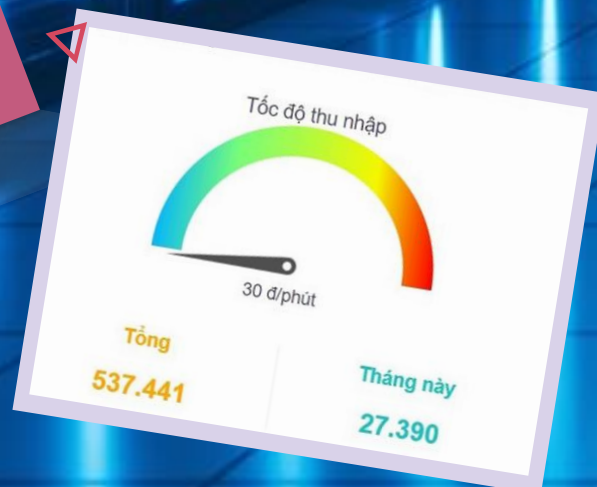
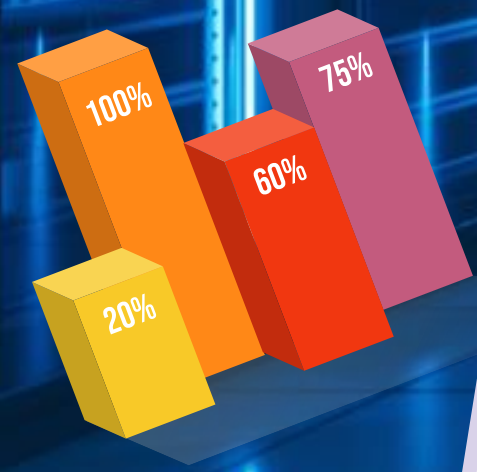


IBIZA POOL

Solutions & Benefits from real-time Cloud platform



Mr. Giap Hung Cuong
Chairman & CEO of VinaCIS Group



About VinaCIS

The process of formation and development of VinaCIS

VinaCIS has more than twenty years of prestige and experience in the information technology market, VinaCIS is a pioneer in providing IaaS infrastructure, as well as cloud-based services to help businesses grow.

VinaCIS Group

Chairman, General Director: **Mr. Giap Hung Cuong**

Permanent Deputy General Director: **Mrs. Thien Trieu Co**

VinaCIS Cloud
Public Cloud
& Hop tac xa Cloud

Run by
Mrs. Nguyen Thuy Duong
Deputy General
Director of
VinaCIS Group

VinaCIS CSD
Private Cloud &
provide servers,
information
technology
equipment

Run by
Mr. Doan Huu Loi
Deputy General
Director of
VinaCIS Group

VinaCIS Connect
Contact Center,
Aarenet VoIP
Switch, Zalo
Services: ZNS,
ZCC, Zalo Mini
App

Run by
Mr. Tran Bao Duy
Deputy General
Director of
VinaCIS Group

Introducing the speaker

Mr. Giap Hung Cuong
Chairman and CEO of VinaCIS Group

Members of associations and organizations:

- Member of Executive Committee, Ho Chi Minh City Computer Association (HCA)
- Member of the Inspection Committee of Vietnam Association of Information Technology (VAIP)
- Deputy Secretary General, Vietnam Internet Association (VIA)
- Vice President of Vietnam Cloud and Data Center Club
- Founder of new model Cloud Federation



FEATURED CUSTOMERS



www.azibal.com



Ecosystem of VinaCIS Cloud

Products, Services

Database as an Service ^{NEW} Q4/2023



MariaDB MySQL PostgreSQL mongo DB Couchbase


PaaS



IBIZA
INTEGRATED BIZ AUTOMATION CLOUD PLATFORM

IaaS


Cloud Server



Cloud server Virtual Private Cloud Dedicated Private Cloud

^{NEW} GPU as a Service (Q4/2023) ^{NEW} Cloud Camera (Q3/2023)

Storage



Cloud Object Storage (S3)

Cloud File Storage

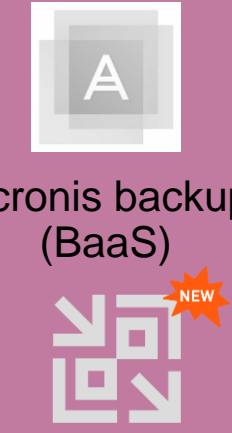
Security



Web Application Firewall

(Q3/2023)


Cloud Backup



Acronis backup (BaaS)

^{NEW} Veeam Cloud Backup

Infrastructure



Hosted Datacenter Tier 3 - Vietnam



Network / Internet connection

1

PART
ONE



Invoices & Profit in real time

PAYG platform and big data analysis.



Pay As You Go

Invoices & Profit in real time

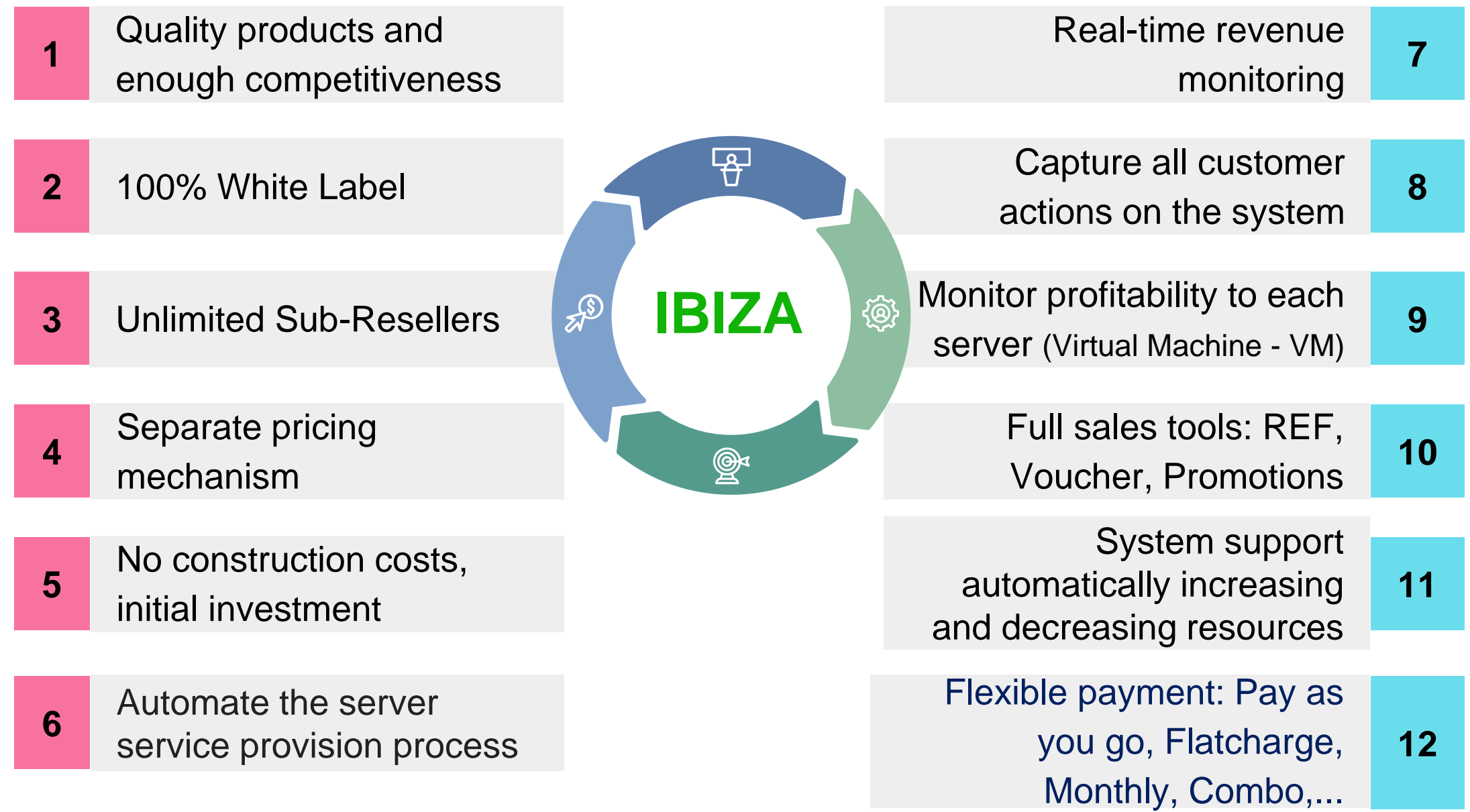
Summary of the main benefits of IBIZA - Real time Billing

What is IBIZA?

