

# COMPANY PROFILE



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# OPEN LETTER

Founded in 1997, with more than 26 year's experience, **FAST** has been providing software and solutions supporting businesses in operation and management based on the information technology, for more than 46,000 customers nationwide.

FAST's software and solutions focused on "Faster & Smarter" functions, automating bored manual tasks, supporting smart and creative works and helping businesses achieve their competitive advantages due to the speed and ability in exploiting information.

**FAST** desires to build long-term, sustainable relationships with employees, customers, shareholders, communities and partners under the motto: "Long-Lasting, Reliable Partner".

This document provides overview information about **FAST** for customers and reference. For further information about **FAST** or our products and services, please do not hesitate to contact us at our office in Ha Noi, Da Nang and Ho Chi Minh or visit our website at [www.fast.com.vn](http://www.fast.com.vn)

Respectfully,

**FAST Company**



## 1.1 Company General Information

- **Company name:** Công ty Cổ phần Phần mềm Quản lý Doanh nghiệp.
- **English name:** Fast Software Company.
- **Trade name:** FAST.
- **Founded year:** 11-06-1997.
- **Capital:** 20,000,000,000 (Twenty billion dong).
- **Business Registration Certificate:** No. 0100727825 issued by Department of Planning and Investment in Hanoi on 18<sup>th</sup> June 1997, last edited on 30<sup>th</sup> May 2019.
- **Tax code:** 0100727825.
- **Represented by:** Mr. Phan Quốc Khánh.
- **Website:** [www.fast.com.vn](http://www.fast.com.vn).
- **Email:** [info@fast.com.vn](mailto:info@fast.com.vn).
- **Offices:** Ha Noi, Ho Chi Minh, Da Nang.

## 1.2 Business Activities

Develop, consult and implement applications of information system supporting in business operation and management based on information technology.

## 1.3 Solutions and Products

1. Solutions for large and medium-sized businesses: Fast Business Online (ERP), Fast DMS Online, Fast CRM Online, Fast HRM Online.
2. Accounting software for small and medium-sized businesses: Fast Accounting, Fast Accounting Online, Fast Accounting Online for Bookkeepers.
3. Solution for electronic invoice: Fast e-Invoice.
4. Solution for e-contract management: Fast e-Contract.
5. Accounting software for training: Fast Accounting Online for Education.
6. Customization based on specific requirements.

## 1.4 Missions and Core Values

### Missions

1. Developing and consulting software applications, helping businesses increase productivity, effective management.
2. Develop a professional career, promote the potential of each individual, create a happy life.
3. Contribute to the company, society, contribute to the country.

### Core values

1. Hard-working, Focused and Persistently.
2. Learning, Innovation & Creativity.
3. Teamwork, Together & Sharing.

## 1.5 Vision, Motto, Goals and Strategy

### Vision

- FAST is a company with sustainable development, a trusted supplier of management solutions based on IT platform, responsible to the community, contributing to the country, making all efforts to develop employees' professional career and lead a happy life.

### Business Motto

- FAST desires to become a "Long-Lasting, Reliable Partner" with employees, customers, shareholders, community and partners.

### 2023 - 2025 Goals

- Revenue growth: About 10%-30% yearly.
- New customers growth: About 5,000 new customers yearly.
- Number of employees growth: About 5-10% yearly.

