



A Value-Added-Distributor
Business Company

The introduction of **CSC Distribution**

Presentation - 2024



Visit Our Website
www.csc-jsc.com





About Company

CSC is a Value-Added Distributor in the IT field that takes understanding of Technology, Market, and efficient distribution channels as its core values



Vision & Mission



Company Vision

We believe that businesses and individuals can achieve a harmonious balance and excel with the aid of data-driven insights, fortified privacy measures, and seamless cloud solutions, paving the way for a secure and agile future in the digital era.



Company Mission

CSC aspires to become an **open organization**, creating an environment where members can unleash their creativity and self-learn in order to **continuously connect** technological progress between Vietnam and the world in the most effective way.

Our team



Harry Pham

Sales Director

- MBA & 20 years experience in IT
- 10 years working for HPE as Business Development & Product Manager.
- Main duties: Product, Channel, Marketing



Ngoc Tien

Technical Director

- Master of Science & 20 years experience in IT
- 3 years worked for Nutanix Vietnam at Presales Leader
- Main duties: Technical Lead



Tien Thong

Operational Director

- Master of Science & 20 years experience in IT
- Specialize on managing & operating technical team.
- Main duties: Customer Excellence, Operational management.

CSC in One Page



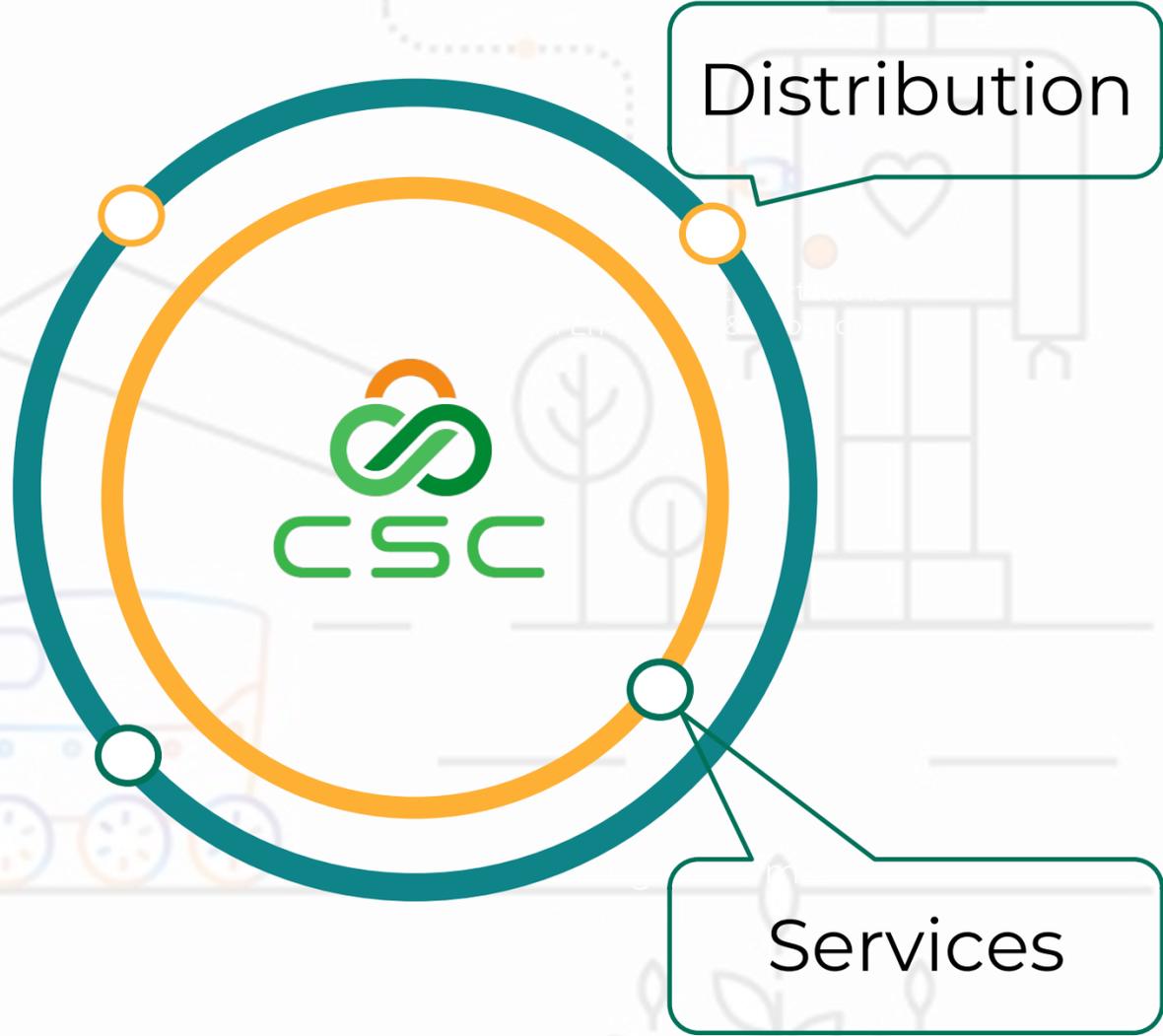
Data

Logos in this category: CLLOUDIAN, Zerto (a Hewlett Packard Enterprise company), LOADBALANCER, POINT software & systems, rubrik, Voltage by opentext, WEKA, storware BACKUP AND RECOVERY.



Cloud

Logos in this category: MORPHEUS, NUTANIX, aws, FILECLOUD.



Market Overview - Data



\$40M

Market Size

The volume of unstructured data is increasing rapidly. 90% ARR and \$40M (IDC, 2023)



Lack unified data platform

Enterprise data is not managed effectively and exists in silos.



Governance & compliance

Strict regulations in Vietnam concerning data sovereignty and privacy.