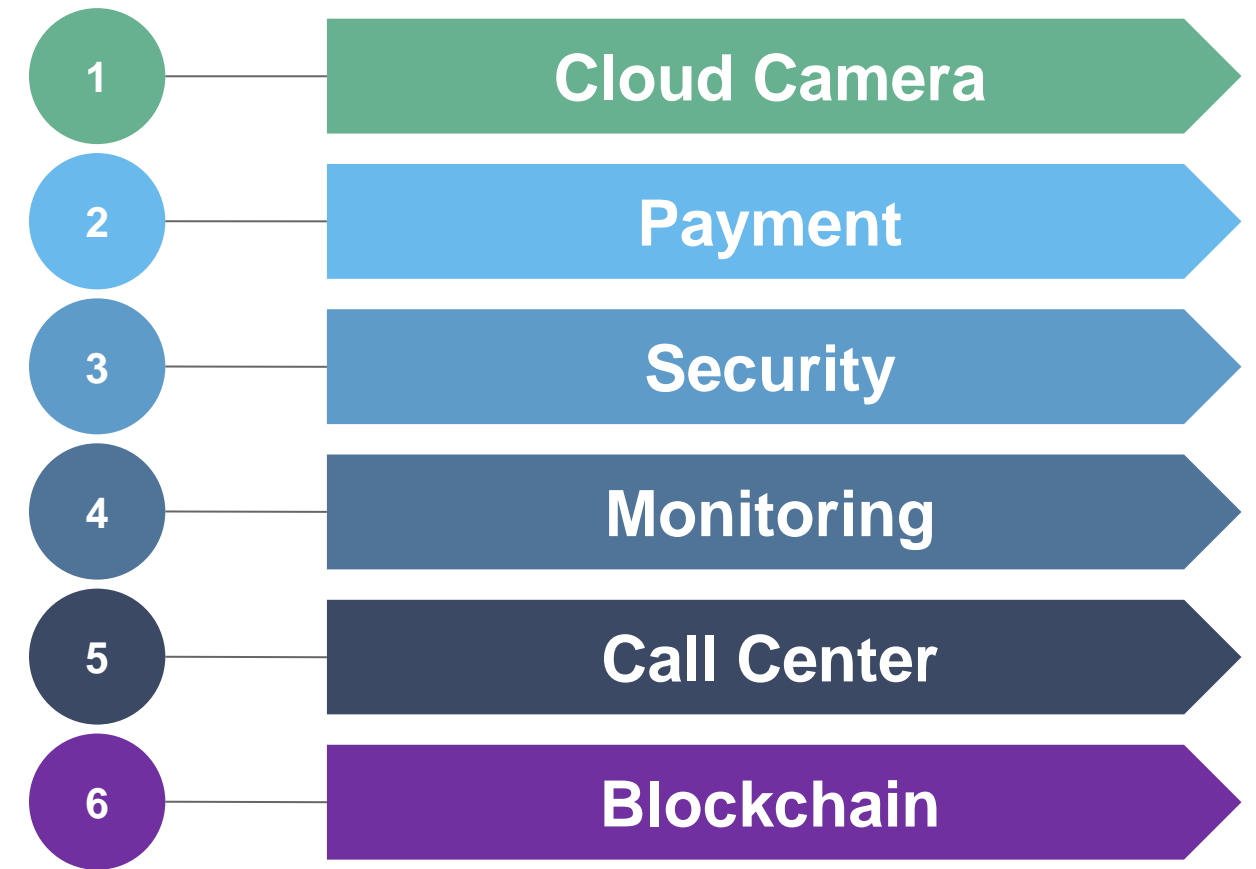
IBIZA - stands for **I**ntegrated **B**iz **A**utomation, is an automatic Cloud system

- Ability to charge for any type of resource:
 - CPU, RAM, HDD, Traffic, IP
 - Different CPU/RAM types with different prices
 - Automatically calculate the new rate when VM is transferred to another CPU pool
 - Payment support for K8S, Router and Load balancer
 - Licenses, administrative services or “non-server” resources
- Billing per month or per minute
- Capable of charging for network traffic and storage I/O

