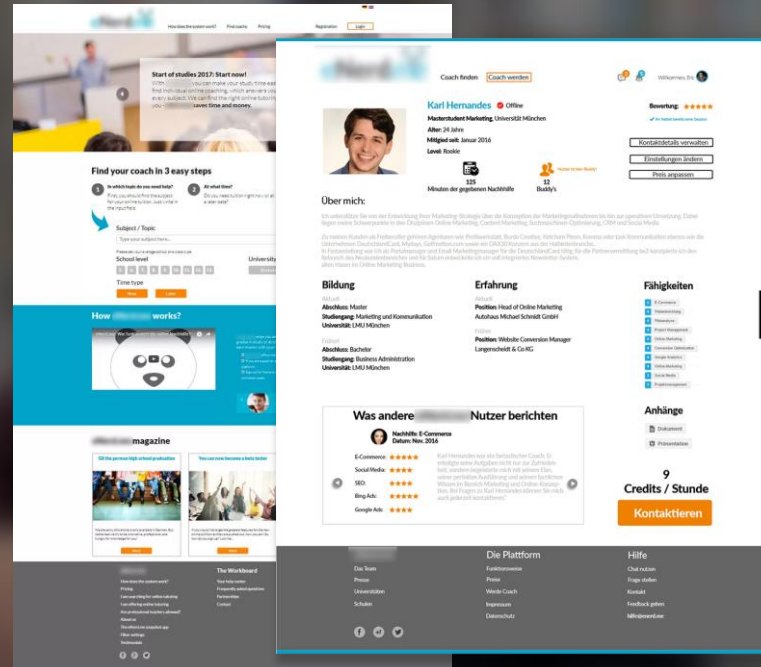
Learn More ->

Features

- Comprehensive user management
- WebRTC-based video streaming and messaging
- An interactive whiteboard
- A filters-based matching algorithm
- Braintree gateway integration for seamless payment transactions
- Mobile app development (Android and iOS)

Technologies

- PHP
- NODE.JS
- SAILS.JS
- MYSQL
- SOCKET.IO
- WEBRTC
- XAMARIN

LoanGanage: App For Matching Borrowers To Professional Lenders

The Elinext team has delivered a powerful web application for tracking loan disbursement that boasts a modern, convenient UI and automated backend. For this solution, our BA has provided a complicated ranking algorithm based on modified Bayes' formula.
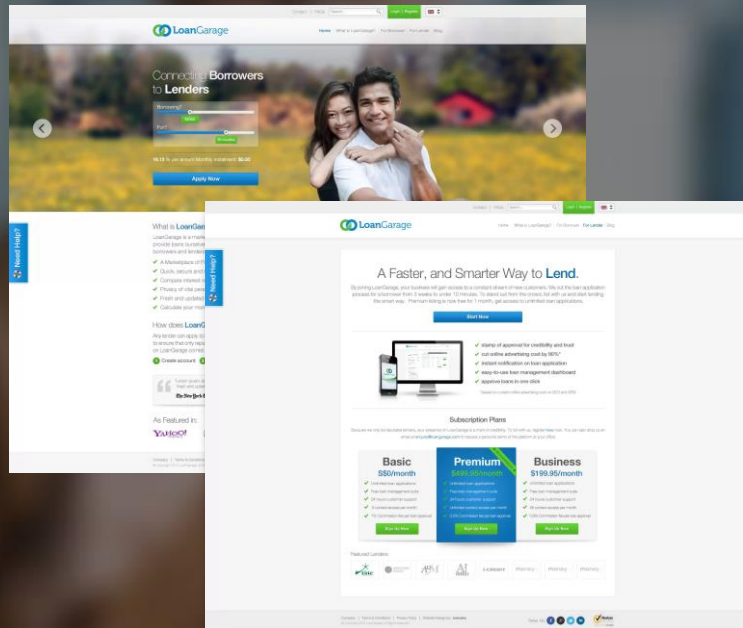
Learn More ->

Features

- Administration module for managing appointments, payments, etc.
- Lender module with applicants tracking system, account settings
- Applicant module with convenient lender search system
- Loan calculator
- Web Services for mobile applications

