



NSSC
National Startup Support Center



VIETNAM OPEN INNOVATION ECOSYSTEM REPORT 2022

THE INNONATION



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TABLE OF CONTENT

03	<i>Preface</i>		
04	<i>Acknowledgement</i>		
05	<i>Publishing Unit</i>		
12	<i>Sponsors and Partners</i>		
13	<i>Board of Advisors and the Team</i>		
<hr/>			
18	Part 1 - 2022 Business Big Picture & Innovation and Innovation Trends	103	Part 5 - Survey of the Readiness of the Open Innovation Ecosystem in Vietnam
19	<i>1. 2022 Business Overview</i>		
26	<i>2. Innovation and Open Innovation Trends</i>		
<hr/>			
38	Part 2 - The world's Startup Ecosystem and Notable Areas	129	Part 6 - Innovation Trends in 5 Major Fields
39	<i>1. Overview of the World's Startup Ecosystem</i>	130	<i>1. Fintech & Insurtech</i>
45	<i>2. Outstanding Startup Ecosystem</i>	151	<i>2. Martech & Saletech</i>
<hr/>			
56	Part 3 - Innovation Landscape in Vietnam	168	<i>3. Smart Manufacturing</i>
57	<i>1. Overview of Vietnam's Open Innovation Ecosystem</i>	179	<i>4. Blockchain, Web3 and Metaverse</i>
61	<i>2. Highlights in the Innovation Ecosystem in Vietnam</i>	192	<i>5. Agtech & Foodtech</i>
64	<i>3. Prominent Innovation Startup Supporting Policies in Vietnam</i>		
76	<i>4. Technology Investment Activities in Vietnam in the First 9 Months of 2022</i>	205	Part 7 - Startup and Innovation Map in Other Fields
<hr/>			
83	Part 4 - Open Innovation: Typical Stories and Challenges Appealing for Collaboration from Corporations/Enterprises	239	Part 8 - Introduction and Information on Partners and Sponsors of the Project
84	<i>1. The Typical Story of Open Innovation</i>		
99	<i>2. Challenges and Problems Posed by Corporations/Enterprises</i>		

FOREWORD

In May 2022, the Prime Minister of Vietnam signed Decision No. 569/QĐ-TTg promulgating the Development Strategy for Science, Technology and Innovation by 2030, marking a major mission in the industrialization - modernization process of our country. While developed countries spend up to 3% of GDP to invest in innovation activities, Vietnam - among the developing countries - is currently spending only 1% of GDP on innovation. We need to quickly seize the opportunity to effectively exploit the potential of Vietnamese intelligence as well as thoroughly apply technological achievements to the process of developing a powerful and far-reaching Vietnam.

The wave of innovation has been spreading from the central to local levels and across components of an ecosystem. The speed of innovation is an absolute competitive advantage in today's 4.0 digital economy, and at the same time is an inevitable trend to catch up to overcome a volatile 2023 of the economy in the immediate future.

Innovation can be effectively applied in a variety of industry groups, with different business models and levels of governance, thereby creating the common strength of enterprises/organizations across all economic sectors. However, innovation has now entered a new era, where the connectivity in the ecosystem plays the role of the center of Open Innovation in order to accelerate and optimize the innovation process at a more reasonable cost. Nowadays, ideas for product improvement and enterprise capacity development can come from all companies and organizations of diverse sizes and fields instead of just from units with large research capabilities like before.

Facing the task of co-creating Vietnam's Open Innovation Ecosystem to thrive in the New Normal, the 2022 Vietnam Open Innovation Ecosystem Report will be a valuable source of overview data for the Government and appropriate authorities in the process of making policies to effectively support the Vietnamese Open Innovation ecosystem in the future. The report is also a useful tool for Enterprises in the development of appropriate business strategies with the application of Open Innovation. At the same time, the Report contributes to the opening up of investment resources, helping to develop Vietnam's innovation startup ecosystem.

With the goal of disseminate this Report widely to readers in Vietnam and many countries around the world, the report is released in two formats, online and in print. This year, the Report is specially released in three languages: Vietnamese, English and Korean.

The official report will be distributed across 20 countries and is expected to reach more than 2.5 million government agencies, organizations and individuals.

Our team, together with our partners, patrons, and sponsors, hope that the Report will be an information fulcrum for all ecosystem actors, portraying the dynamic Open Innovation scene in Vietnam teeming with potential and resilience in the New Normal. When we join hands, Vietnam will become an InnoNation!

