



Enterprise Blockchain Solution

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Being Digital Transformation Consultant, FPT enhances global competitiveness



2018 Revenue
23.214
billion VND



Capitalization
**USD
1.30+**
billion



Workforce
27.843
employees



Presence
in **45**
countries



03
core
business
sectors

01. Blockchain in 2020



3 Generations of Blockchain Technologies: 1. Digital Currencies 2. Smart Contracts and in the '20s it would be Enterprise Digitalization with Blockchain.

New applications of blockchain technology are being discovered and implemented all the time. It's difficult to say exactly where these developments will lead the technology as a whole.

Supporters of blockchain are likely to find this incredibly exciting; from their perspective, we are living in a moment with an epochal technology that is continuing to grow and unfold.

Blockchain Technology Not Just for Cryptocurrency

"We're really excited about the opportunity for blockchain within the CRM space. And I know a lot of you are coming here are saying "This is going to be interesting, how is Salesforce going to be using blockchain? We see a lot of opportunities in smart contacts and with loyalty and then extending out of CRM into supply chain management, product traceability, tremendous amount of interest, trading platforms. We are really excited."

-- Bruce Richardson, Chief Enterprise Strategist, Market Strategy, Salesforce

[* Fast & Secure Blockchain Integration With Salesforce CPQ: Dreamforce 2018](#)

Blockchain Statistics in 2020

Banks that use **blockchain** could reduce its infrastructure costs up to 30%.

** Joint analysis by Accenture and operations-benchmarking leader McLagan*



By 2025, more than half of healthcare administrations will have utilized **blockchain** for everyday operations.

** Statista Market Analysis*

13% of senior IT leaders have plans to implement blockchain in their everyday business operations.

** The Enterprisers Project*



By the end of 2019, the number of blockchain wallet users exceeded 42 million.

** Statista Market Analysis*

At the moment, only 0.5% of the people in the world are using **blockchain** technology.

this number is going to quadruple in five years.

** Edureka*



Nine out of ten countries want to invest in **blockchain**.
developing countries could adopt blockchain, IoT, and other new technologies faster than developed countries.

** David Zaharchuk, IBM*

02. Blockchain in Vietnam

Mr. Nguyen Van Khoa, FPT CEO in FPT Techday 2019

Enterprise Blockchain will continue to mature and develop

“Well-known examples such as the work underway at companies like Walmart, IBM, JP Morgan, Facebook and many others will continue to progress. It remains to be seen how these and other projects will ultimately develop, but the trend is unmistakable, and Vietnam will not be an exception.”

02. Blockchain in Vietnam

An Emerging Leader in Blockchain: Vietnam

- ✓ For the last few decades, Vietnam has made great strides in building and maintaining its economy with rapid GDP growth. With no signs of stopping, the country is now making headway in developing its technology and financial sector.
- ✓ Interest in blockchain technologies in the country is evidently on the rise. During last year's Vietnam Blockchain Week conference, organized by Infinity Blockchain Labs, more than 2,000 people attended.
- ✓ On top of this, blockchain is believed by top researchers to bring a commercial benefit of 1 trillion USD for SMEs and especially those in newly-emerged markets like Vietnam.
- ✓ Mr. Nguyen Van Binh, Head of the Party Central Committee's Economic Commission, spoke at the 'Blockchain Forum: Vision and Development' event and explained that they will continue to monitor, encourage, and take advantage of blockchain technology



02.

About akaChain - FPT Blockchain spearhead product



akaChain is chosen by top-tier enterprises as well as new businesses



akaChain won National Digital Transformation Award

Blockchain platform akaChain is voted as one of the "outstanding digital services and solutions" at the 2020 Vietnam Digital Transformation Awards.



SILVER STEVIE® WINNER:
Innovation in Technology
Development, Computer Industries

The Stevie® Awards series have established a reputation as the "Oscars of the business world"



Globee® Business Awards
BUSINESS AWARDS FOR EVERY INDUSTRY IN THE WORLD

Gold Globee Winner in 2021 IT World Awards Winners, Digital Experience Platform category

