

COMPANY PROFILE



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OPEN LETTER

Founded in 1997, with more than 28 year's experience, **FAST** has been providing software and solutions supporting businesses in operation and management based on the information technology, for more than 60,000 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

Respectfully,

FAST Company

OVERVIEW

1.1 Company General Information

- **Company name:** Công ty Cổ phần Phần mềm Quản lý Doanh nghiệp FAST.
- **English name:** Fast Software Joint Stock 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 18th June 1997, last edited on 10th October 2024.
- **Tax code:** 0100727825.
- **Represented by:** Mr. Phạm Ngọc Hùng.
- **Website:** www.fast.com.vn.
- **Email:** 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 HRM Online, Fast CRM Online, Fast DMS Online.
2. Solutions for small and medium-sized businesses: Fast Accounting, Fast Accounting Online.
3. Accounting software for Bookkeepers: Fast Accounting Online for Bookkeepers.
4. Software for electronic invoice: Fast e-Invoice.
5. Solution for e-contract management: Fast e-Contract.
6. Accounting software for Public Sector: Fast Accounting Online for Public Sector.
7. Accounting software for training: Fast Accounting Online for Education.
8. 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".

1.6 Information security standard

ISO 27001:2022

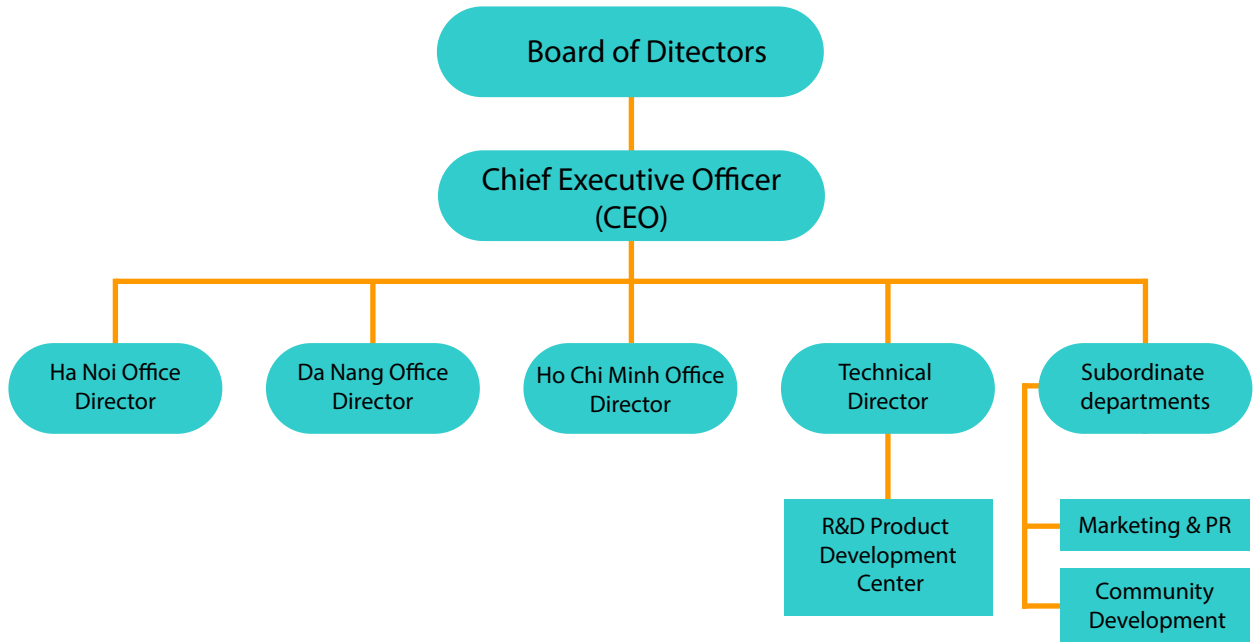
FAST has officially been notified by the DNV Certification Organization that it has achieved ISO/IEC 27001:2022 certification for information security.

The entire information security system at FAST meets international standards, ensuring the protection of internal company information, as well as that of partners and customers.