Technologies

- YII FRAMEWORK
- PHP
- JAVA
- JQUERY
- HTML5
- CSS3
- MYSQL

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Promo Web Application For Attracting Users In Social Networks

The client engaged Elinext to develop an engine for running social media challenges. To accelerate the development pace, the team leveraged Elinext's ready-made media solution for social networks integration and CRM solution for the dashboard.
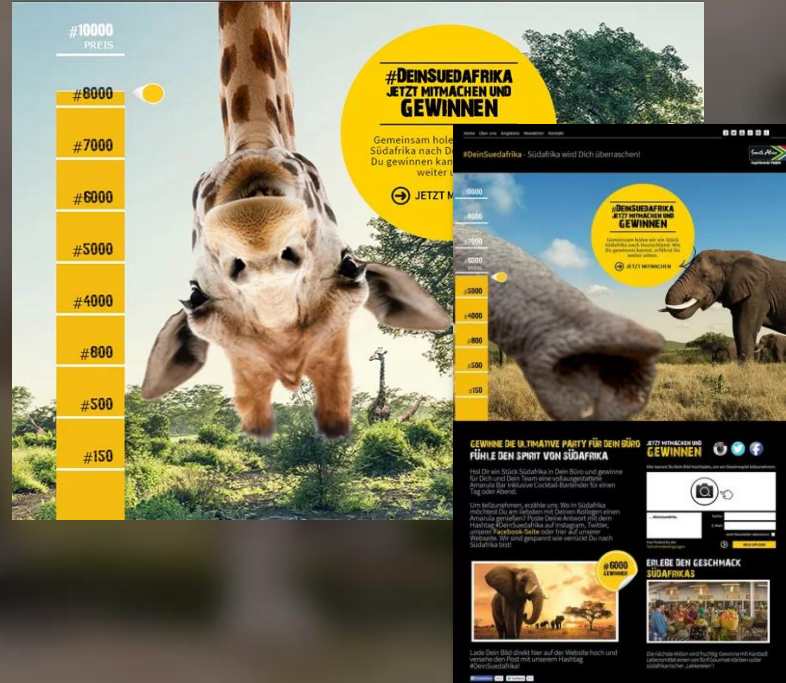
Learn More ->

Features

- Collecting and displaying posts with the chosen hashtag on an interactive wall
- Content upload directly to the wall
- Website configuration and content management
- Statistics of collected posts and users, searching, filtering, and ordering capabilities

Technologies

- .NET
- ASP.NET
- JQUERY
- FACEBOOK API
- INSTAGRAM API
- TWITTER API

Contract Management Software For Bond Trading

With 22 people on board, the Elinext team delivered a high-performing solution with complex architecture that automates contracts creation and allows multiple parties to collaborate on finalizing them.
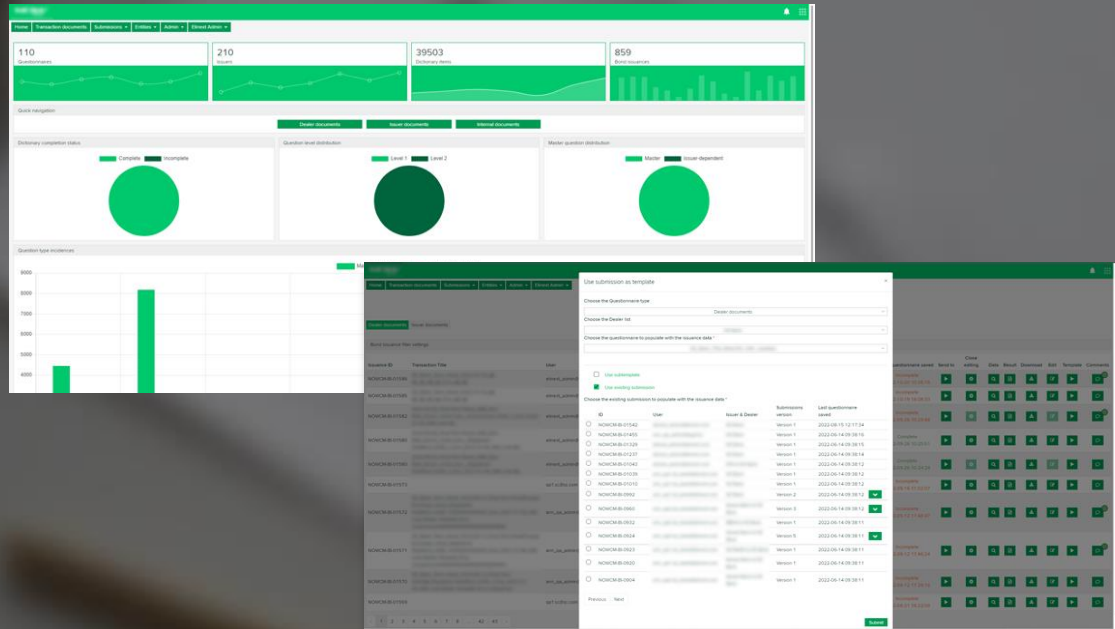
Learn More ->

