

# Foss Bridge EU-Vietnam

## Joint Business through Free and Open Source Software (FOSS<sup>1</sup>)

**The main goal of FOSS Bridge "EU-Vietnam" – Joint Business through Free and Open Source Software (FOSS)" is to strengthen Southeast Asian software industries and to boost co-operation with Europe through innovative collaboration on FOSS and business development.**

Free and Open Source Software in Vietnam: In 2003, Vietnam decided to switch its IT infrastructure to Free and Open Source Software. Demand for experts in the field of FOSS development and implementation is high and still increasing. FOSS Bridge "EU-Vietnam" seeks to support capacity-building in this sector with a special focus on small and medium sized (SMEs) ICT companies in Vietnam.

Some Vietnamese companies are already using FOSS. FOSS Bridge "EU-Vietnam" now brings European and Vietnamese FOSS companies together to help Vietnamese enterprises not only to use FOSS products, but also to adapt free software to local needs and encourage them to contribute to the development of international Free and Open Source Software.

With the assistance of FOSS Bridge "EU-Vietnam", European companies are matched with Vietnamese FOSS companies, meet local developers and experts and become trainers for Vietnamese counterparts. Thus, FOSS Bridge "EU-Vietnam" supports companies from Vietnam and Europe to set up joint projects.

## What FOSS Bridge "EU-Vietnam" offers

- **to European and Vietnamese IT-companies: twinning between Europe and Asia**

FOSS Bridge "EU-Vietnam" organizes dedicated matchmaking and twinning for your FOSS-company, which brings you together with selected small to medium sized IT-enterprises from the other country/region. Your developers/FOSS experts have the opportunity to collaborate on joint software projects, thereby boosting the sharing of technological know-how, the exchange of best practices and development of joint business. You are twinned through several face-to-face meetings and training sessions in Vietnam and online collaboration.

- **to FOSS-intermediary<sup>2</sup> in Vietnam: expert knowledge on innovative business models and EU-regulations**

FOSS Bridge "EU-Vietnam" offers training and information on technical regulations to intermediary and SMEs in the field of FOSS in Vietnam. The focus lies on establishing innovative business models for potential use in Vietnam, providing crucial knowledge on regulations and requirements to access the European marketplace.

[www.foss-bridge.org](http://www.foss-bridge.org)

<sup>1</sup> Definition of FOSS: Free and Open Source Software (FOSS) is software which is liberally licensed to grant the right of users to study, change, and improve its design through the availability of its source code. The emphasis on openness in FOSS has fostered the growth of a world-wide community of FOSS developers contributing to a large pool of software programmes ranging, from operating systems, middleware and web servers, to business and office applications.

<sup>2</sup> In the context of FOSS Bridge "EU-Vietnam", FOSS-intermediaries are key players of the national IT-sector in organizations such as open source software resource centres, business chambers as well as key associations of FOSS companies and FOSS developers.



This project is funded by:



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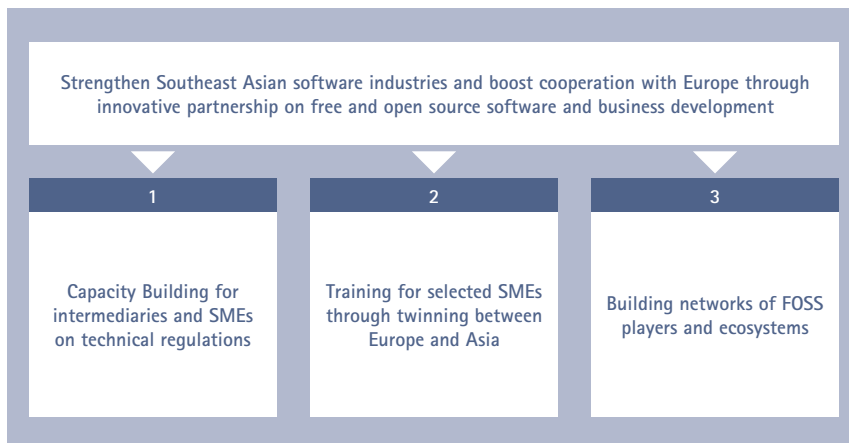


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- to **Network Partners: access to a new FOSS-network and ecosystem**

FOSS Bridge "EU-Vietnam" fosters collaboration on FOSS between Vietnamese and European companies through the use of virtual networks. This system contributes to a sustainable FOSS ecosystem involving multiple stakeholders and networks from Europe and Asia. The project gives network partners the opportunity to involve their members in exclusive twinning and networking activities. Thereby the networks have the opportunity to expand their community and gain access to a larger number of developers. Furthermore, the initiative is actively looking for media and networking partners to promote the idea of FOSS Bridge "EU-Vietnam". The project offers interesting advantages for networking partners, such as promotion, exclusive media relationships and more.