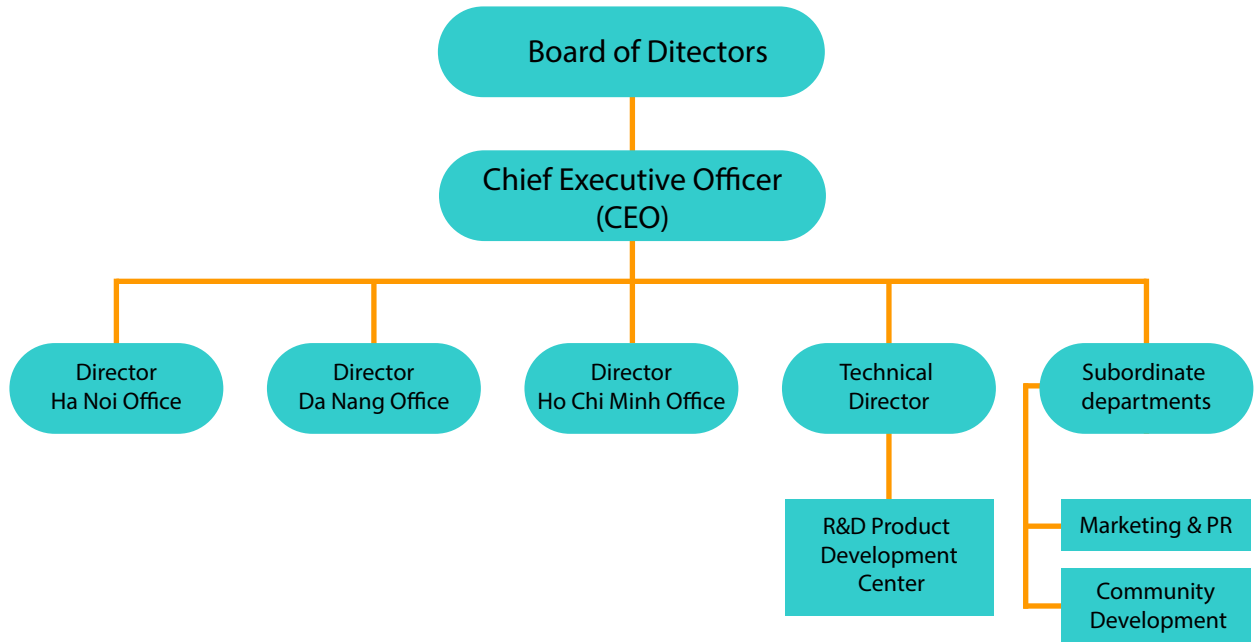
### 2023 – 2025 Strategy

- "Faster & Smarter".