03. akaChain Services

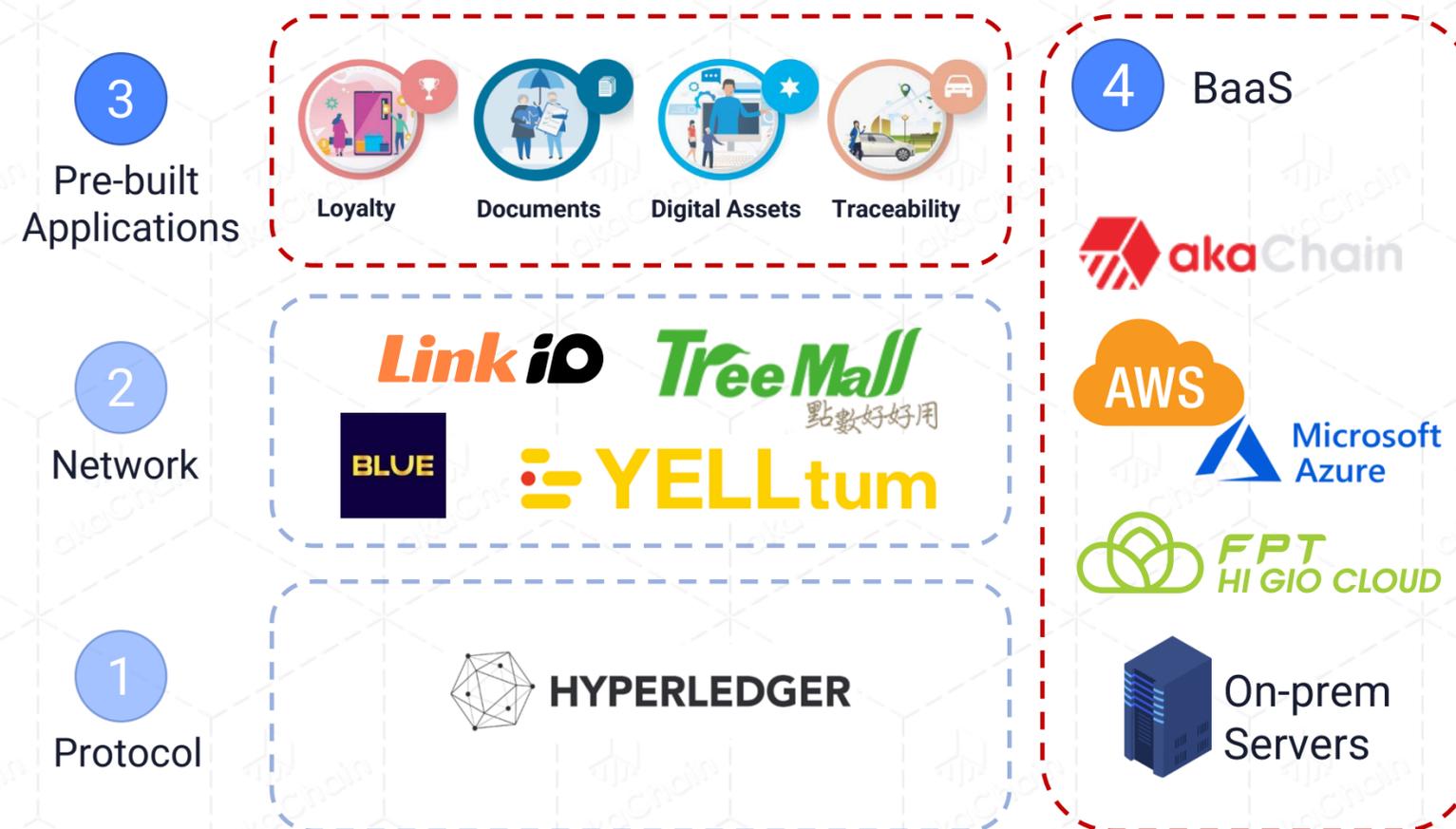
Full-stack Private Blockchain-As-A-Service

Our mission is bringing the power of the blockchain to modern businesses. akaChain simplifies the development and managing a private blockchain system by providing automatic deployment solution on different cloud infrastructure, ready-made business application templates and professional support services.

Our goal is to develop an ideal platform have

- ✓ portability (with containers) to different clouds or on-premise system
- ✓ flexible architecture that can be easily integrated with the existing enterprise infrastructure of each organizations
- ✓ ability to provide inter-organization communication capability

For the application layer, akaChain provides different solution templates, which are complete software solution packages that have been developed, tested and deployed on production network.



04. akaChain Use Cases.