## Better together - the philosophy behind FOSS Bridge "EU-Vietnam"

The transfer of know-how is one important basis of the FOSS philosophy and is the key idea behind FOSS Bridge "EU-Vietnam". The goal of FOSS communities is to develop the best possible software. The more developers and companies are engaged, the better the possible software solution or service. FOSS Bridge "EU-Vietnam" supports joint projects of companies in Europe and Vietnam to sustain and increase their competitiveness by training FOSS developers and experts in Vietnam. The stated aim of the project consortium is to set an example for innovative international collaboration between companies and countries working together for their mutual benefit through FOSS. With regard to the consequences for the world economy, FOSS can indeed be described as a global project for local enterprises. Studies have shown that FOSS is a powerful instrument for advanced training of IT-personnel and job-creation. FOSS Bridge "EU-Vietnam" aims to draw on this potential to boost economic cooperation and sustainable development.



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## What FOSS Bridge "EU-Vietnam" is not about

- outsourcing: we aim at fostering Southeast Asian software industries and boosting co-operation with Europe through innovative collaboration on FOSS business development. We therefore want to establish a degree of co-operation between companies that is nurtured by both sides equally and which is beneficial to customers in both countries - to build a bridge. We believe that free and open source software provides a suitable system for business models which exceed outsourcing, contributing towards such win-win-scenarios.
- pure sales channel in Vietnam: we aim at building equal partnerships between European and Vietnamese companies which are mutually beneficial and which go beyond pure sales channels towards joint development, servicing and business strategies serving local and global markets.
- academic partnerships: whilst we value the fact that many FOSS projects are hosted by and driven through academic organizations, this project is targeted exclusively at companies (including spin-off/service companies) interested in getting involved in this field.

## InWent & INRIA & IOIT: The implementing Partners

The international consortium of InWent - Capacity Building International of Germany, the French Institut National de Recherche en Informatique et en Automatique (INRIA) and the Institute of Information Technology of Vietnam (IOIT) is implementing FOSS Bridge "EU-Vietnam":

**InWent** - Internationale Weiterbildung und Entwicklung gGmbH / Capacity Building International, Germany - stands for the development of human resources and organisations within the framework of international cooperation. InWent's services cater for the needs of skilled and managerial staff as well as decision makers from the fields of business, politics, administration and civil societies worldwide. InWent co-operates equally with partners from developing, transition and industrialised countries. Each year some 55,000 persons participate in our measures.

**INRIA** is the French national institute of research in information technologies whose missions are to undertake basic and applied research, to design experimental systems, to ensure technology and knowledge transfer and to organize international scientific exchanges. INRIA is a strategic partner of the OW2 Consortium, an independent and international industry consortium working on more than 100 Open Source Software (OSS) projects in the domain of software infrastructures (middleware). OW2 was founded in January 2007 as a result of the merger of the ObjectWeb community and its Chinese counterpart OrientWare. As a cofounder of the former ObjectWeb Consortium, INRIA is actively contributing to the launch of OW2.

[www.inwent.org](http://www.inwent.org)

<http://www.inria.fr>



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IOIT – Institute of Information Technology – the leading IT research and implementation institute in Vietnam, belongs to the Vietnamese Academy of Sciences & Technology (VAST). With more than 30 years of experience working in the IT field, its 200 employees, amongst 60 of which hold a PhD and more than 10 of which are professors, IOIT has been leading in many research IT fields in Vietnam such as internet and networking, patent recognition, automation, etc. IOIT has conducted many significant projects related to FOSS, including the co-organization of an international FOSS conference for e-Governance – COSGov Vietnam in 2005.

<http://www.ioit.ac.vn>

## European Commission & German Federal Ministry for Economic Cooperation and Development – the funding bodies

The European Commission with its Asia Invest Program and the German Federal Ministry for Economic Cooperation and Development (BMZ) with its it@foss initiative are main funders of FOSS Bridge “EU-Vietnam”. This engagement is part of a strategy geared towards furthering economic co-operation and the attainment of the UN Millennium Development Goals with a focus on using ICT as enabling tools to reduce poverty by fostering access to knowledge.

<http://ec.europa.eu/europeaid/projects/asia-invest/html2002/main.htm>

Asia-Invest Programme – The Asia-Invest Programme is a European Union initiative that aims to promote and support business co-operation between the EU and Asia, for increased trade and investment flows between the two regions.

[www.it-foss.org](http://www.it-foss.org)

it@foss – Through its it@foss project, the German Federal Ministry for Economic Cooperation and Development has commissioned InWEnt to support the development and application of local innovative software solutions and business models based on FOSS in the ASEAN region.

## Information and contact

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### Disclaimer:

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