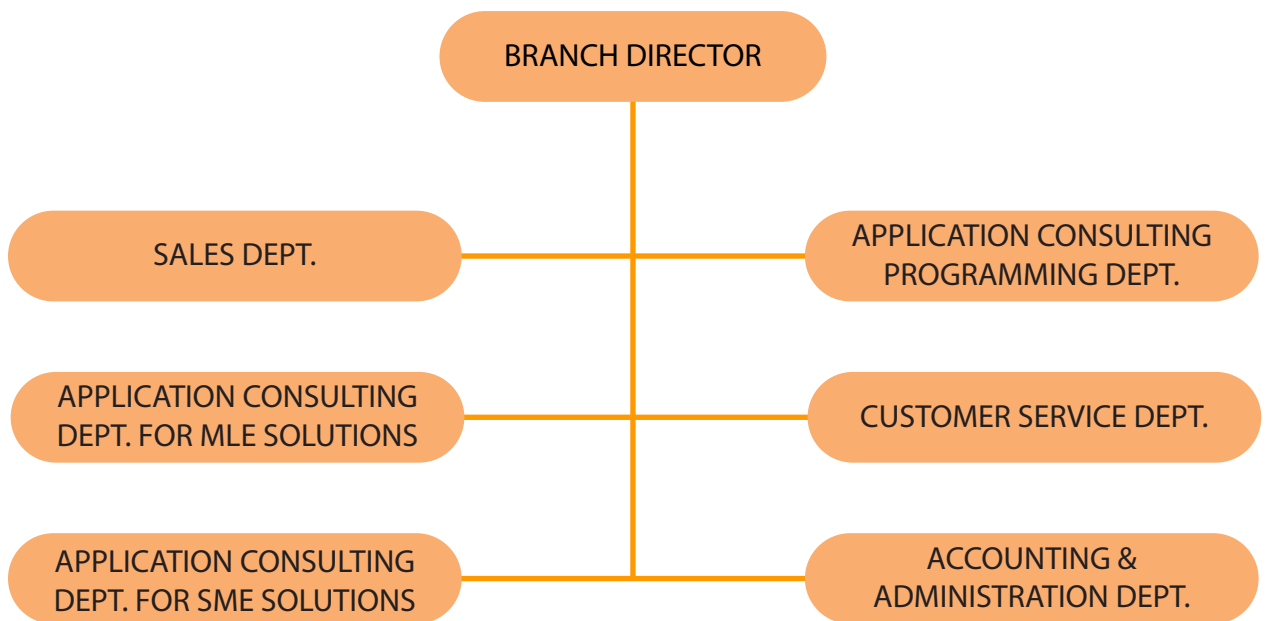
ORGANIZATION & HUMAN RESOURCE

2.1 Organizational Chart

Company chart



Organization chart

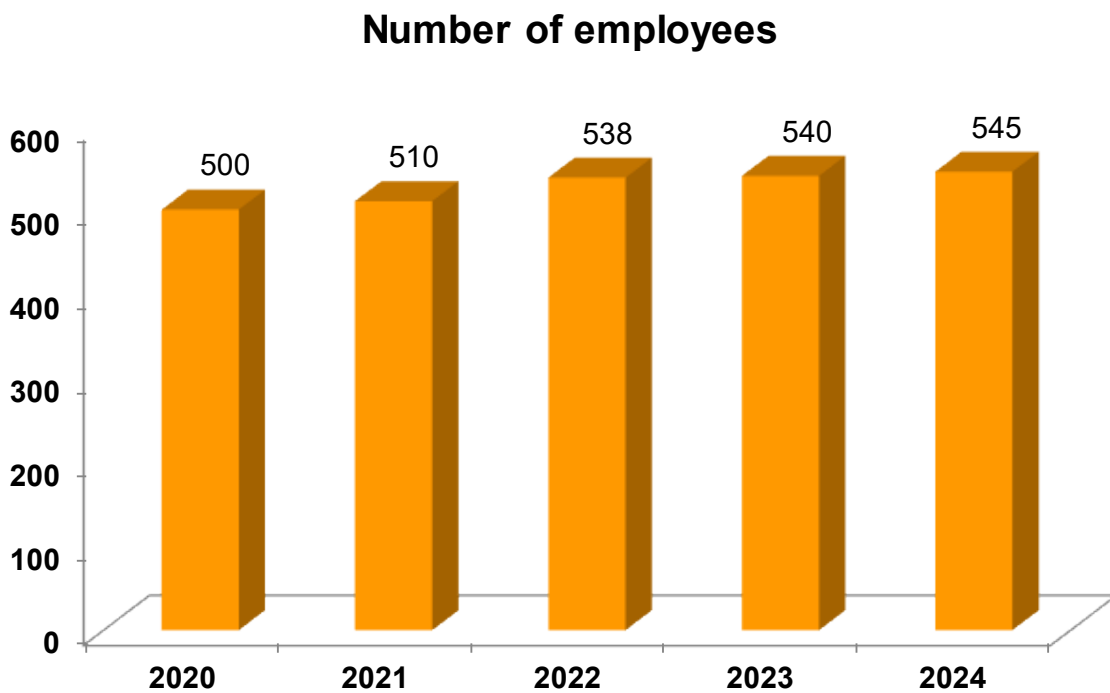


ORGANIZATION & HUMAN RESOURCE

2.2 Human Resource

Human resource growth period 2020-2024

Year	Number of employees	Percentage growth
2020	500	9.9%
2021	510	2.0%
2022	538	5.5%
2023	540	0.4%
2024	545	0.9%



ORGANIZATION & HUMAN RESOURCE

2.3 Managers Profile



Mr. PHAN QUỐC KHÁNH

Founding member, Chairman

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.



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

CEO of the Company and 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 and Da Nang 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.

PRODUCTS, SERVICES AND TECHNOLOGY

3.1 Products

Solutions 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.

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 time keeping, 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 DMS Online – Distribution Management

- Fast DRM 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.

Solutions 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 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.

Solution for Bookkeepers

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 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.