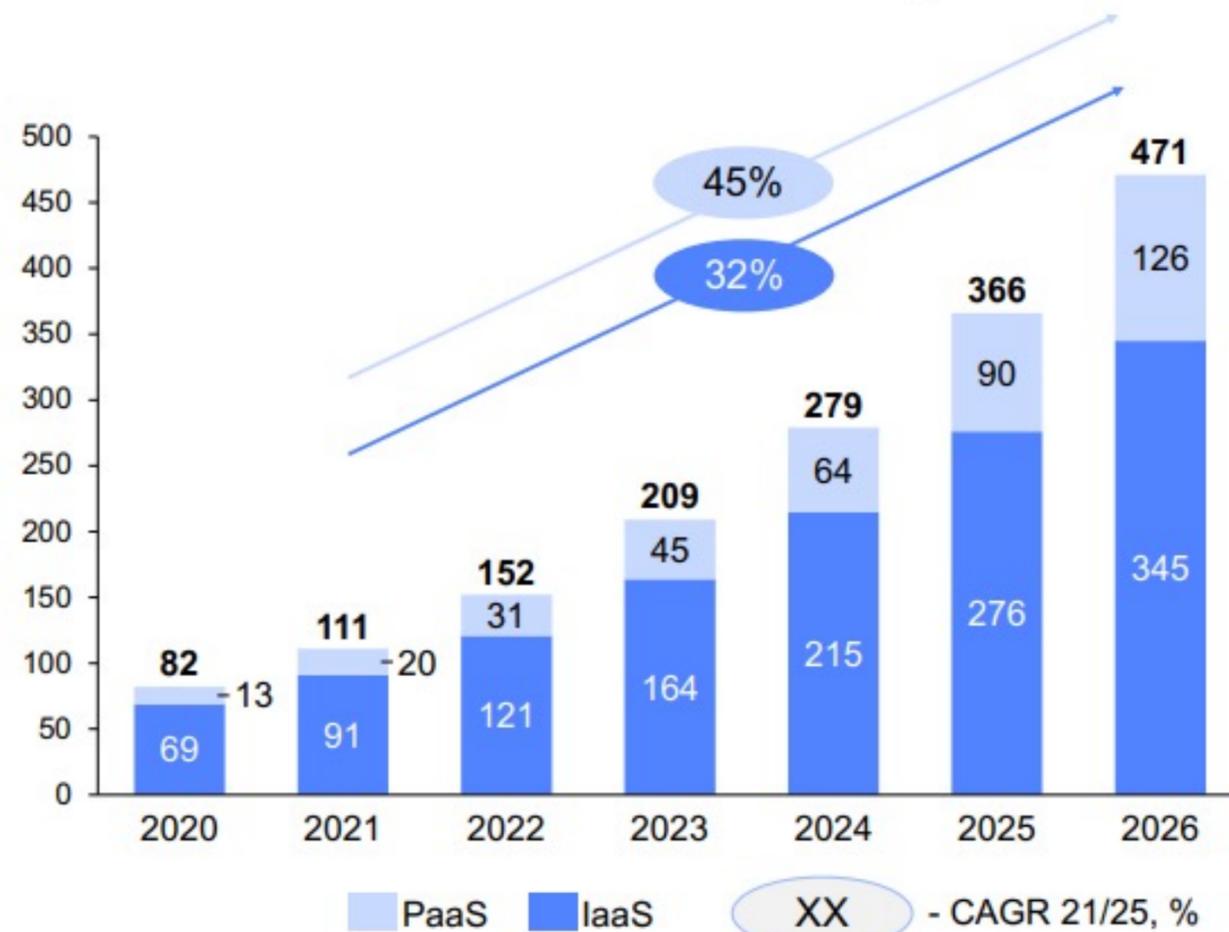


High storage cost

The need for cost-effective storage solutions that can handle diverse workloads.

Market Overview - Cloud

Vietnam Cloud IAAS + PAAS Market 2020-2026 yy., \$mln



Source: IDC, internal analysis



Vietnam is an underpenetrated market with high growth potential



PaaS cloud market is expected to grow faster than IaaS market, 45% vs 32% CAGR



Explicit growth after 2021 determined COVID-19 effect and Government Digitalization Strategy from 2025 to 2030



AWS/Azure/GCP/AlibabaCloud have no local DC yet.



By Vietnam local law the data generated by Vietnamese must stay in VN.

Solutions by Industry



CSP/MSP

- Cloud Management Platform (CMP)
- Cloud Storage
- Enterprise Files
- Backup-aaS



FSI

- Private/Hybrid Cloud
- Data Protection on any environment
- DataLake
- Object Storage
- File/Record Management System (w DLP, DRM, Ransomware Protection)



Public Sector

- HCI
- Private/Multi-Cloud for Government
- File/Record Management System (w DLP, DRM, Ransomware Protection)
- Digital Workplace
- Data Lake



Media & Entertainment

- Object Storage for Media
- Media Files Management System (w DLP, DRM, Ransomware Protection)



Enterprise

- HCI
- Private Hybrid Cloud
- Backup & Recovery
- Storage for Camera
- Files Management System

Our Customers



CSP/MSP

viettel
IDC

UNG

FPT

Fpt Telecom



FSI

ACB

VNPAY CLOUD

MSB



Public Sector

Gtel



VNPT



Media &
Entertainment

VTV cab

VTV go



Enterprise

PVI
INSURANCE



Market Fit CSP/MSP



Understand Company Purpose

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Design Strategic Performance Management