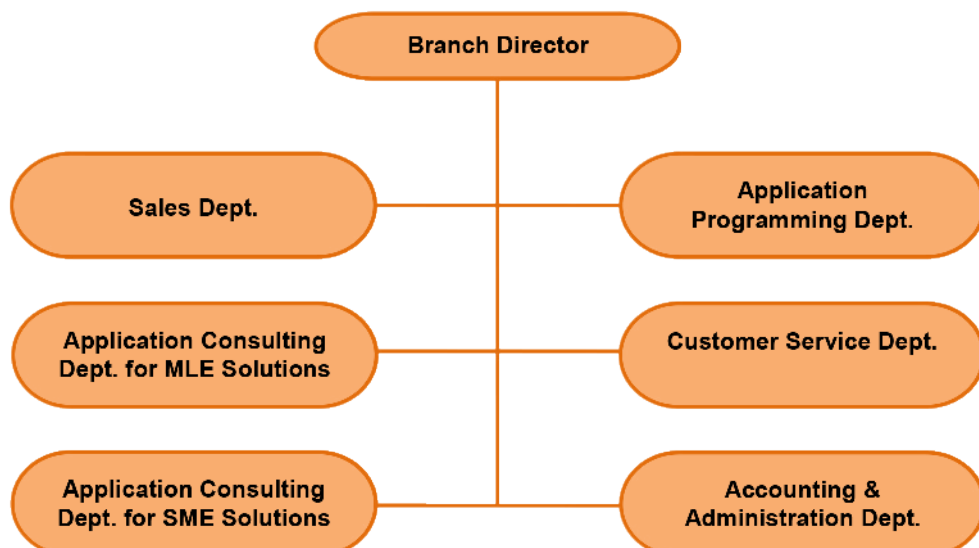
# ORGANIZATION & HUMAN RESOURCE

## 2.1 Organizational Chart

### Company chart



### Organization chart



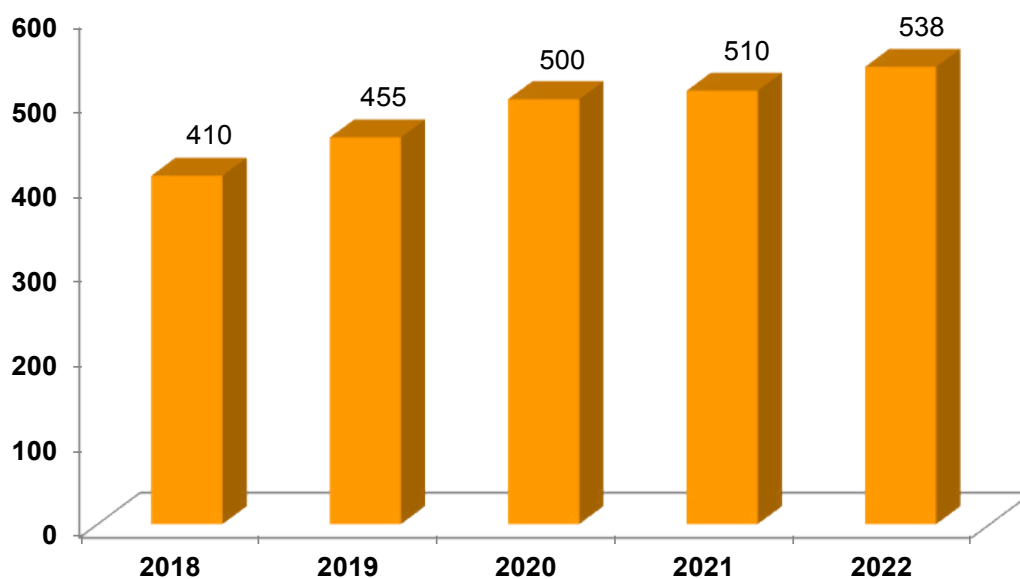
# ORGANIZATION & HUMAN RESOURCE

## 2.2 Human Resource

### Human resource growth period 2018-2022

Year	Number of employees	Percentage growth
2018	410	2.2%
2019	455	11.0%
2020	500	9.9%
2021	510	2.0%
2022	538	5.5%

Number of employees





# ORGANIZATION & HUMAN RESOURCE

## 2.3 Managers Profile



**Mr. PHAN QUỐC KHÁNH**

Founding member, Chairman, CEO of the Company

He was born in 1961 and studied in Lam Son high school, Thanh Hoa province, majoring in math. He graduated from the Moscow Energy University in 1986 and completed a Ph.D.I dissertation in cybernetics and information systems in 1989. From 1989 to 1996, Mr. Khanh worked as a programmer at the Institute of Military Automatic Control and Department of Software Solutions of FPT software company. In 1997, he and partners founded FAST. He took responsibilities in developing Fast Accounting from 1997 to 2000. He has been the General Director of the company since company establishment.



**Mr. LÊ KHẮC BÌNH**

Manager of Ha Noi Branch

He was born in 1973 and studied in Lam Son high school, Thanh Hoa province, majoring in math. He graduated from Ha Noi National Economics University in 1994 specializing in commerce and joined FAST as a sales person in 1997. Mr. Binh has been the office manager in Hanoi and made significant contributions to this branch's growth and development as well as the whole company since 2000.



**Mr. PHẠM NGỌC HÙNG**

Manager of R & D Center

He was born in 1977 in Hung Yen Province. He studied in high school specializing in math and graduated from Ha Noi University of Natural Sciences majoring in mathematics & informatics in 1999. He has joined FAST since 1999 as a programmer and became the Head of R & D center in 2002. Mr.Hung is taking responsibilities in developing Fast Business (ERP), Fast Financial, Fast Business Online, Fast HRM, Fast CRM, Fast DMS and Fast Accounting Online.



**Mrs. NINH THỊ TỐ UYÊN**

Manager of Ho Chi Minh Branch

She was born in 1978 and studied in foreign language specialized school – specializing in English language. After graduating from Hanoi Foreign Trade University in 2001 majoring in international trading, she joined FAST in 2003 as an business analysis staff in R & D center. Mrs.Uyen has taken the position of the Branch Manager in HCM City since 2005. She has made major contributions to promoting the sustainable development of the Ho Chi Minh as well as the entire company.



**Mr. NGUYỄN HỮU HÙNG**

Manager of Da Nang Branch

He was born in 1983 in Quang Tri. He joined FAST as a programmer after graduating from Da Nang University of Technology majoring in information technology in 2007. He has taken the position of the Branch Manager in Da Nang since 2009. He has made significant contributions to the promotion of Da Nang branch's development.



# PRODUCTS, SERVICES AND TECHNOLOGY

## 3.1 Products

### Products for large and medium-sized businesses

#### Fast Business Online Enterprise – Resource Planning software

- This software is comprehensive ERP solutions covering most tasks of departments, from finance and accounting, sales and purchasing, inventory to manufacturing, human resource and customer relationship management.
- Fast Business Online has been developed on web-based platform allowing to work, access company's database via the Internet and mobile devices connected through 3G.

#### Fast HRM Online – Human Resource – Timekeeping and Payroll Management

- Fast HRM Online provides multidimensional information about employee such as personal information, skills, education, working experience, achievement...
- Fast HRM Online supports in accurate, transparent and in time calculation of timekeeping, payroll, social insurance, health insurance and personal income tax. Fast HRM Online allows to connect and read data from different timekeeping devices.