SYNTHESIS OF IBIZA'S KEY BENEFITS

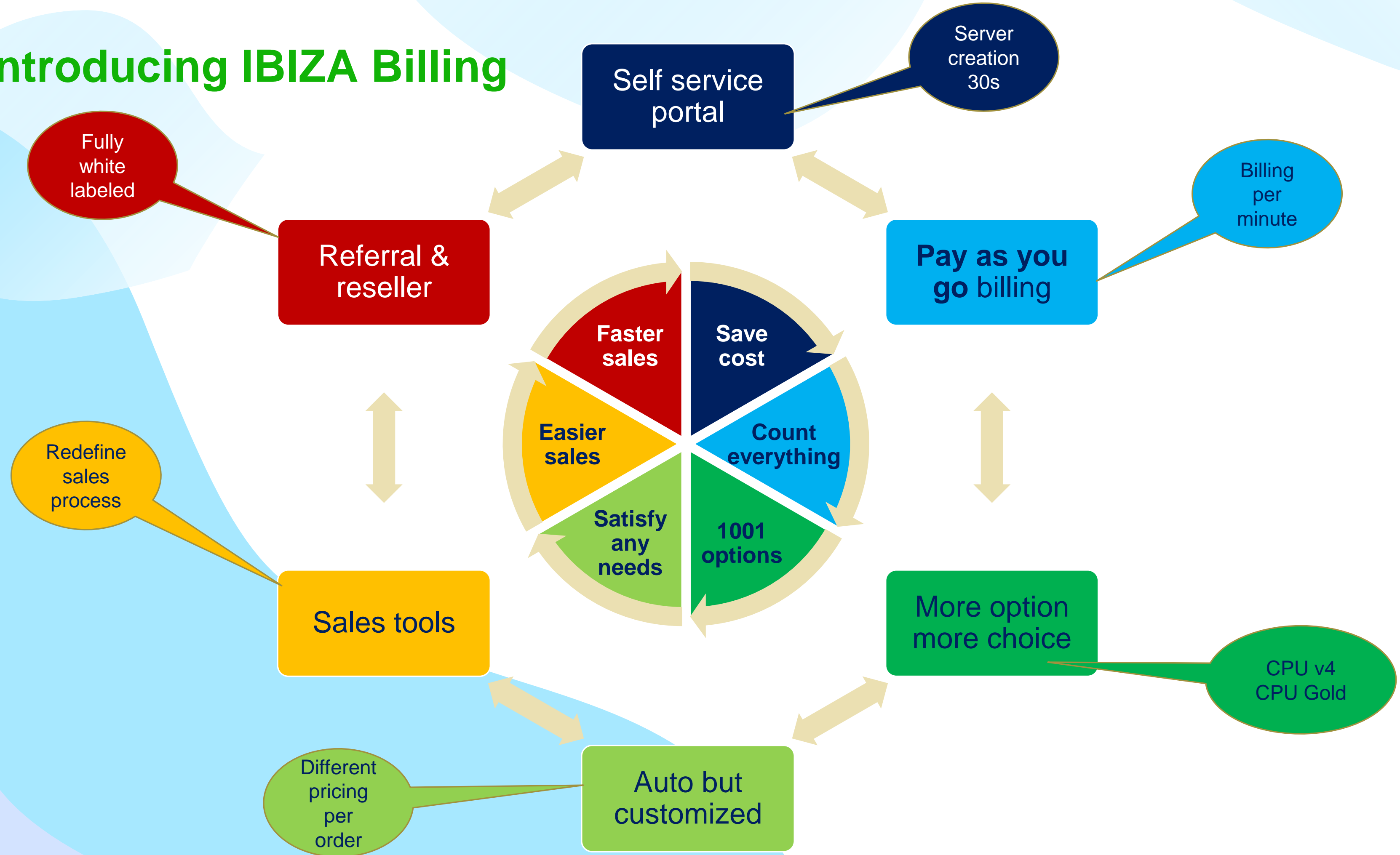


Ecosystem of IBIZA



Easy application to any field

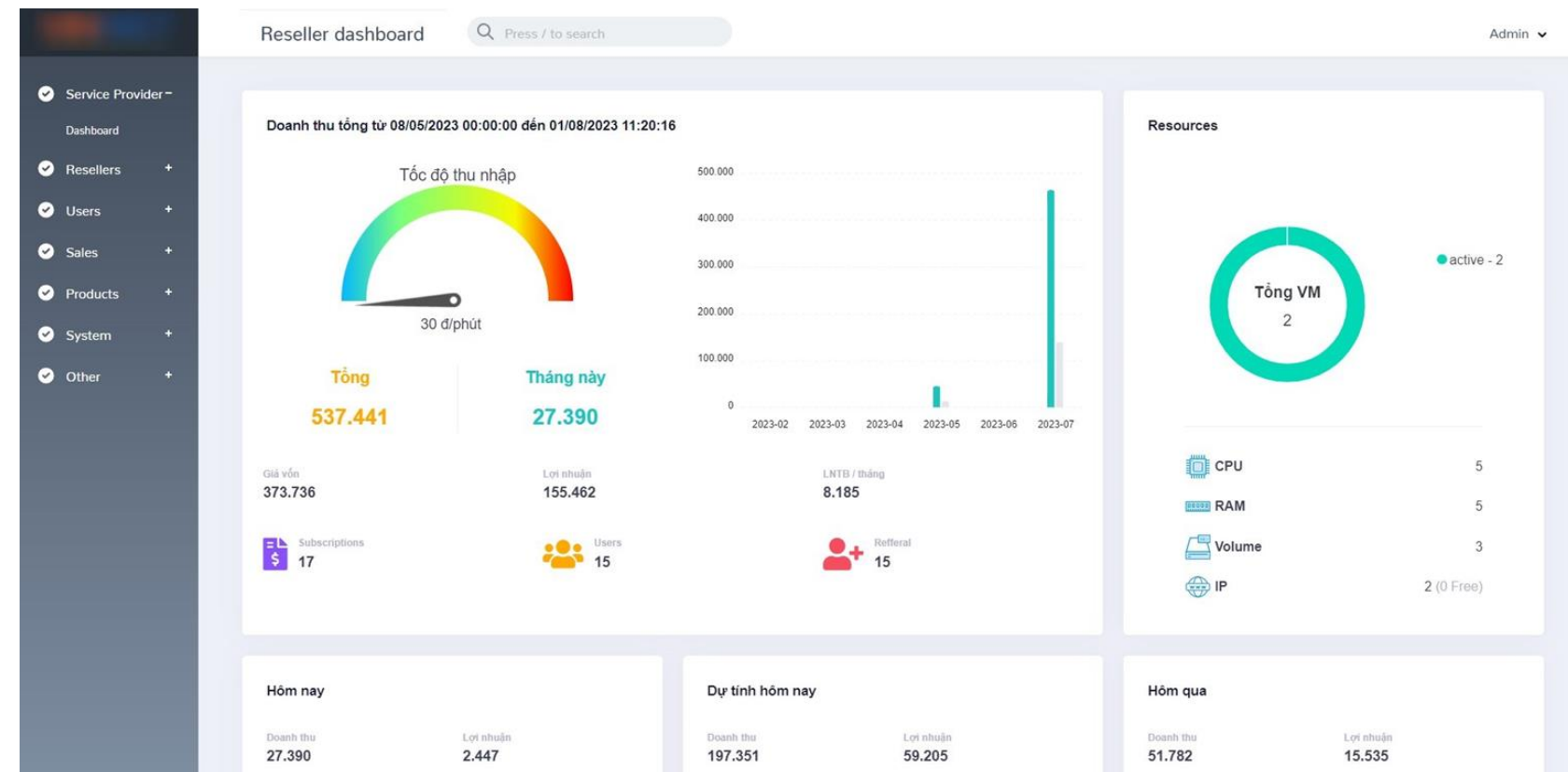
Introducing IBIZA Billing



Invoices & Profit in real time

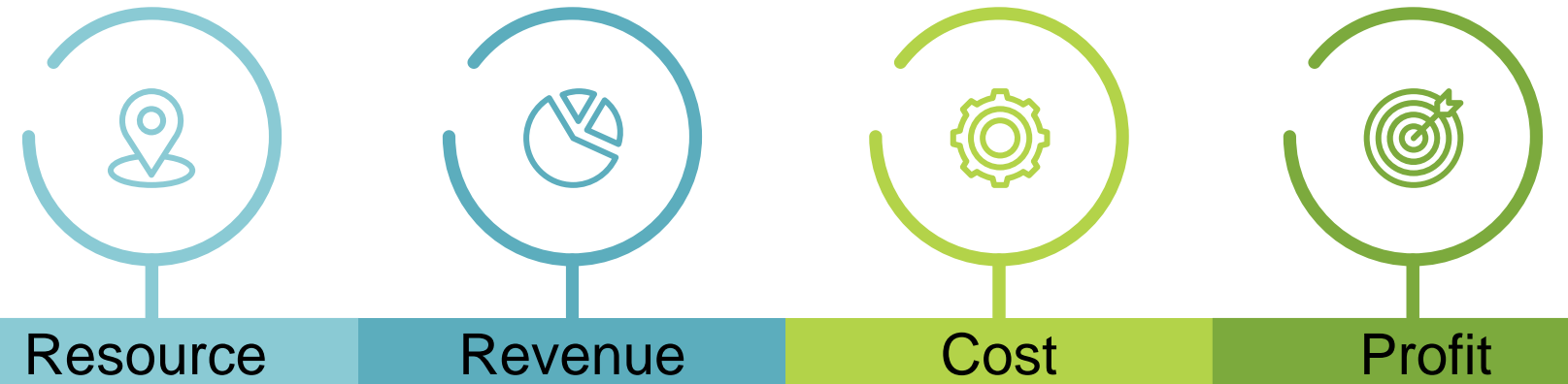
Resellers and customers can monitor Real time

Resellers can monitor, make statistics, and control the actual resources, amount, time, and costs of customers.



Danh sách khách hàng với các chu kỳ

DỊCH VỤ	SỐ LƯỢNG	ĐƠN GIÁ	JULY, 2023			AUGUST, 2023			SEPTEMBER
			17 JUL - 23 JUL	24 JUL - 30 JUL	31 JUL - 06 AUG	07 AUG - 13 AUG	14 AUG - 20 AUG	21 AUG - 27 AUG	28 AUG - 03 SEP
Cao Hoàng Long	1	615.068 đ	18:36 24-07-2023	18:48 01-08-2023	18:42 24-08-2023				
Hanoi VIP10 (TECHNET) (TECHNET_vHost)	1	615.068 đ	18:36 24-07-2023	Hanoi VIP10 (TECHNET) (TECHNET_vHost)		18:42 24-08-2023			
VM: TECHNET_Recovery	1	457.745 đ	18:36 24-07-2023	TECHNET_Recovery		18:36 24-08-2023			
volume: TECHNET_Recovery/Acronis_Reco	1	76.896 đ	18:42 24-07-2023	TECHNET_Recovery/Acronis_Recovery.iso/Boot volume		18:42 24-08-2023			
volume: TECHNET_Recovery/Acronis_Reco	1	427 đ	18:42 24-07-2023	TECHNET_Recovery/Acronis_Recovery.iso/CD/DVD volume		18:42 24-08-2023			
ip: ip_103.47.194.178_b1445dca-2907-4d6	1	80.000 đ	18:36 24-07-2023	ip_103.47.194.178_b1445dca-2907-4d62-9684-6120ab86ee72		18:36 24-08-2023			



Control by Current, Daily, Monthly, Yearly

Customers can control your expenses in real time

The customer service interface displays the following information:

- Chu kỳ trước** (Previous Cycle): 0 đ
- Chu kỳ hiện tại** (Current Cycle): 448.453 đ
- Dự tính kết thúc chu kỳ** (Estimated End of Cycle): 0 đ
- 0 Hóa đơn** (0 Invoices)

Service Details:

- Project: chioiunjk
- Cluster: Hà Nội
- Domain: chioiunjk
- Project: chioiunjk
- Server: 0 / 8
- Cores: 0 / 8
- Ram: 0 / 8192











Billing Table:

DỊCH VỤ	BẮT ĐẦU	SỐ LƯỢNG	ĐƠN GIÁ	KẾT THÚC	TRẠNG THÁI	448.453 Đ
VM: 10gbs	05:24 26-07-2023			05:24 26-08-2023		327.879 đ
Chu kỳ từ 26-07-23 đến 26-08-	05:24 26-07-2023			05:24 26-08-2023		327.879 đ
Intel V3	05:24 26-07-2023	6	150.000 đ	05:24 26-08-2023		191.403 đ
DDR4 2133 MHz	05:24 26-07-2023	8	80.000 đ	05:24 26-08-2023		136.476 đ
volume	05:32 26-07-2023			05:32 26-08-2023		2.754 đ
Chu kỳ từ 26-07-23 đến 26-08-	05:32 26-07-2023			05:32 26-08-2023		2.754 đ
Ubuntu-20.04-focal-server	05:32 26-07-2023	3	4.000 đ	05:32 26-08-2023		2.754 đ
ip	05:24 26-07-2023			05:24 26-08-2023		70.839 đ
Chu kỳ từ 26-07-23 đến 26-08-	05:24 26-07-2023			05:24 26-08-2023		70.839 đ
103.47.194.114	05:24 26-07-2023	1	80.000 đ	05:24 26-08-2023		70.839 đ