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Plan Implementation

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Supervision Or Monitoring

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Business Period Evaluation

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Go-To-Market



OEM

HPE, Dell,
Cisco, LNV

Top **20**
System
Integrators

04 x CSP/MSP

80 Resellers

Data Solutions Stack

Data Protection, Data Governance, Data Privacy

Security



Cloud Management Platform

Self-Service Portal, Catalog



MORPHEUS

Personas Layer

For Users, Admin, Dev, Fin



FILECLOUD



MORPHEUS

Orchestration Layer

Move & migrate platform to platform

Zerto

a Hewlett Packard Enterprise company



LOADBALANCER



HAMMERSPACE

Storage Layer

Support any workload



CLOUDIAN



WEKA



DATACORE

POINT

software & systems

Data Solutions Stack

Data Protection, Data Governance, Data Privacy

Security



Hyperscale

AWS, GCP, Azure



Cloud Management Platform

Orchestration, Automation, Catalog, Self-Service Portal



MORPHEUS

Virtualization Layer

Support any virtualization platforms



Compute, Storage & Network Layer

Support any hardware vendors

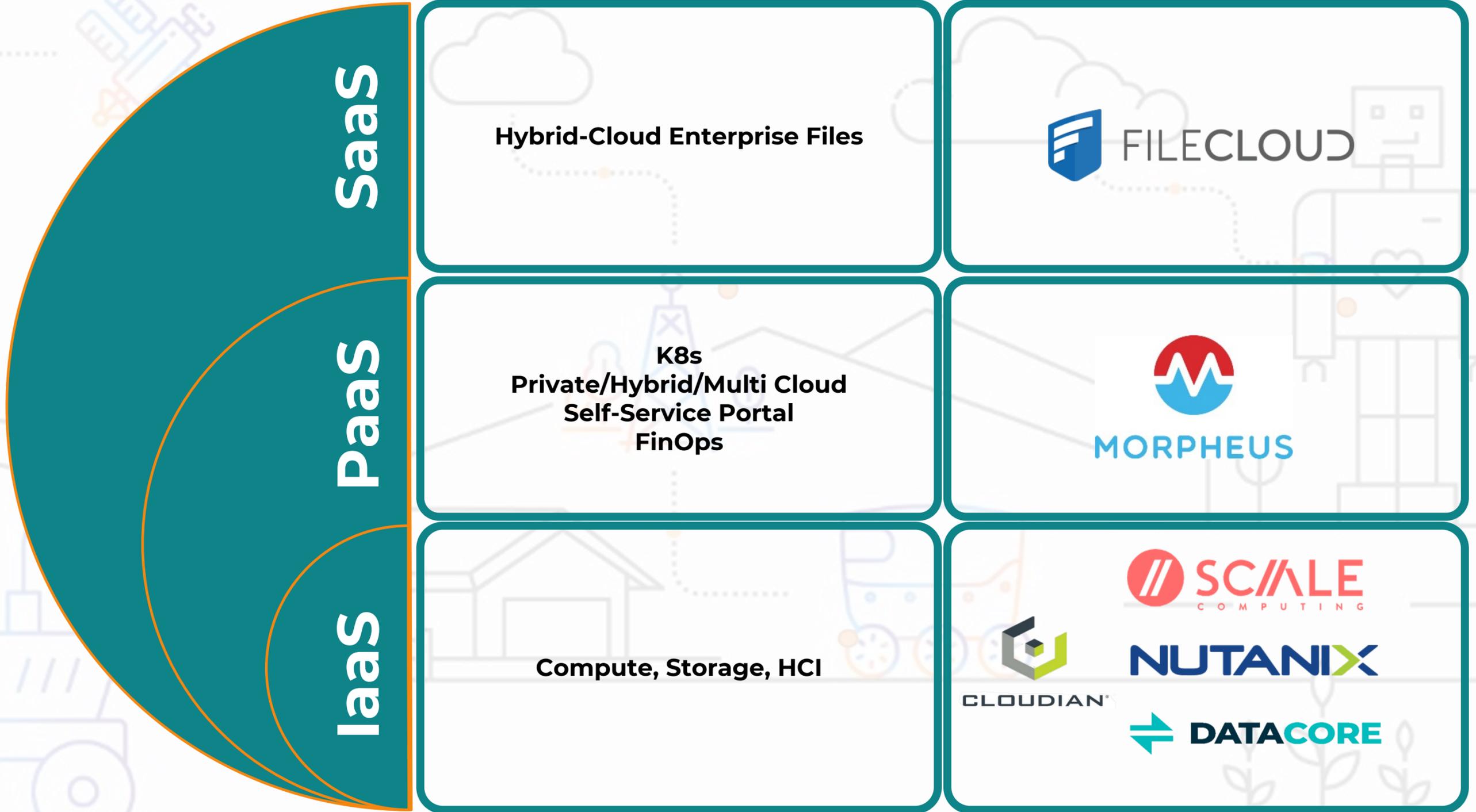


CLOUDIAN®



DATACORE

Cloud Solutions Stack



Customer Pain points (2024)



Cloudify

Customers are looking for platforms & tools that help them eliminate the complexity of managing both on-prem infrastructure and cloud environment. They need more time to create values than manage system & deal with processes.