#### Fast CRM Online – Customer Relationship Management

- Fast CRM Online works on web-based platform, supports businesses in operating and building relationship with customers systematically and effectively.
- Fast CRM Online supports businesses in analyzing customers with different criteria making decisions about targeted customer groups, making sales policies, customer services, customer care for long-time customers, targeted customers, potential customers...

#### Fast DMS Online – Distribution Management

- Fast DMS Online supports businesses in managing agencies, distribution channels, sales staffs and market. Fast DMS Online allows to work on mobile devices such as mobile phone, tablet and specialized ones for sales.

### Products for small and medium-sized businesses

#### Fast Accounting – Accounting Software for small and medium-sized

- Fast Accounting has been developed and enhanced continuously since 1997 with over 22,000 customers nationwide and achieved different awards.
- Fast Accounting has 4 versions adapts with 4 business types: Service, Trade, Construction and Manufacturing.

#### Fast Accounting Online – Cloud-Computing Accounting Software

- Fast Accounting Online works on web-based platform, allows to access every time, everywhere on all devices. This software is for small and medium-sized businesses with suitable cost and flexible payment term.

#### Fast Accounting Online for Bookkeepers - Accounting software for Bookkeepers

- Fast Accounting Online for Bookkeepers allows to work with many companies, with the main focus being on bookkeeping and tax reporting. The software is simple and has utilities suitable for bookkeepers.

# PRODUCTS SERVICES AND TECHNOLOGY

## General solution

### Fast e-Invoice – Solution for electronic invoice

- Fast e-Invoice is solution for electronic invoicing for creating and managing electronic invoices, helping customers to create, store and manage electronic invoices quickly, easily and safely. This software has been assessed as meeting the standards by the General Department of Taxation. Fast e-Invoice has also been updated with features for invoice input management and personal income tax withholding certificates.
- FAST's operational software - Accounting Software Fast Accounting, Fast Accounting Online, Enterprise Resource Planning software Fast Business Online... are ready to connect to Fast e-Invoice. Users input information of invoices on Fast Accounting and transfer it to Fast e-Invoice for issuing..

### Fast e-Contract – Software for e-contract management

- Fast e-Contract is a solution of management and authorization of documents, contracts that the authentication is processed automatically on the electronic environment; allows creating, determining the authentication flow, signing and storage in only one system. Suitable for all types and sizes of businesses.

## Product for training

### Fast Accounting Online for Education – Accounting software for training

- Fast Accounting Online has been used at over 50 universities, colleges and vocational training centers nationwide.
- Fast Accounting Online allows to create account for each student with practice exercises, manage courses with subject tests. Students can access every time, everywhere via the Internet.

## 3.2 Services

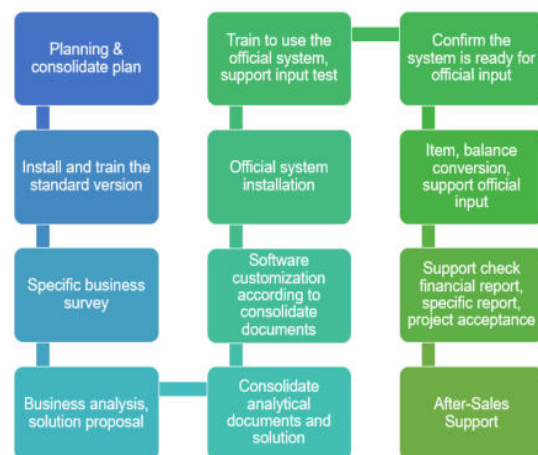
### Services

1. Solution and software consulting.
2. Requirement survey, analysis and software setup.
3. Software installation, training and data conversion.
4. Software maintenance and supporting.
5. Software upgrade and extend.

### Support and maintenance method

1. Customer care call center, out of hour support phone number.
2. Live chat at Website, Fanpage, Skype, Zalo.
3. Support groups on Facebook.
4. Support via Teamviewer, Ultraview, Email.
5. Monthly free training at FAST's office.
6. Detailed user manual and video.
7. Quarterly maintenance visit at site.