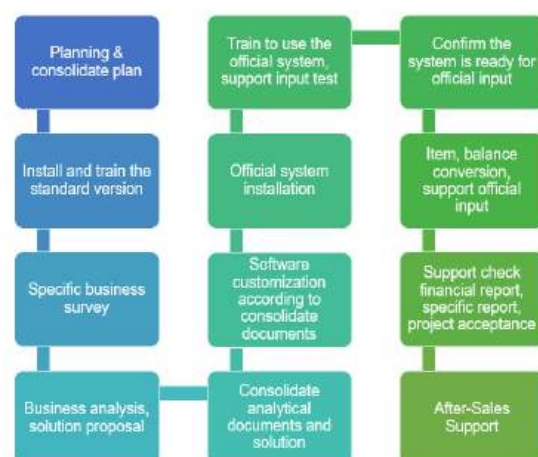
Support and maintenance method

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.

3.3 Technology

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

Implementation process

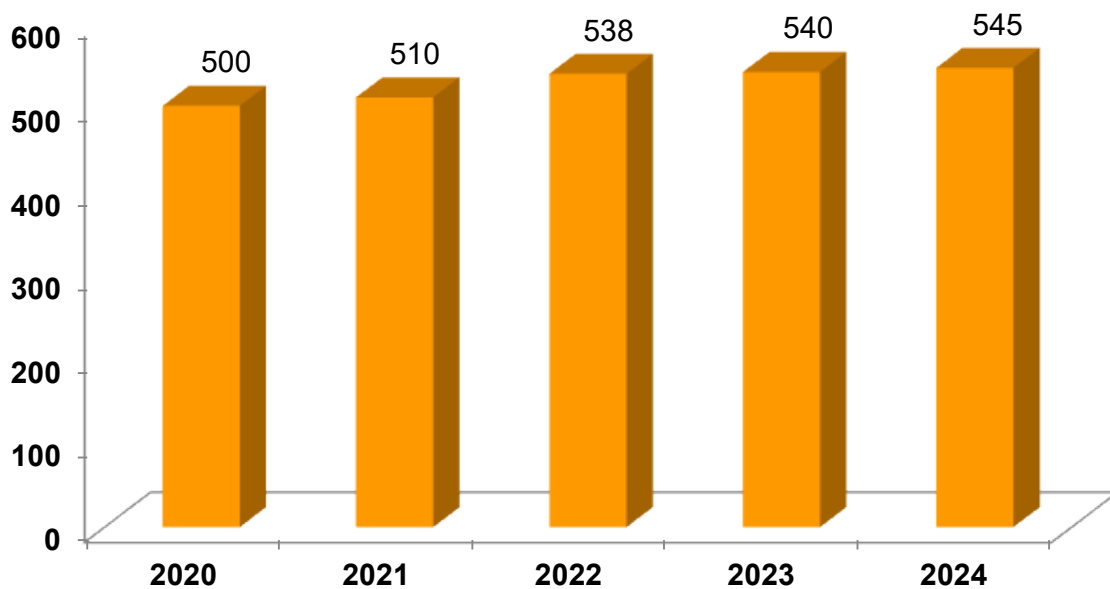


REVENUE AND CUSTOMERS

Customers Period 2020-2024

Year	Number of customers (accumulated)
2020	34,000
2021	38,000
2022	46,000
2023	52,000
2024	60,000

Number of employees



ISO 27001:2022 CERTIFICATE



MANAGEMENT SYSTEM CERTIFICATE

Certificate no.:
C675757

Initial certification date:
09 September 2024

Valid:
09 September 2024 – 08 September 2027

This is to certify that the management system of
FAST SOFTWARE JOINT STOCK COMPANY
Floor 3, Building CT1B, VOV Me Tri Urban Area, Me Tri Ward, Nam Tu Liem District, Ha Noi
City, Vietnam
and the sites as mentioned in the appendix accompanying this certificate

has been found to conform to the Information Security Management System standard:
ISO/IEC 27001:2022

This certificate is valid for the following scope:
Developing and providing of software

Place and date:
Singapore, 09 September 2024

For the issuing office:
DNV - Business Assurance
16 Science Park Drive, DNV Technology
Centre, Singapore 118227, Singapore



JAS-ANZ



Siang Hooi Silas Ding
Management Representative

Lack of fulfillment of conditions as set out in the Certification Agreement may render this Certificate invalid.
Accreditation by the joint accreditation system of Australia and New Zealand (www.jas-anz.org/register)
ACCREDITED UNIT: DNV Business Assurance Australia Pty Limited, Level 7, 124 Walker Street, North Sydney, NSW, 2060, Australia
TEL: +61 2 9900 9500. <https://www.dnv.com.au/assurance/>

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



Over 20 Gold, silver medals, certificate of merit and IT awards

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)

- Every year, FAST allocates 2.5% of its profits to establish the "Join Hands and Share" fund to support employees in the company during times of serious illness, accidents, or loss of property.



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 SOFTWARE COMPANY

Ha Noi - Da Nang - Ho Chi Minh

Email: info@fast.com.vn | Website: www.fast.com.vn