Vmware Replacement

Vmware/Broadcom M&A brings to much chaos for both customers & partners. Customers now need more than a virtualization platform to build their infrastructure foundation.



Data compliance

By the Decree 54 & 13, the Vietnamese government requires firms to have solution to meet the rules of Data Sovereignty and Data Privacy



Data Protection

More and more customers are paying for Ransomware attacks. They need solutions to stop it happens again. Backup & Recovery in multi environments with Object-Lock is a simple choice to eliminate the risk of Ransomware and accidentally data damage.

The Solutions (2024)



Cloudify

Customers are looking for platforms & tools



Vmware Replacement

Vmware/Broadcom M&A brings to much chaos for both



Data compliance

By the Decree 54 & 13, the Vietnamese



Data Protection

More and more customers are paying for Ransomware



The Solutions (2024)



Cloudify

Customers are looking for platforms & tools



Vmware Replacement

Vmware/Broadcom M&A brings to much chaos for both



Data compliance

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Data Protection

More and more customers are paying for Ransomware attacks. They need solutions to stop it happens again. Backup & Recovery in multi environments with Object-Lock is a simple choice to eliminate the risk of Ransomware and accidently data damage.

Performance Management Programs



Aligning Employees Activities

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Developing Specific Job

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Creating Measurable Performance

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Defining Job Development Plans

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What Is HR Performance Management?

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Why Is Performance Management Important?



Performance Problem Class

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Assist Hrd In Recruitment & Training

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Making Employees Feel Appreciated

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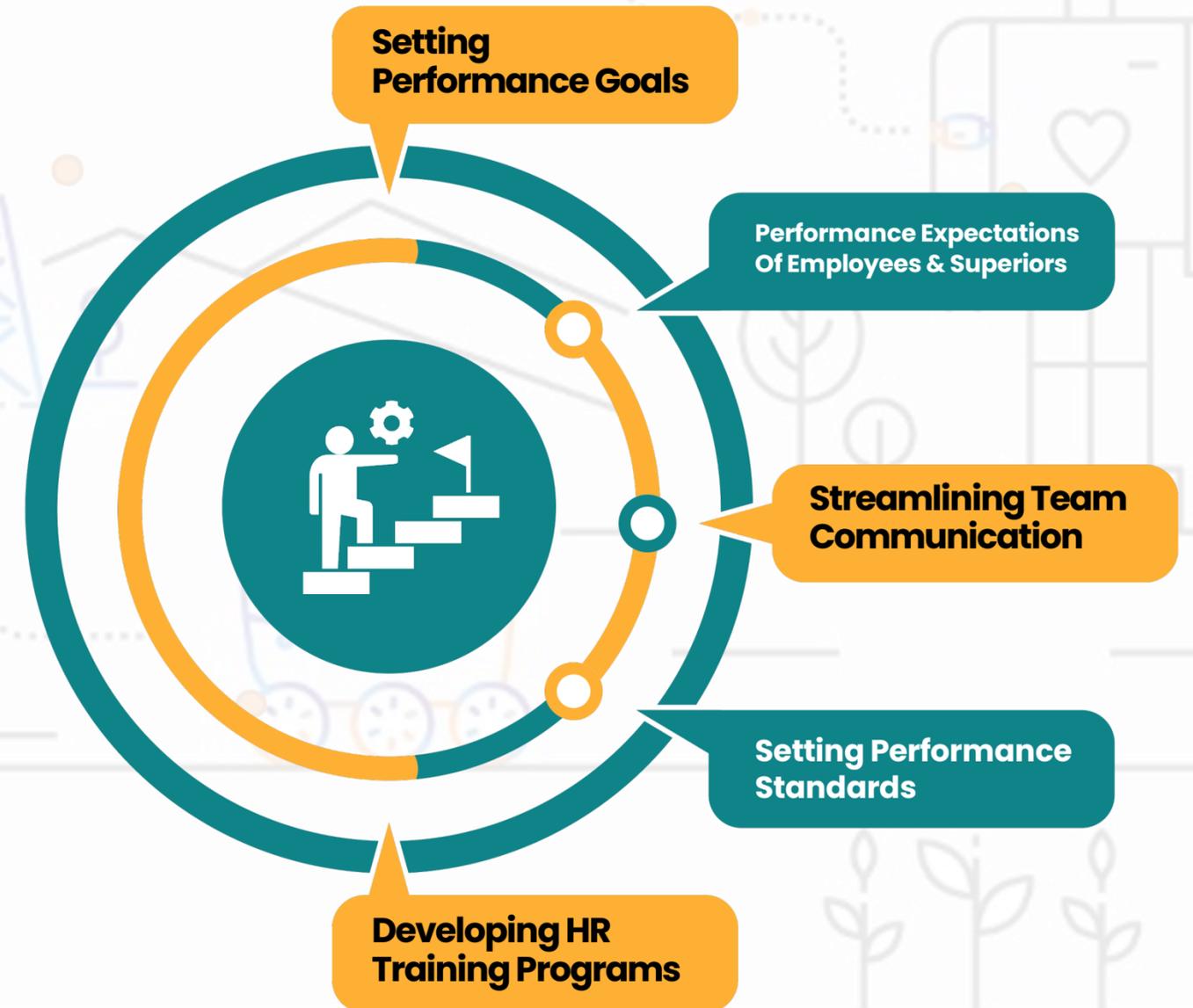
Digging For Top Employees