ACKNOWLEDGEMENT

The Vietnam Open Innovation Ecosystem Report 2022 is conducted by BambuUP Innovation Connectivity Platform under the auspices of the National Agency for Technology Entrepreneurship and Commercialization Development (NATEC) and the National Startup Support Centre of Vietnam (NSSC).

We would like to express our sincere gratitude to the Board of Advisors, patrons, sponsors, startups, corporations/enterprises and media entities for your attention and advocacy for the Vietnam Open Innovation Ecosystem Report 2022 (Report). After more than 3 months, the Report has officially been completed with elaborateness and consideration. So far, the Report has depicted the Vietnamese startup and innovation ecosystem with more than 1500+ registered startups. The Report was also officially announced at the National Innovation and Startup Festival TECHFEST 2022 in Binh Duong.

The 2022 Report is a joint activity to implement Decision No. 569/QĐ-TTg on Science, Technology and Innovation Strategy to 2030. It is completed with the efforts of many people, especially with the great contribution from the Board of Advisors, which is gathered from a group of successful entrepreneurs, founders of outstanding startups, leading prestigious experts on innovation and operating in diverse economic fields. In addition, the Report also includes the cooperation of many large corporations and enterprises with outstanding open innovation activities.

We expect the Report to make great contribution towards constructing a national innovation system with intimate links with the region and the world; developing a system of national - sectoral - regional innovation centers, startup support centers, integrating and forming clusters associated with high-tech zones, residential areas, financial centers, venture capital funds, universities, research institutes; deploying open innovation platforms and networks, in order to attract all investment resources domestically and internationally...

Mr. Pham Hong Quat - Director of the National Agency for Technology Entrepreneurship and Commercialization Development (NATEC) expressed.

I hope that the Report will be disseminated to all organizations, individuals and especially the subjects of the open innovation ecosystem. The consensus and determination of the entire conducting team, the Board of Advisors and all parties involved have succeeded in building a very meaningful Report in the journey to make way for the Vietnamese innovation ecosystem to become the leading emerging ecosystem in the region and in the world.

Mr. Pham Dung Nam - Director of the National Startup Support Center (NSSC) shared.

It is your support and assistance that have contributed to the success of the 2022 Report. The Vietnam Open Innovation Ecosystem Report is the annual report made with contributions and participation from many different partners, experts, companies, corporations and sources of information, along with the BambuUP team's surveying, searching, analyzing and validating efforts. Even so, the limited time and resources might cause some limitations, leading to the inability of the Report to avoid errors. We look forward to receiving the companionship, contribution and constructive comments from our readers to perfect this meaningful database for the open innovation startup ecosystem in Vietnam.

Don't hesitate to send your suggestions to info@bambuup.com
The Editorial Board of the Report would like to sincerely thank you!

Đại diện



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CEO BambuUP





AN INTRODUCTION OF NATEC

On 8th of June 2011, the Prime Minister issued Decision No. 890/QĐ-TTg on the establishment of the National Agency for Technology Entrepreneurship and Commercialization Development (NATEC), with the function of advising and assisting The Minister of Science and Technology in the state management of developing the technology market, science and technology enterprises, and innovative Startup.

From the early days of establishment, the leaders of the NATEC have always paid close attention to building and developing the team, recruiting experienced staff from agencies inside and outside the Ministry to work at the Agency. Moreover, NATEC has always cared about training young cadres to improve their capacity in professional duties, as well as in political and ideological ones. In addition to building organizational apparatus, the construction of legal documents related to state management assigned to the Agency has always been proactively implemented; The Agency has presided over and participated in the development of many legal documents, including: Law on Science and Technology, Law on Technology Transfer, Law on Supporting Small and Medium Enterprises, 7 Government Decrees, 2 Decisions of the Prime Minister and 9 Circulars of the Ministry of Science and Technology; the Agency have participated in developing and advising legal documents in the field of technology market development, science and technology enterprise development and innovative Startup development. Many legal documents and guidelines have been advised, promulgated and directed by the Agency to disseminate and implement nationwide. The development of those legal documents has partly contributed to the perfection of the legal system on the development of the technology market, of science and technology enterprises, and of an innovative Startup ecosystem.