Features

- Template module for managing templates and questionnaires
- Contracts and Documents module to convert questionnaires into documents
- Collaboration module to enable multiple users to work together
- Management module for setting up user roles and permission

Technologies

- JAVA
- C++
- AWS
- PHP
- REACT
- JENKINS

Plant Care App Connected With A Garden Tech Gadget

The client approached Elinext to build a web and mobile solutions to enable plant lovers to control light intensity, ambient temperature, soil moisture, water level, and other parameters.
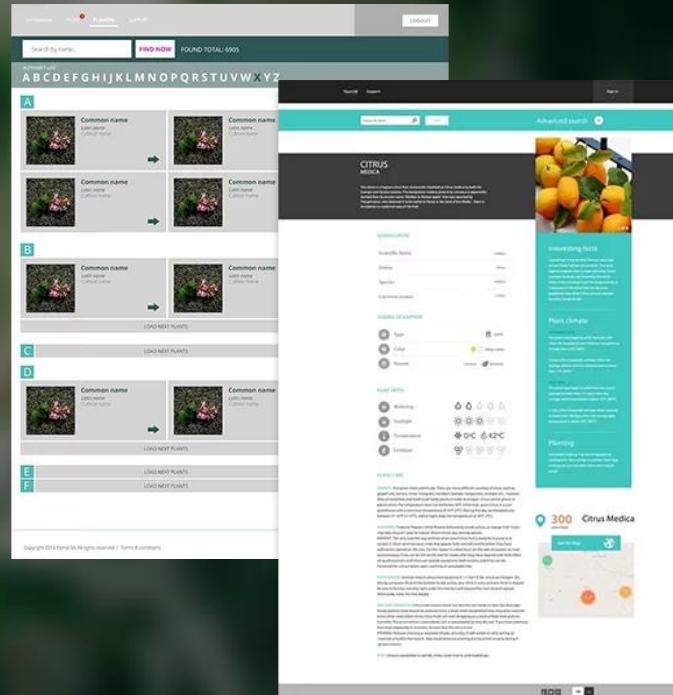
Learn More ->

Features

- 6,000+ plant database with detailed information
- Ability to manage connections to various sensors
- Live mode displaying a flower's current conditions
- A personal garden
- Localization into different languages