Cloud Infra VinaCIS

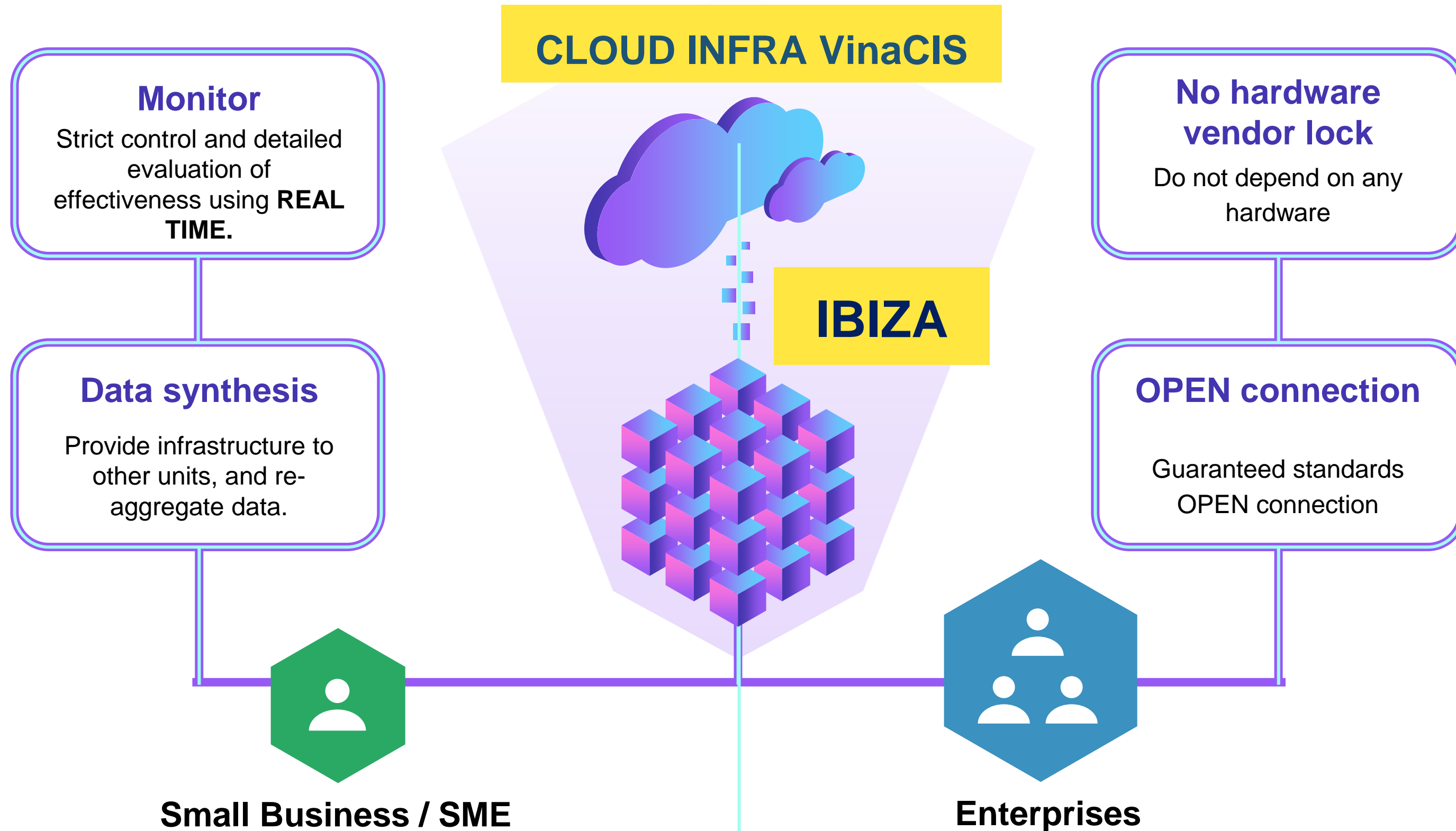
About Cloud Infra

Features and advantages of trueCloud Server

	Built-in virtualization technology	Virtuozzo, Kubernetes K8S		Increase or decrease resources arbitrarily	Actively increase or decrease resources according to usage needs
	Unlimited Fast Expansion	Unlimited resources		Transfer, expand hard drive, CPU without downtime	No system interruption
	Many services have built-in as a Service	Many functions such as Load Balancer, VPN,...		Increase RAM without downtime	No system interruption
	Friendly interface	Easy-to-use, easy-to-manage layout		High performance	Virtualization technology improves Storage performance
	Various flavors, up to 1000 configurations	There are up to 1000 profiles, allowing you to choose the odd configuration you want		High security	Allows creating private partitions (private network)

Deploy big data processing with IBIZA & Cloud Infra

Small businesses can also deploy easily





PART
TWO



Managing selling prices in real time

How tech can help sales?



Manage selling prices in real time

Gold prices fluctuate continuously

Gold prices SJC one month ago



Gold prices SJC today



Biểu đồ giá vàng SJC hôm nay

Biểu đồ giá vàng SJC hôm qua

Biểu đồ giá vàng SJC tuần qua

Biểu đồ giá vàng SJC 1 tháng trước

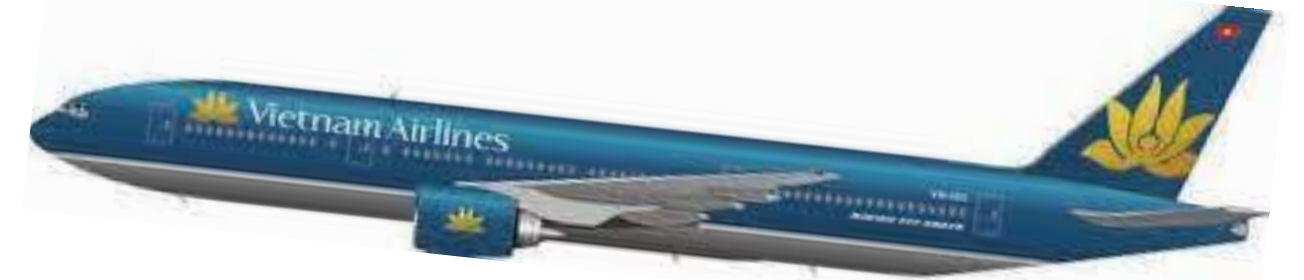
Biểu đồ giá vàng SJC 6 tháng trước

Biểu đồ giá vàng SJC 1 năm trước



Manage selling prices in real time

Airline ticket prices fluctuate continuously



By the time

According to the number of tickets sold

According to the weather

Hà Nội (HAN) → TP HCM (SGN)
Thứ 3, 3 thg 10 2023 | 1 hành khách | Phổ thông

Thứ 3, 3 thg 10: 2.463.200 VND | Thứ 4, 4 thg 10: 1.770.000 VND | Thứ 5, 5 thg 10: 2.192.000 VND | Thứ 6, 6 thg 10: 1.997.000 VND | Thứ 7, 7 thg 10: 1.881.000 VND

VietJet Air, Vietnam Airlines (một phần do Pacific điều hành)
20:00 HAN → 10h 50m 1 stop → 06:50+1ngày SGN | 2.463.200 VND/khách

VietJet Air, Vietnam Airlines
20:00 HAN → 25h 45m 1 stop → 21:45+1ngày SGN | 2.633.200 VND/khách

VietJet Air
20:30 HAN → 2h 10m Bay thẳng → 22:40 SGN | 2.814.200 VND/khách

Là người đầu tiên biết khi giá giảm!
Bật thông báo giá và chúng tôi sẽ cho bạn biết ngay khi giá giảm sâu.
[Bật thông báo đây](#)

Ticket prices at 3:10 p.m

Hà Nội (HAN) → TP HCM (SGN)
Thứ 3, 3 thg 10 2023 | 1 hành khách | Phổ thông

Thứ 3, 3 thg 10: 2.875.240 VND | Thứ 4, 4 thg 10: 1.770.000 VND | Thứ 5, 5 thg 10: 2.192.000 VND | Thứ 6, 6 thg 10: 2.126.000 VND | Thứ 7, 7 thg 10: 1.911.000 VND

Vietravel Airlines
22:30 HAN → 2h 0m Bay thẳng → 00:30+1ngày SGN | 2.875.240 VND/khách

VietJet Air
22:50 HAN → 2h 10m Bay thẳng → 01:00+1ngày SGN | 2.987.000 VND/khách

VietJet Air
21:00 HAN → 2h 10m Bay thẳng → 23:10 SGN | 3.022.000 VND/khách

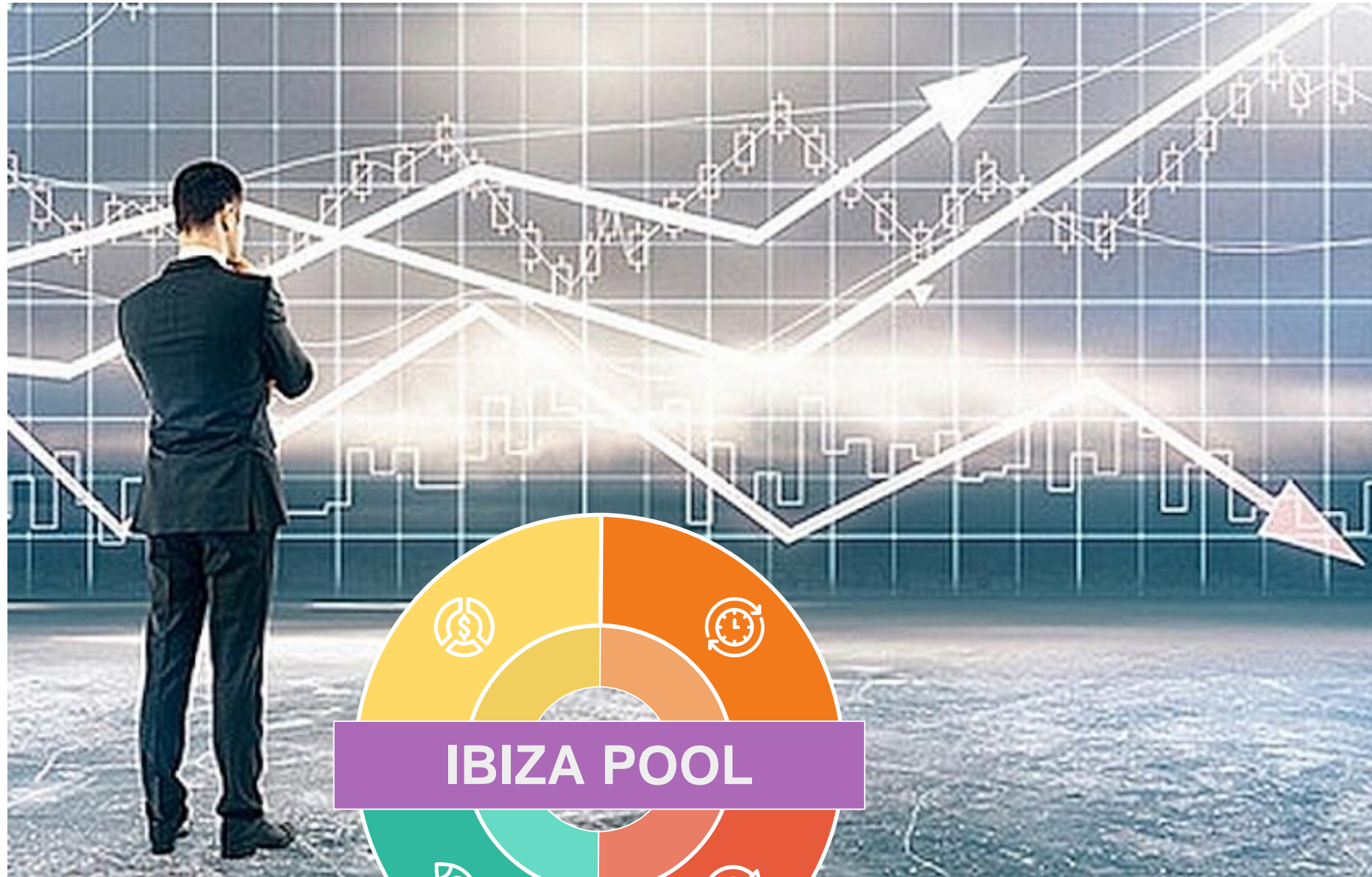
Là người đầu tiên biết khi giá giảm!
Bật thông báo giá và chúng tôi sẽ cho bạn biết ngay khi giá giảm sâu.
[Bật thông báo đây](#)