### Implementation process



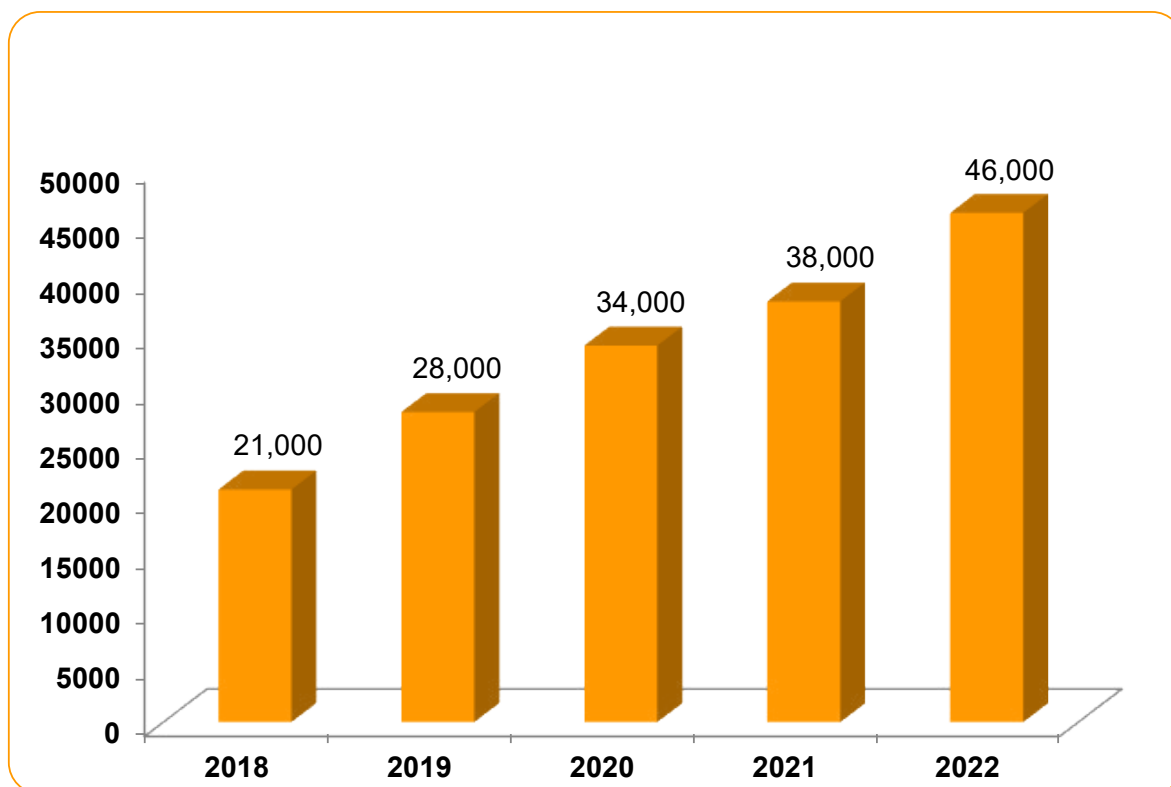
## 3.3 Technology

- Programming language: Microsoft Dot Net.
- Architecture: Web-based, Client/Server.
- Database: SQL Server.
- Network: LAN, WAN, VPN, Internet.

## Customers Period 2018-2022

Year	Number of customers (accumulated)
2018	21,000
2019	28,000
2020	34,000
2021	38,000
2022	46,000

Number of customers (accumulated)



# AWARDS

## TOP 10 VN IT services and solutions companies award



## Top 5 software company award



## Sao Khue Award for the best software by Vietnam Software Association (VINASA)



## BIT Cup – The Best IT Software by PC World Vietnam's readers choice



# AWARDS

**IT Award for the best software by Vietnam Association for Information Processing (VAIP)**



**"Vietnam Talents" Award**



**ICT Award by HCMCity ICT Department for the best software solution**



**"Make in Vietnam" Award – Top 10 Digital product for Digital economy**





# PROFESSIONAL SPORT-CULTURAL AND SOCIAL ACTIVITIES

## Professional development activities

- Periodic professional level test system.
- Case study research.
- Internal/external professional training.
- Soft skills training...

## Sport & Cultural activities

- Sport: Football, Chess, Tennis, Badminton Club.
- Sing, dance, funny dram festival.
- 15 minutes funny time monthly.
- Summer vacation.

## Fund aid for employee (2.5% from annual profit)





# PROFESSIONAL SPORT-CULTURAL AND SOCIAL ACTIVITIES

## Support activities for students

- Supply Fast Accounting software for education.
- Student internship, scholarship.
- Fun for student scientific research. . .

## Charity activities: Fund aid for community (2.5% from annual profit)

- For orphanages.
- For elderly people.
- For victims of natural disaster. . .



# FAST

ACCOUNTING & ERP SOFTWARE

Hotline

**1900-2130**



**FAST SOFTWARE COMPANY**

Ha Noi - Da Nang - Ho Chi Minh

Email: [info@fast.com.vn](mailto:info@fast.com.vn) | Website: [www.fast.com.vn](http://www.fast.com.vn)