The implementation and guidance for newly promulgated policies in localities, institutes and schools are regularly carried out. In recent years, NATEC has coordinated with the local Departments of Science and Technology to organize seminars and conferences to disseminate, propagate and explain to businesses and managers about policies concerning the market, science and technology enterprises, and innovative Startup. The Agency also supports the Departments of Science and Technology in teaching enterprises how to evaluate and confirm the results of the task to establish S&T enterprises without using the state budget; NATEC guided and supported the Departments of Science and Technology to deliver research results to enterprises to establish S&T enterprises. In the process of performing the duties, NATEC has directly worked with many organizations, individuals and businesses to find out the difficulties and obstacles in the process of registering for the certificate of S&T enterprises as well as getting to enjoy state incentives for S&T enterprises. On that basis, the leaders of NATEC, together with the leaders of the Department of Science and Technology, worked directly with agencies of Tax/Natural Resources & Environment in some localities to thoroughly solve the obstacles in the implementation of incentives for S&T enterprises. In order to support the promotion of the research movement and commercialization of research results at the Institutes, NATEC has been actively working with many Institutes and Universities to find out the current status of research activities in these organizations. The Agency has coordinated with a number of universities and colleges to organize exhibitions to introduce creative products of students and lecturers.



The leaders of the Ministry of Science and Technology assigned NATEC to organize the National Innovation and Startup Festival (TECHFEST). After 6 years of organizing TECHFEST, the event has attracted a lot of attention from the domestic and international Startup community, with hundreds of thousands of people attending Techfest; over 1000 investors, investment funds, domestic and international speakers participated in the event's activities. The exhibition of innovative Startup products, introducing Startup support services is also held annually with a total of more than 900 Startup participants. In addition, the investment connection activity, one of the important contents that took place continuously throughout the event, attracted the attention of many investors and Startup with hundreds of investment connections being made, in which the total amount of investment is about 30 million USD. The TECHFEST event has increasingly affirmed its position in the domestic and foreign Startup community, and has been highly appreciated by leaders of the Party and the State, of ministries, branches and localities, and the Startup community.

While researching and developing scientific projects and duties, NATEC has also been presiding over the implementation of many research projects in the period of 2011 - 2021, in which many topics have been accepted as the scientific basis for the Agency to develop legal documents to serve the development of the market, of science and technology enterprises, and to develop an innovative Startup ecosystem.

The international cooperation activities of NATEC have witnessed some positive developments since its establishment in 2011. In addition to the exchange of delegations to learn from the experiences of countries around the world in the field of developing science and technology market and enterprises and innovative Startup, the Agency has proactively engaged in cooperation agreements with many international organizations in the United States, Singapore, South Korea, the United Kingdom, etc., and actively carry out in-depth activities associated with professional duties to attract international resources, form and develop the connection network of Vietnam and the world in the field of commercialization of research results, of entrepreneurship and innovation.

As a result, after 10 years of operation, the development of technology markets, of S&T enterprises, and of innovative Startup has been disseminated in many localities across the country, especially the movement of innovative Startup in universities and colleges have developed very vibrantly. With its efforts and achievements, NATEC has been recognized by the Ministry of Science and Technology and the Government: Certificate of Merit from the Minister of Science and Technology in the years: 2016, 2017, 2018, 2020; Emulation flag of the Ministry of Science and Technology in 2015 and 2019 and Emulation flag of the Government in 2015. From the activities and achievements that have been achieved, NATEC has affirmed its role in developing the technology market, science and technology enterprises and innovative Startup.

NATEC has proactively and actively cooperated with Institutes, Universities to understand their current research situations. The Agency has also collaborated with such entities to organize exhibitions to showcase innovative ideas and solutions of students and lecturers.

NSSC – National Startup Support Center, is a public science and technology organization under the Department of Market Development and Science and Technology Enterprises (Ministry of Science and Technology, holding the role of supporting Startup and promoting the development of an innovative Startup ecosystem under the direction of the Prime Minister.

The Center was established on March 4, 2019 with the introduction of Decision No. 416/QĐ-BKHCHN of the Ministry of Science and Technology. With this event, the national innovative Startup ecosystem has provided a bridge for Vietnam's Startup, Startup enablers and venture capital networks in the region and the world to connect.