Ticket prices at 4:15 p.m

Manage selling prices in real time

Cloud Server prices also fluctuate like gold prices and airline ticket prices?

The system is divided into 10-12 Pools with different sizes, purposes and service prices



Deployment Pools

General CPU Compute

GPU Compute

High CPU Compute

Database Optimized

High Memory Compute

VoIP Optimized

High Memory & CPU Compute

Game Optimized

Default

ERP Optimized

Manage selling prices in real time

AI based technologies

01



Huge storage space

02



Super I/O access

03



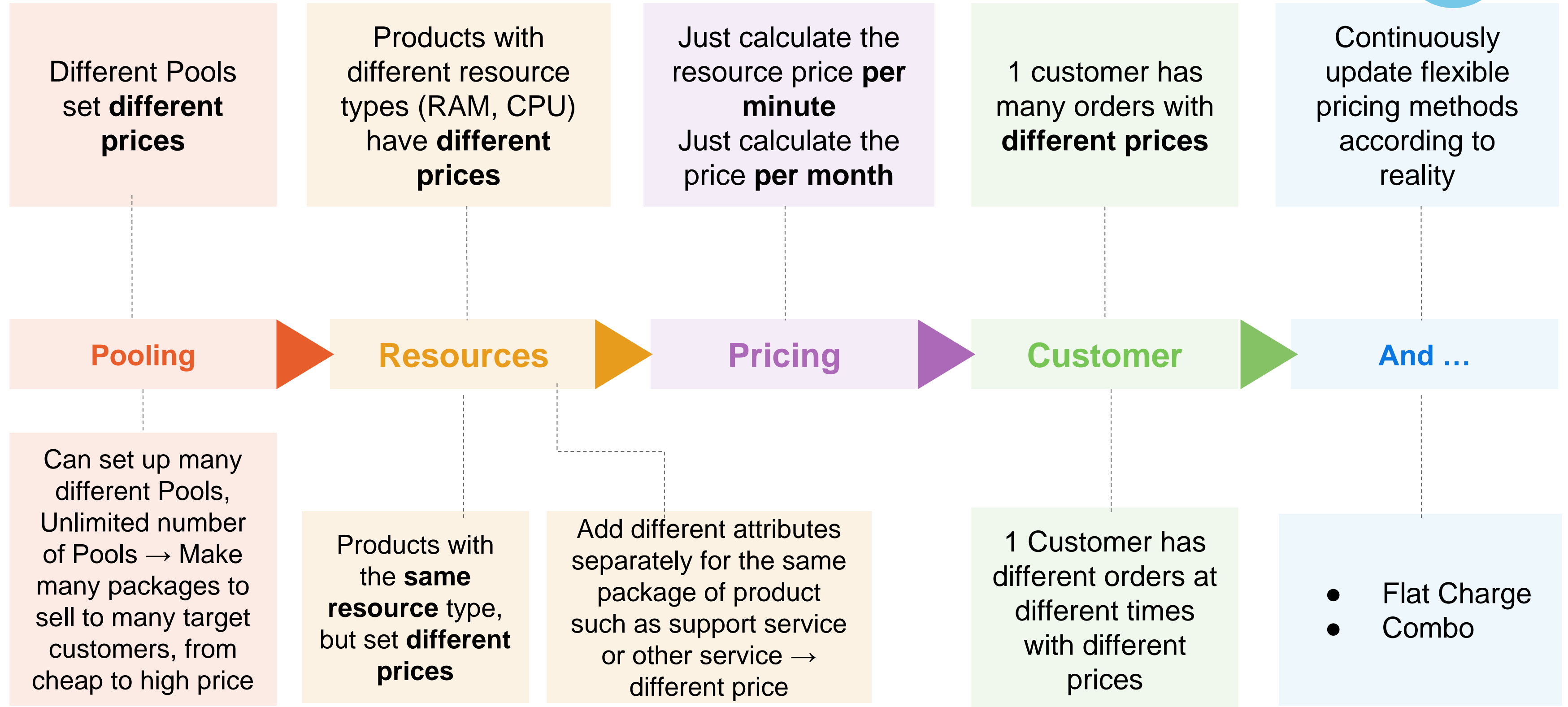
Python & PostgreSQL



Auto Decision-making

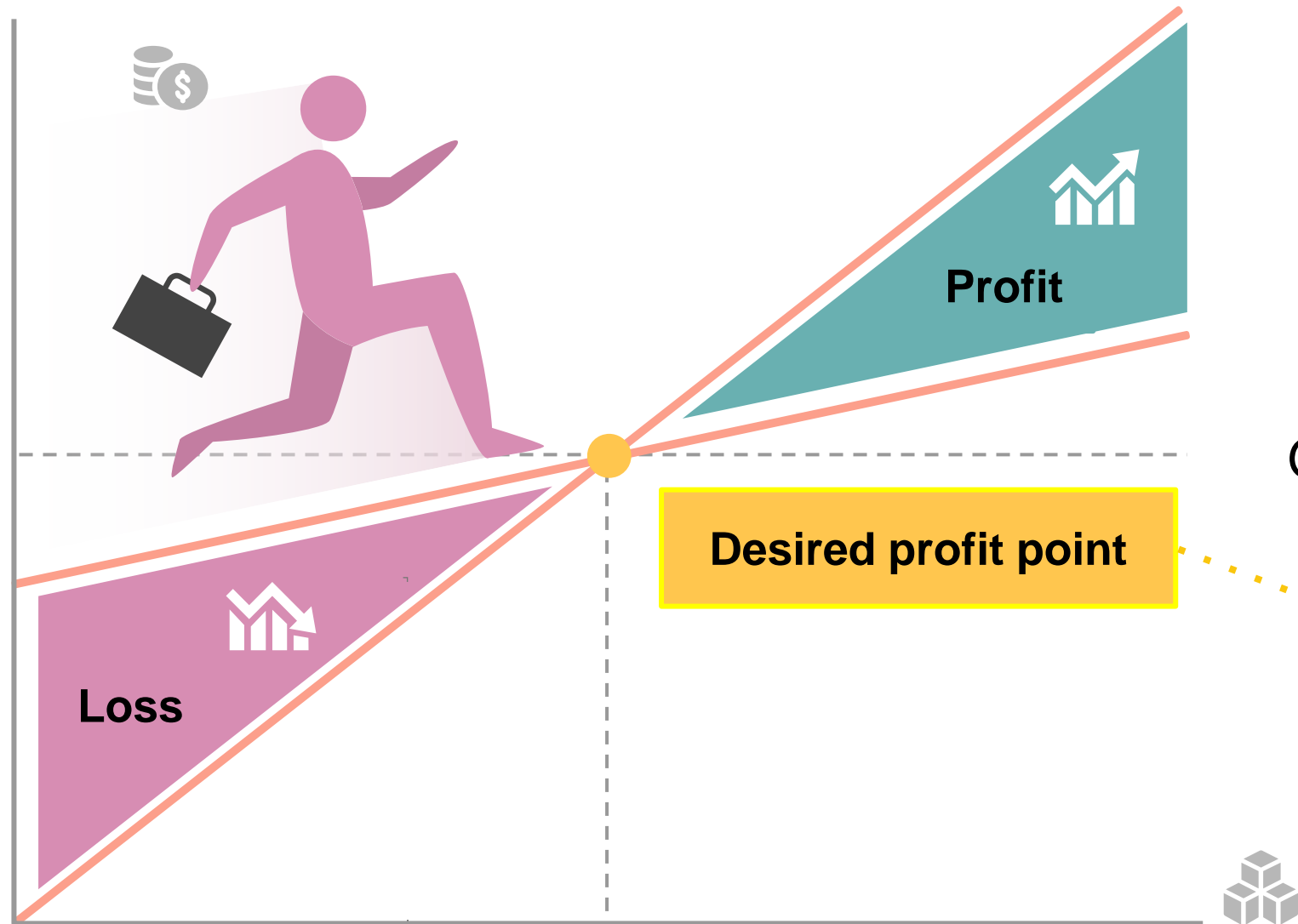
Manage selling prices in real time

Set up, customize unlimited selling price



Manage selling prices in real time

GROUP BUY SERVICES



Get lower price



Customer 1 - who invited other to join group buy.