Technologies

- PHP
- OBJECTIVE-C
- COCOA TOUCH
- BACKBONE.JS
- UIKIT
- HTML5
- CSS3
- AJAX

Healthcare Analytics Tool For US Clinics

After taking over a project built with outdated tech and UI, the Elinext team rebuilt it from the ground up while improving design. As a result, the client received a fully functional health analytics tool that covers all the needs of querying complex healthcare data.
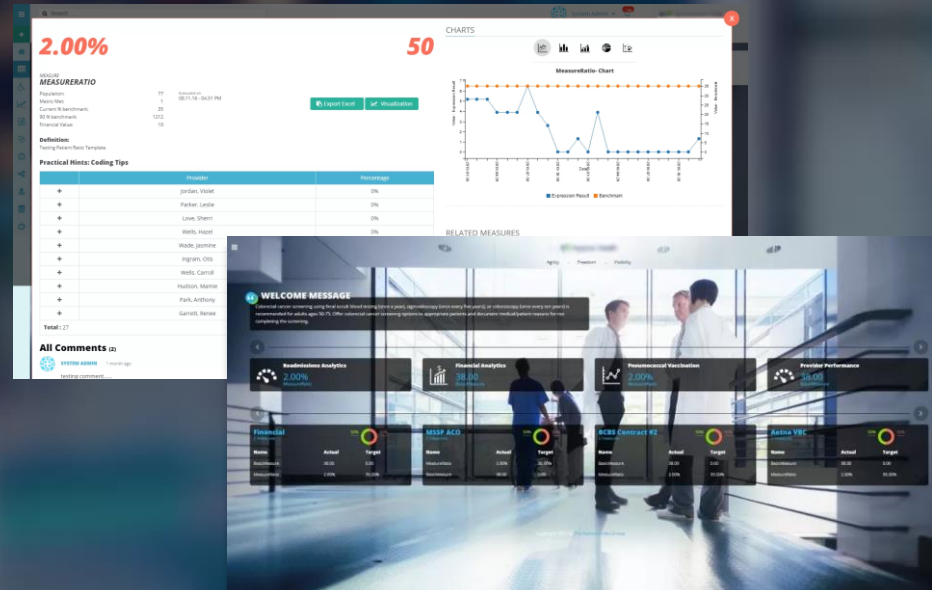
Learn More ->

Features

- Measure Builder for building health quality measures via step-by-step UIs
- Denominator specifies the number of patients to be considered in the measure
- Numerator specifies patients that are evaluated for the care delivered
- Measure Scheduler for building health quality measures for the specified time range

Technologies

- AWS
- DEVOPS
- PHP
- MYSQL

Rescue Game: Web Game To Train Evacuation Behaviour

The project is a logical game with gamification elements designed to train evacuation skills by setting emergency lightings in the correct order. The game runs smoothly on all modern web and mobile browsers.

Learn More ->

Features

- Smooth animation for all objects
- Object speed change depending on the intensity of illumination
- Custom light physics algorithm
- Well-organized DOM structure

Technologies

- PHP
- JQUERY
- HTML5

Projects:

1Kubator (France)

We had to implement on one of our startup the Lemonway payment solution and Elinext has provided to us all the necessary expertise for a smooth and efficient implementation

— Alexandre Fourtoy
CEO

Automation Intellect (USA)

Since partnering with Elinext in 2017, we have consistently been impressed by their unparalleled expertise and innovative approach to delivering exceptional services at competitive rates. Our collaboration with Elinext's Vietnam team for all our UI development needs has been nothing short of remarkable. The team at Elinext doesn't just work for us; they work with us, integrating seamlessly as an extension of our own team. Their dedication and deep personal investment in our projects have been pivotal in our success.

Thanks to Elinext's contributions, Automation Intellect is poised for an exciting phase of expansion into key markets across America, China, Mexico, and now India. We extend our heartfelt gratitude to the entire Elinext team for their unwavering support and exceptional partnership. Here's to continuing our journey together, achieving new milestones and fostering innovation every step of the way.

Thank you, Team Elinext!

— Kurt Lueck
CTO and Co-Founder

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Projects:

Digital Advertising Company (Germany)

Working with the Elinext web development team, headed by Gennady, has been a true pleasure for the past six years.

Every member consistently demonstrates their motivation, professionalism, and willingness to learn new things.

The team is highly accountable for results and always accessible, providing clear and helpful responses even during emergencies and weekends. We look forward to continuing our successful collaboration with Elinext and Genna in the future!

— Digital Advertising Company

Cubic Solutions (Germany)

Working with Elinext to deploy our web service was an exceptional experience from start to finish. Their expertise in web development and cloud computing truly shone through, resulting in a seamless and efficient deployment of our service.

Communication with the Elinext team was a breeze. We had direct access via chat, allowing us to quickly clarify any open questions. Their responsiveness was like having a hotline to our own IT superheroes.