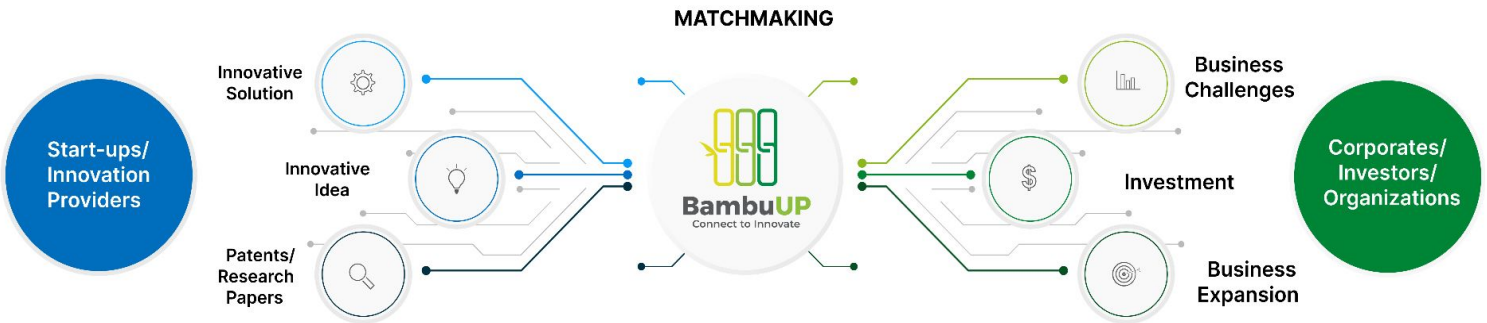
NSSC develops its focus around proposing solutions to support innovative Startup, promoting the development of the Startup ecosystem through cooperation and association to mobilize and exploit domestic and foreign resources on digital platforms, virtual reality (VR), and augmented reality (AR). It also seeks and supports technology transfer and capacity building of innovative Startup organizations, individuals and businesses as well as connecting activities of organizations supporting innovation Startup in the country with the international community. Besides those focuses, it also engages in organizing conferences, seminars, seminars, and providing services and consulting to promote the development of innovative Startup ecosystems in ministries, branches and localities. A few other focuses of the center involve its assigned tasks under the Project "Supporting The National Innovation Startup Ecosystem Until 2025", and propaganda and promotion activities about global technology trends. Additionally, it exploits the results of performing science and technology tasks related to innovative Startup.

NSSC is currently focusing on building and developing the Vietnam Innovative Entrepreneurship Network (VIEN) with members who are representatives of supporting organizations, programs, projects, and experts related to creative Startup to connect resources, encourage and support the formation and development of innovative Startup projects/enterprises.

The main activities of NSSC can be mentioned: Coordinating activities to ensure the quality of members and activities of VIEN, Arranging and connecting resources to support members to create the best support conditions for innovative Startup, Promoting activities and events aimed at forming a creative Startup culture, with a view to creating favorable conditions for the formation and development of new innovative Startup, researching and developing orientations, mechanisms, policies and plans to support innovative Startup for central and local governments, and organizing networking activities between entrepreneurs and investors, researchers, technology experts, policy makers and organizations supporting creative Startup.

ABOUT US

A **One-stop Innovation platform** that facilitates meaningful connections among Innovation Providers & Innovation Seekers, nurturing a complete growth co-creation ecosystem.



MAKE INNOVATION ACCESSIBLE TO EVERYONE - EVERYWHERE WITH OUR WIDESPREAD NETWORK OF CONNECTIONS



35+

50+

1500+

150+

100+

PARTNERS

INVESTMENT FUNDS

STARTUPS

EXPERTS

SUCCESSFUL CONNECTIONS





BambuUP
Connect to Innovate

YOU ARE A STARTUP LOOKING FOR EXPANSION?

- EXPAND MARKETS, INCREASE REVENUE?
- **CONNECT WITH A RELIABLE NETWORK**
- SEARCH FOR CAPITAL INVESTMENT OPPORTUNITIES
- **PROMOTE YOUR PRODUCTS TO THE RIGHT TARGETS**



YOU ARE A BUSINESS & ORGANIZATION REQUIRING INNOVATION ACCELERATION



- CONSULTANCY AND TRAINING ON INNOVATION
- **SEARCHING FOR SUITABLE DOMESTIC AND INTERNATIONAL INNOVATION SOLUTIONS**
- SEARCHING FOR OUTSTANDING INVESTMENT & DEVELOPMENT OPPORTUNITIES
- **NETWORKING TO TAKE OVER THE MARKET**



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