Customer 2 - who are invited to join group buy.

Customer 3 - who are invited to join group buy.



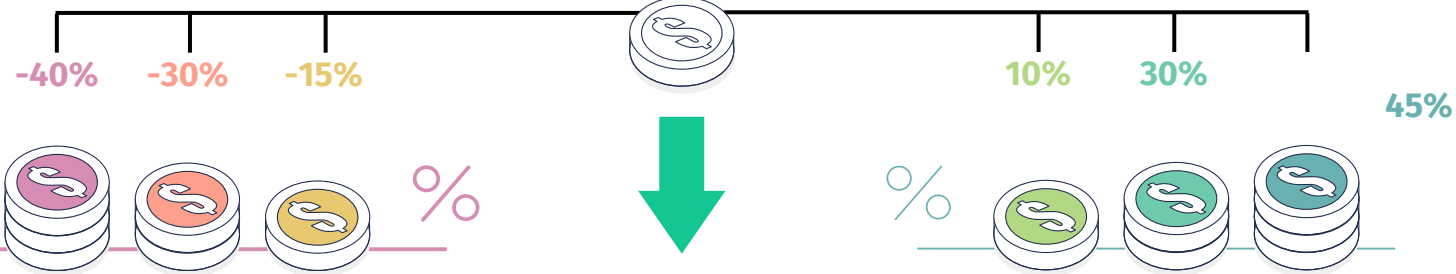
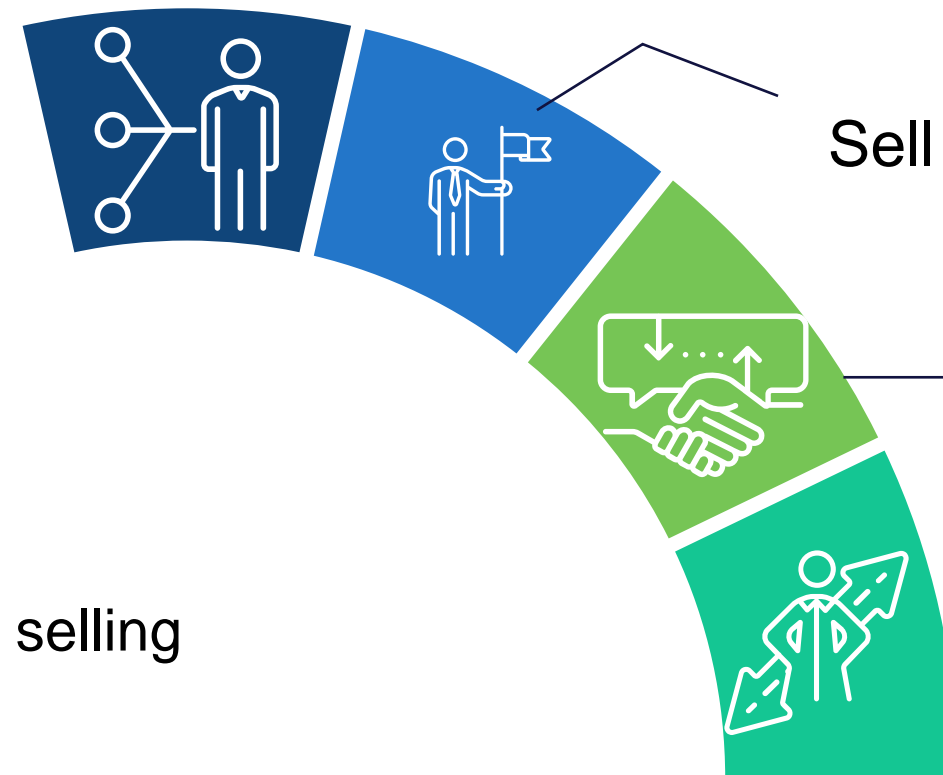
GROUP BUY SERVER SERVICES



Sell more services, fill faster

Maximize resource exploitation

Increase profits



After reaching the desired profit point, the selling price of Cloud services can be reduced



PART
THREE ▶

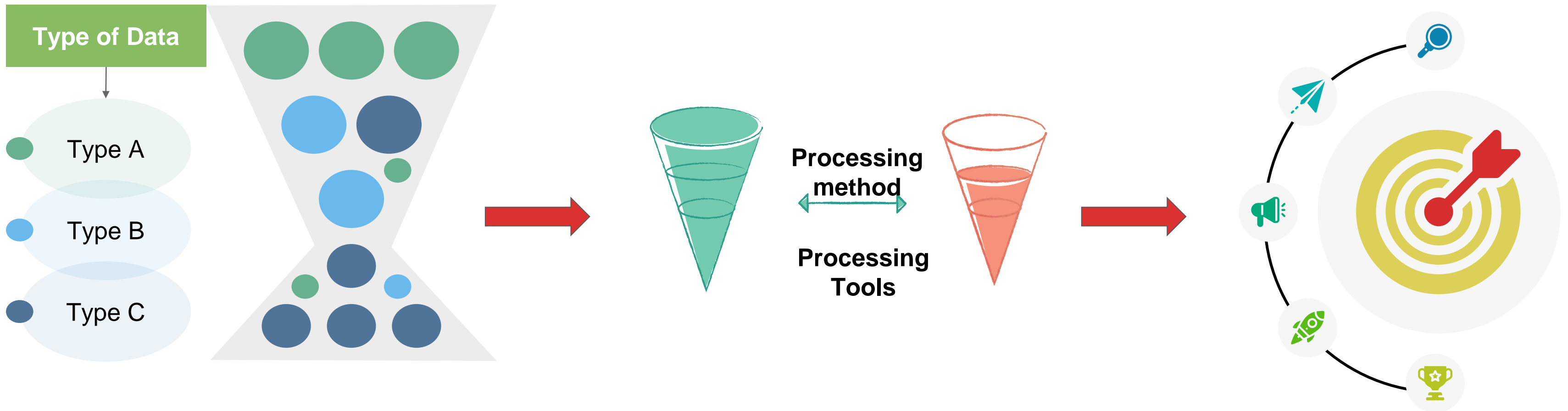
Customer care in real time

The importance of responding quickly to customer changes.



Customer care in real time

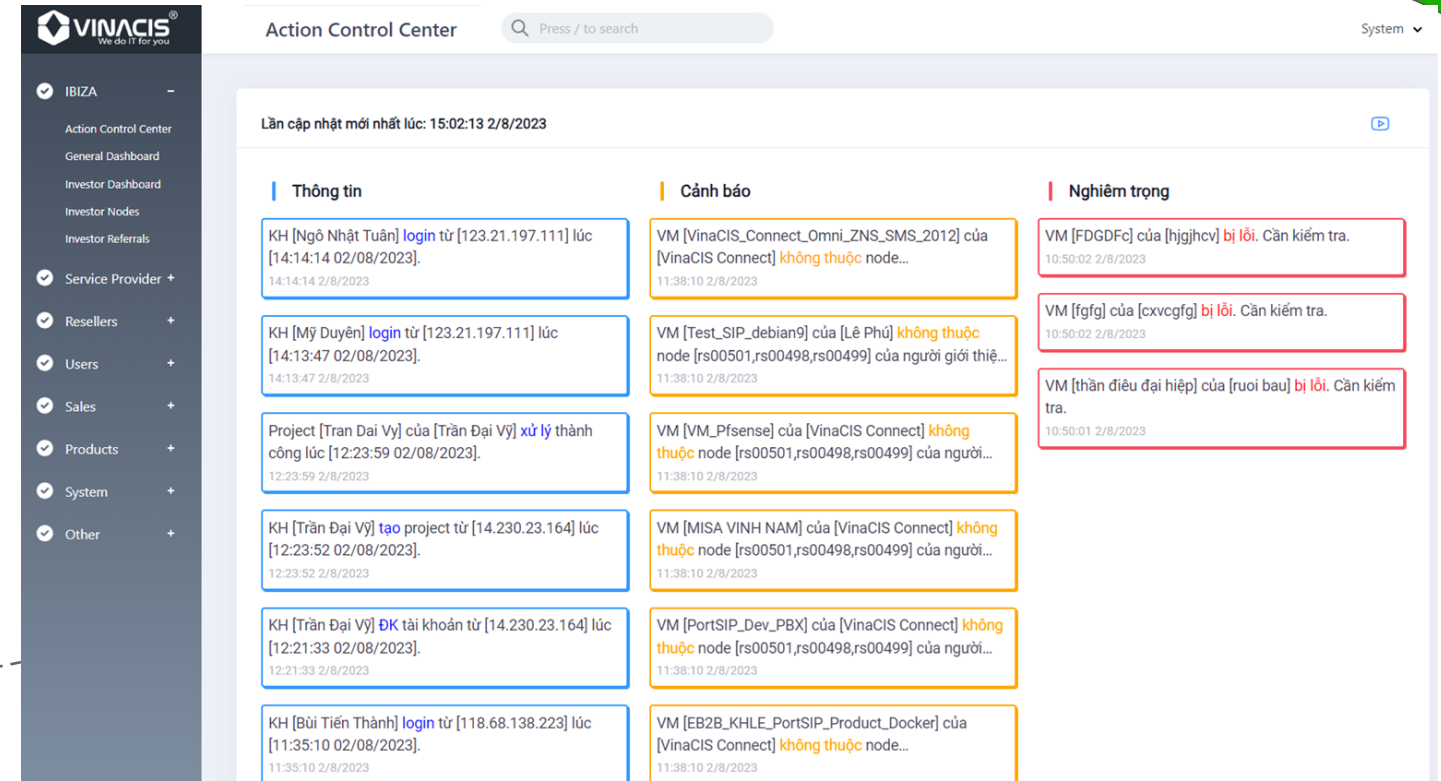
Collect big data



REAL TIME

Customer care in real time

Action Control Center (ACC)