The design of our web service exceeded our expectations. Elinext's team demonstrated impressive creativity and technical skill, delivering a visually appealing and user-friendly interface. They were also incredibly responsive to our feedback, implementing agreed-upon changes so quickly that it seemed like they were equipped with magical keyboards.

We are more than happy with the result and the way we worked together, and we've already planned our next projects with them. Elinext has proven to be a reliable and talented partner, and we look forward to future collaborations that are bound to be just as successful.

— Simon Scharschinger,
CEO

Projects:

TouchWaiter

We have been working with eliNext since August 2020. Two major projects have been realised.

The implementation of a progressive web application for ordering and paying for food and drinks. The second project was a web application for managing and operating networked vending machines and checkout systems. The application is called Totally integrated Vending (TIV).

It has modules for managing vending machines, customers, payment media, complex reporting, etc. Some complex controls with drag & drop functionality and sophisticated front-end logic were implemented.

Both projects were successfully realised and the developed products were successfully put into operation and launched on the market. The TIV project is still under development, but with less development capacity than during the realisation of the main modules.

Elinext was responsible for the UX design and realisation of the front-end web applications, including testing. At times, up to 6 people were involved in the project.

The collaboration was and is very good. eliNext was able to respond to our needs in terms of capacity and deadlines with great flexibility. We were able to reach all important milestones on time.

Our high quality requirements were met. We worked / work together with an excellent team leader who acts as the primary contact person and coordinates the work on site. This makes the coordination work much easier for us. If there was a problem or a very urgent activity, the team members were always on hand promptly.

The reliability is very high. We have further projects in the pipeline and there is no question that we will continue to work with eliNext.

TouchWaiter

Elinext Cooperation Models

Fixed Cost

- To freeze project costs having a very detailed scope of work and schedule

- To avoid investing too much time in budget control and project tracking

- To develop an MVP or a small-scale product under $50,000 USD

- To have a high level of predictability

Time and Materials

- To be agile and adapt quickly your product to the market demand and internal needs

- To control the project costs and progress but it is difficult to define upfront scope, schedule and scope outlines

- To decrease costs by saving money calculated by the IT vendor for possible project risks

Dedicated Team

- To extend your team's capacity

- To add specific knowledge or skills to your team

- To speed up your development process quickly

- To rely on the vendor's dev team as if it was sitting in our office

Elinext

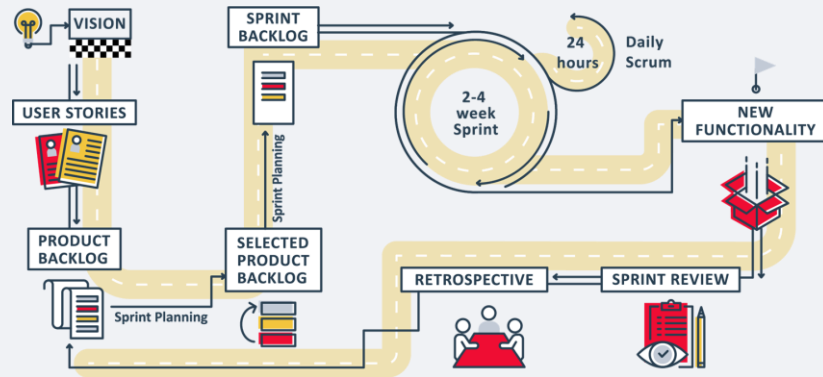# Quality Delivered by the Team (Agile Model)

Discovery and Design phase

- Team setup
- Plan and prepare
- Refine requirements (Functional and Non-Functional)

- Design
- Architecture
- Infrastructure
- Product backlog

Development – 1 sprint (1-2 weeks) – recurring till the final delivery

- Sprint backlog and planning
- Feature(s)
- "Ready for Release"

- Sprint backlog and planning
- Feature(s)
- "Ready for Release"

Initial Analysis of requirements, planning, UI/UX Design (1-4 sprints):

- Proof features and their priority by value and complexity

- Design a truly flexible and future-proof solution

- Plan an effective communication model

- Ensure further possibility to develop several services/ features in parallel

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Let's set up a powerful collaboration!

🌐 elinext.com

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