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Goal Performance Management

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Performance Management Programs



Aligning Employees Activities

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Developing Specific Job

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Creating Measurable Performance

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Defining Job Development Plans

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FileCloud

Hyper-secure Content Collaboration. Simplified.



File Sharing, Sync, Backup, and Remote Access



Compliance & Data Governance Out-of-the-Box



Workflow Automation Baked-in



Cloud Experience on Your Infrastructure



Free unlimited API access

Cloudian

Enterprise-Class, S3-Compatible Object Storage Software

Highest S3-Compatibility

Purpose-built for full S3 API compatibility, Cloudian is guaranteed to work with your S3 applications.



Data Sovereignty

Build a private cloud anywhere for compliance, performance, and data locality.



Secure

Military-grade data security. The most security certifications of any object storage.



AI

Unlock the full potential of your AI initiatives with Cloudian's AI-ready data management solutions.



Geo-distributed

Put Cloudian storage nodes anywhere. Manage them all from one location. All nodes operate as one system.



Measurable results

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Focus on planning & performance improvement

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Continuous & flexible process

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Care about input and values

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Points To Look For In Performance Management

Care About Transparency

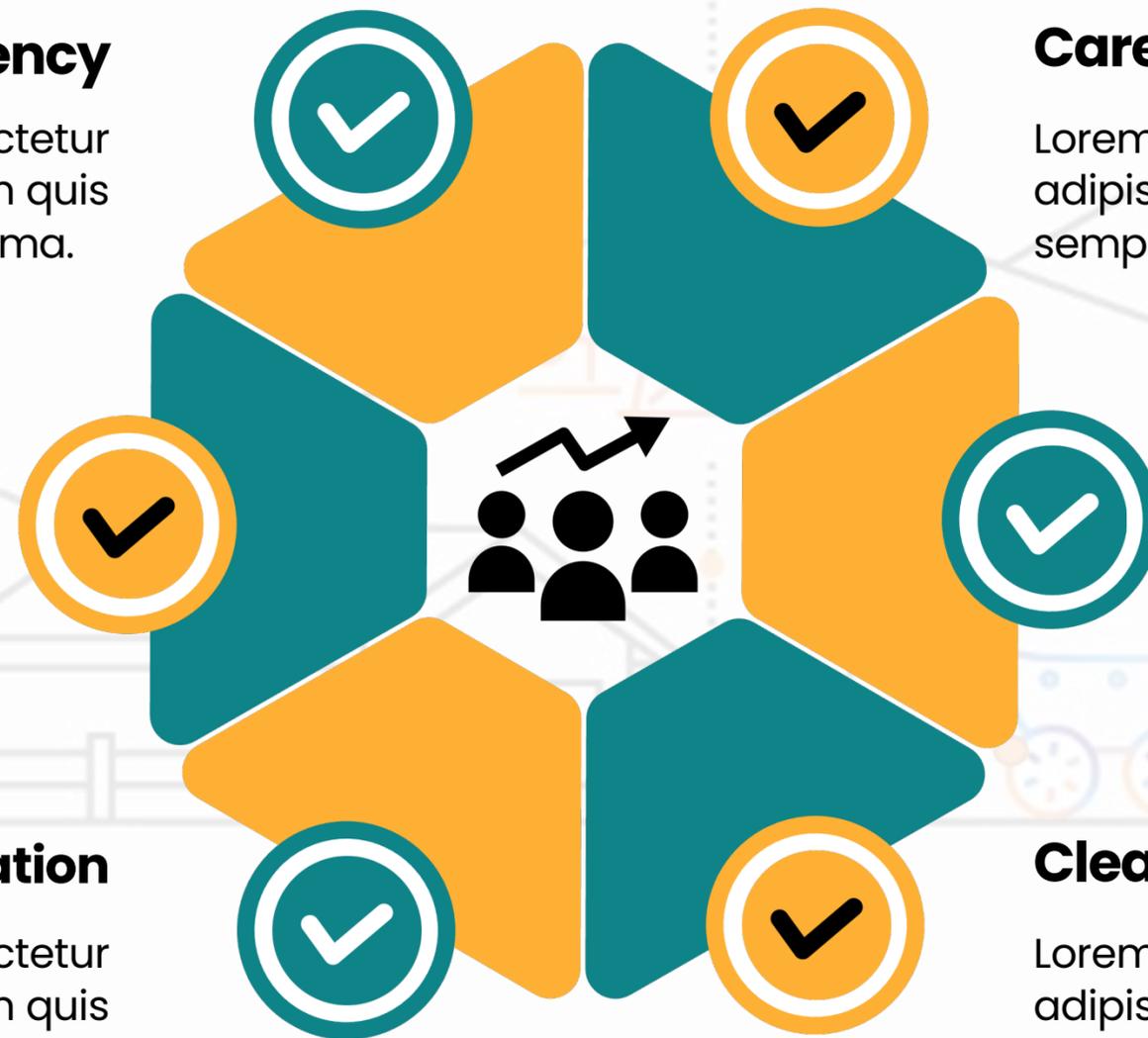
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Continuous Development

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Attention To Two-way Communication

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Care About Output, Process, And Input

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Continuous Improvements

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Clear Measurement Of Work Results

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Important Stages Of Performance Management

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Performance Planning

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Ongoing Feedback & Informal Coaching

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Performance Appraisal & Development Planning

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Meet Our Best Team



Phyllis Schwaiger

Head Manager

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Helene Paquet

Business Analyst

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Brigitte Schwartz

Business Specialist

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Contact Us



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Hanoi & Ho Chi Minh City





A Value-Added-Distributor
Business Company

Thank You

For Your Attention



Visit Our Website
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RECURRING TASKS

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Sales and Marketing

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Quality Control

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Market Research

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Financial Reporting

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Maintenance

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PROJECT STAGES

Planning

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Monitoring

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Manage

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Information

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Priority

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Prepare

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Execution

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KEY PROJECT DETAILS

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SCOPE

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SCHEDULE

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RESOURCES

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QUALITY

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KEY PROJECT DETAILS

Administration

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Operations

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Maintenance

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Daily tasks of work

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Financial Reporting

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Reporting

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Payroll

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Inventory Management

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Marketing

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PROJECT OBJECTIVES

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SCOPE DEFINITION

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RESOURCE ALLOCATION

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QUALITY ASSURANCE

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COST MANAGEMENT

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RISK MANAGEMENT

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TALENT DEVELOPMENT

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01



Training

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02



Career Growth

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03



Skill Enhancement

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Learning

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05



Mentoring

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MARKETING STRATEGIES

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CONTENT MARKETING

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SOCIAL MEDIA MARKETING

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EMAIL MARKETING

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INFLUENCER MARKETING

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MIND MAP

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Operating efficiency

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Optimization

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Productivity

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Streamlining

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Performance Metrics

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Automation

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CORPORATE CULTURE

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Values

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Ethics

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Innovation

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Diversity

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Collaboration

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