Monitor all account activities: Register, Login, Create, Delete VM, Increase and decrease VM resources

Unresolved issues

Error: Create error, Run error, Spam

Action

The administrator handles the problem

Information

The system provides full information about ongoing activities

Alert

The system operates and detects a problem and will alert the administrator

Error

If there is a serious problem, the system will issue it, helping the administrator check promptly

Needed actions management center

Customer care in real time

Importance and benefits

Long-term benefits

Create value

Helps companies create more value from collected data

Helps with automation

Helps automate and optimize large processes

Orientation

Make forecasts, helping administrators make decisions more easily → change strategies and products



Short-term benefits

Error detected

Detect errors and loopholes to fix promptly

Analysis

The system synthesizes information in the form of charts, visual reports, and provides analysis

Comprehensive information

Fully grasp important and necessary information and indicators -> Measure system health

4

PART
FOUR ▶

First cooperation model in the world **Hop tac xa Cloud**

Real-time revenue sharing





Hop tac xa Cloud was born with the desire: to gather Vietnamese strength, Vietnamese knowledge, Vietnamese people, apply advanced technologies to help Cloud Vietnam regain market share in Vietnam and reach out to the international market.

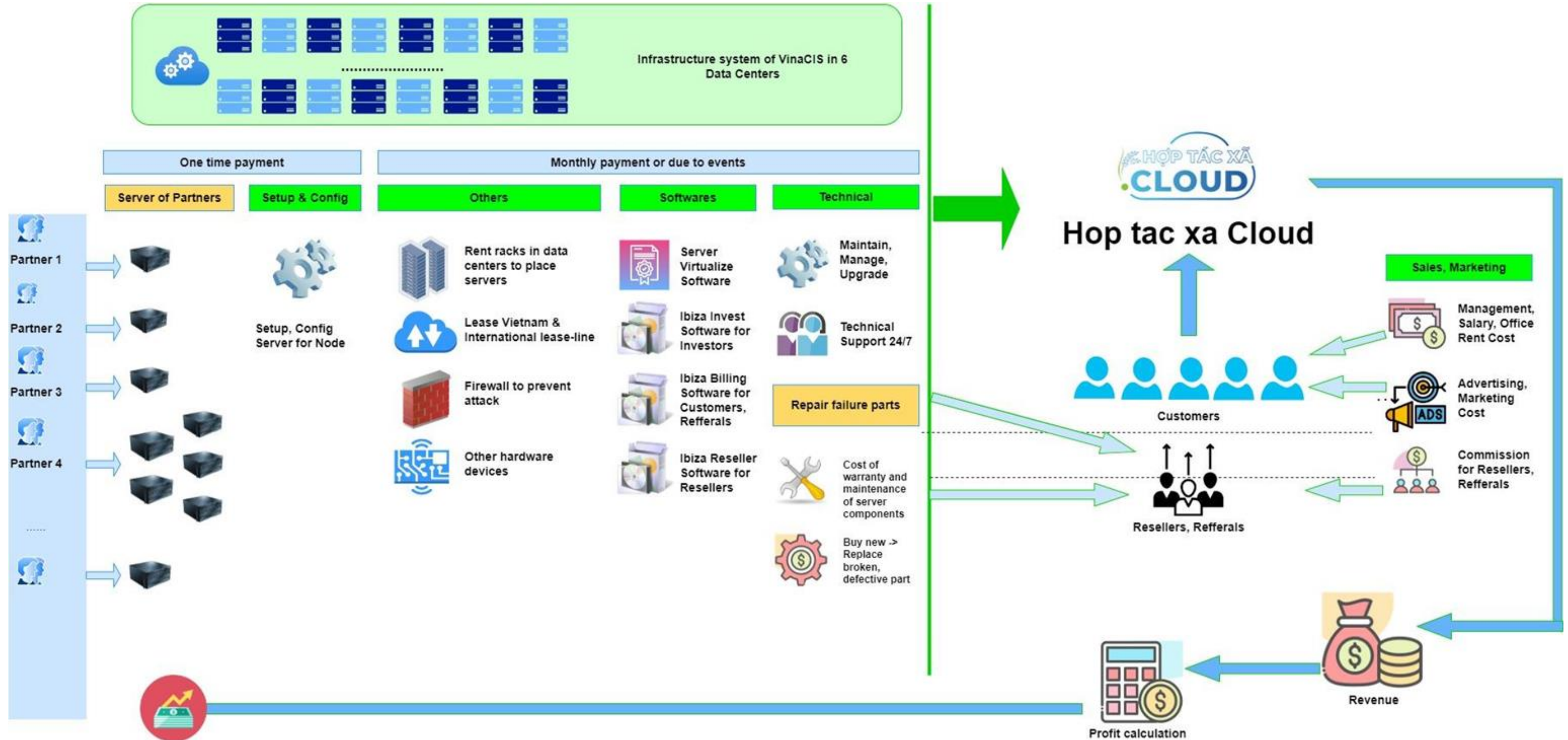
Hop tac xa Cloud will contribute to making Vietnam a Digital Center of the Asia-Pacific region.

Website: www.hoptacxa.cloud

- **Project scale:** 1,200 billion VND.
- **Content:** Hop tac xa Cloud calls for 2,000 dedicated servers to participate in cloud computing infrastructure Nodes nationwide, occupying 10% of the market share in Vietnam, equivalent to sales of 1,200 billion / year . To serve 50,000 units, businesses and individuals using telecommunications technology infrastructure services to operate software and digital platforms for business activities,...
- **Official launch:** March 17, 2023

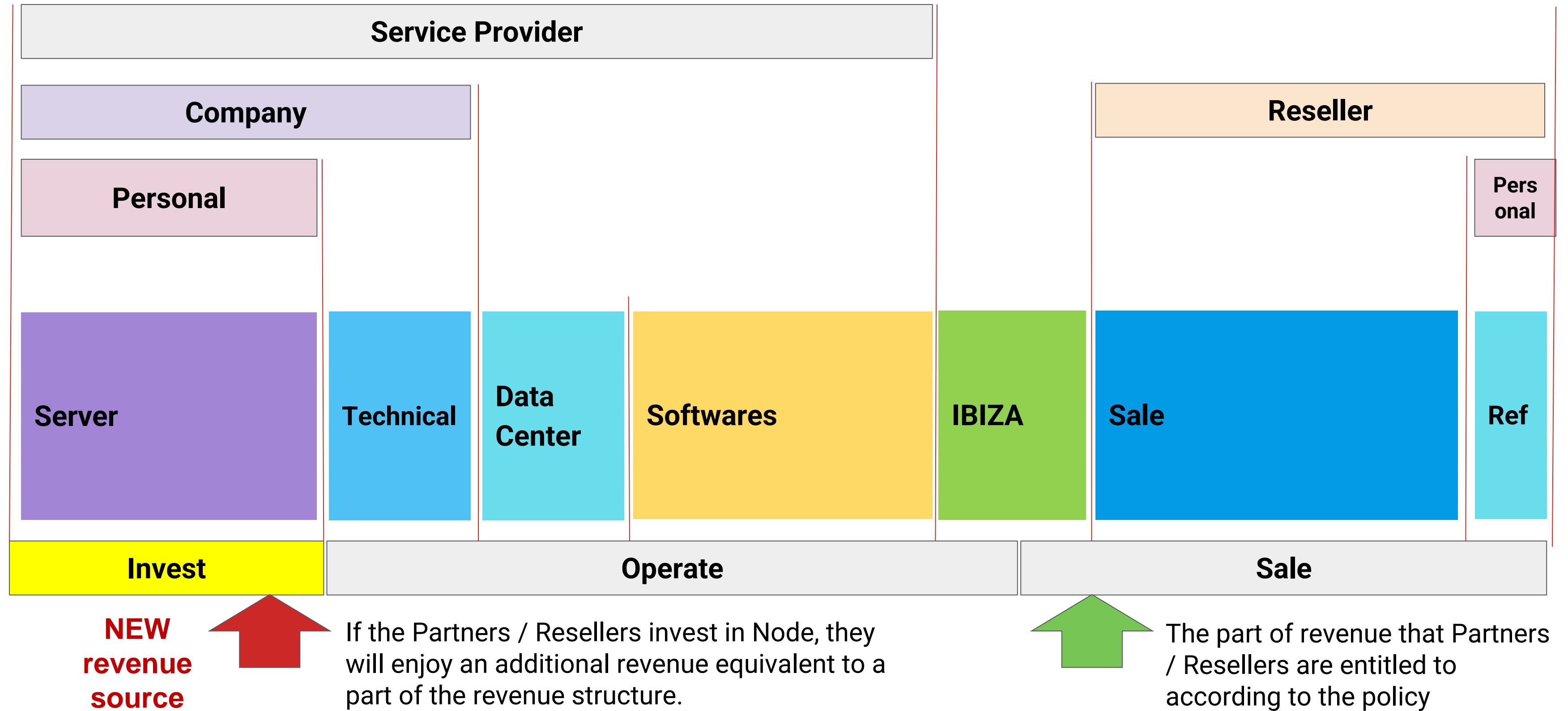
Service model

Introduction



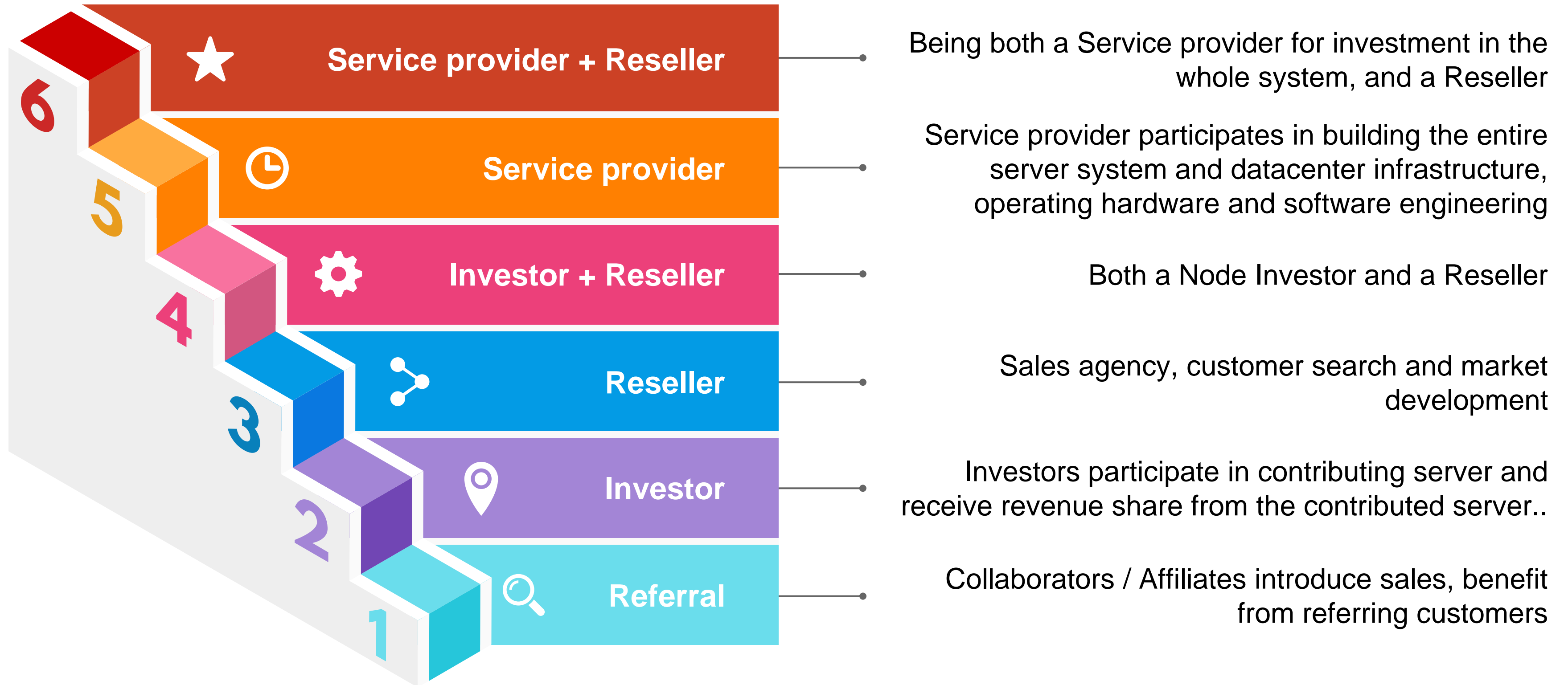
Revenue sharing model

Roles and share rates



Hợp tác xã Cloud model

Partner / Reseller levels

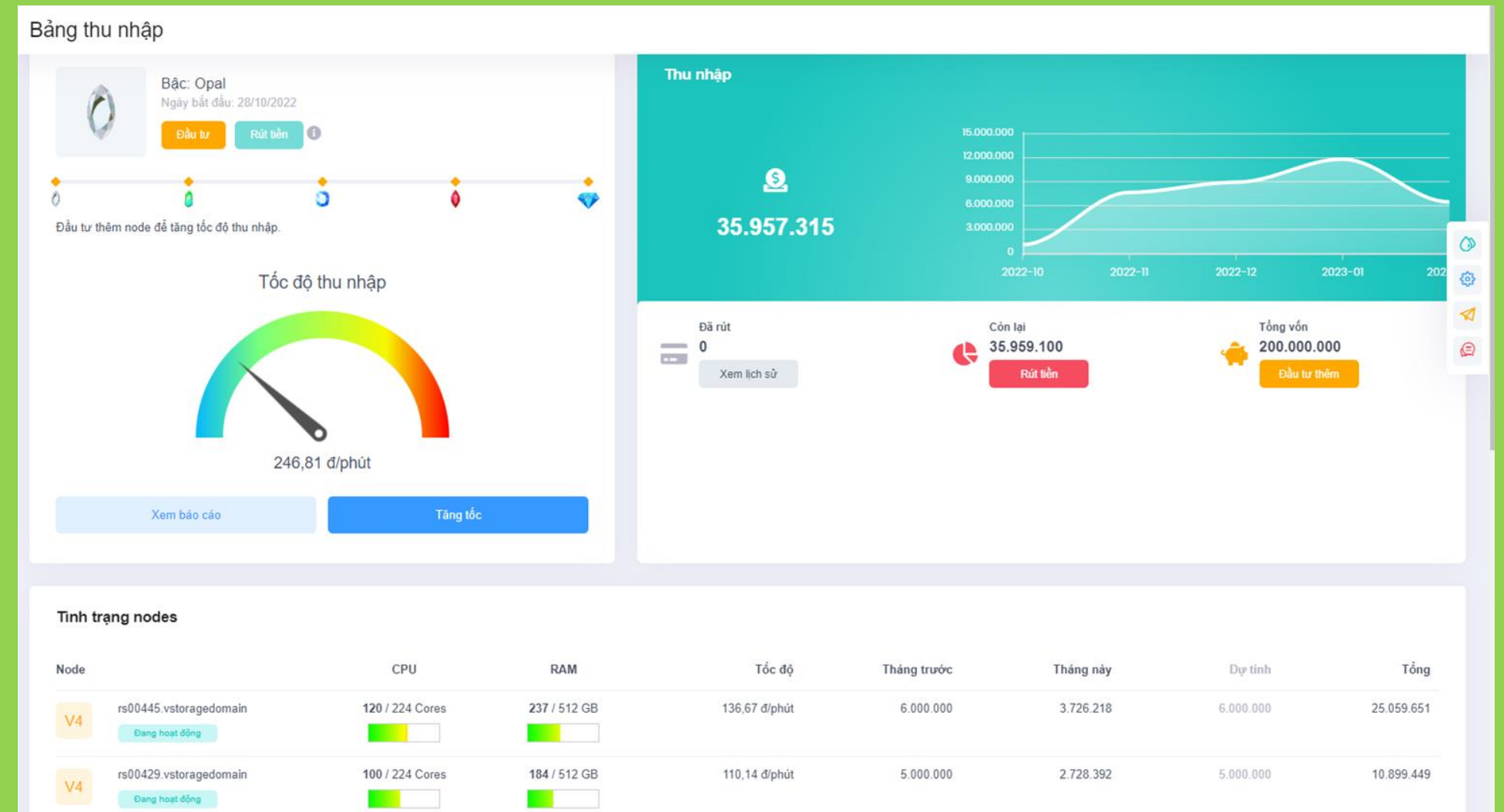


Monitor revenue in real time



Investors are individuals or companies or units that buy Node servers and contribute to the Cloud Cooperative.

Investors receive shared revenue from the sales of 1,000 Cloud Cooperative sales agents, grasp the number of sold resources, and shared revenue received every minute.



The IBIZA system monitors Investor's income in real time

No need setup

The experts of Hop tac xa Cloud will set it up.

No need sale

Agents, sales staff, and collaborators of Hop tac xa Cloud are in charge

No need care customers

Hop tac xa Cloud or Agents will take care customers.

No need supporting in technology

Hop tac xa Cloud will do it.



Sincerely thank!

VinaCIS Group

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