Traceability

Supply Chain Management



Loyalty Network

Marketing

Loyalty-based New Retail

Retail



Smart Contracts

Individuals with Institutions

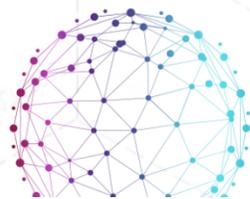


Digital Assets Management

Financial Services



Application #1 Loyalty Network



A business network



with multi organizations,

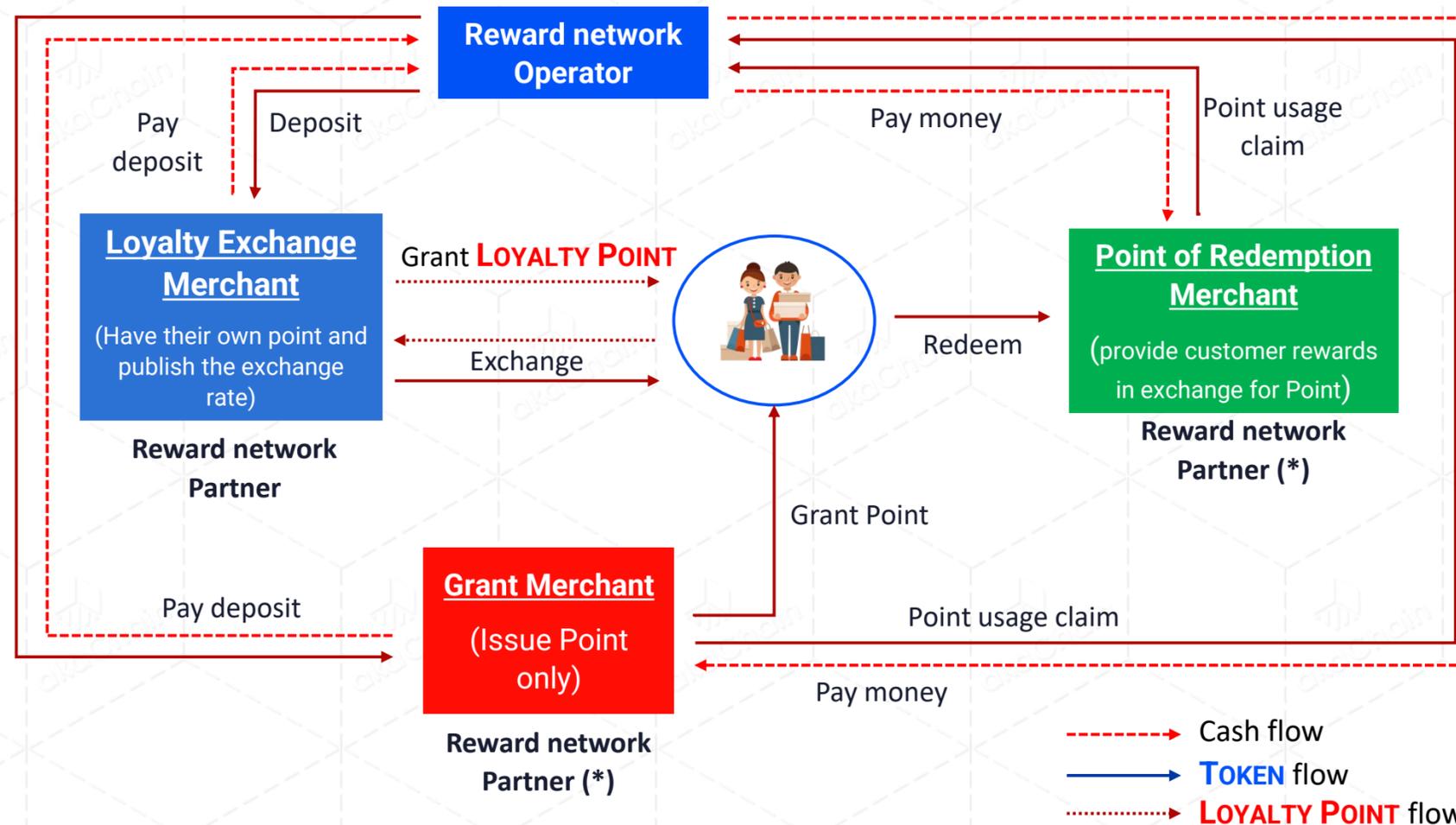


has a data set to be shared,



and demand a highly need of TRUST.

- ✓ All sensitive information will be encrypted and store on blockchain
- ✓ Data on blockchain is private
- ✓ Only authorized participants can commit transaction
- ✓ Any changes of data (customer, point, transaction) must go through consensus algorithm to ensure integrity.



Application #1 Loyalty Network

WHY?

Limited Point Redemption Option

For point-based loyalty program, the options of point redemption merchants are limited. Onboarding new merchants can be cumbersome

Operational Inefficiency

Cross-entity points and cash reconciliation is not real-time and required laborious effort

HOW BLOCKCHAIN HELPS?

Hassle-free Partner Integration

Reward network allows the rapid partner integration to the redemption network.

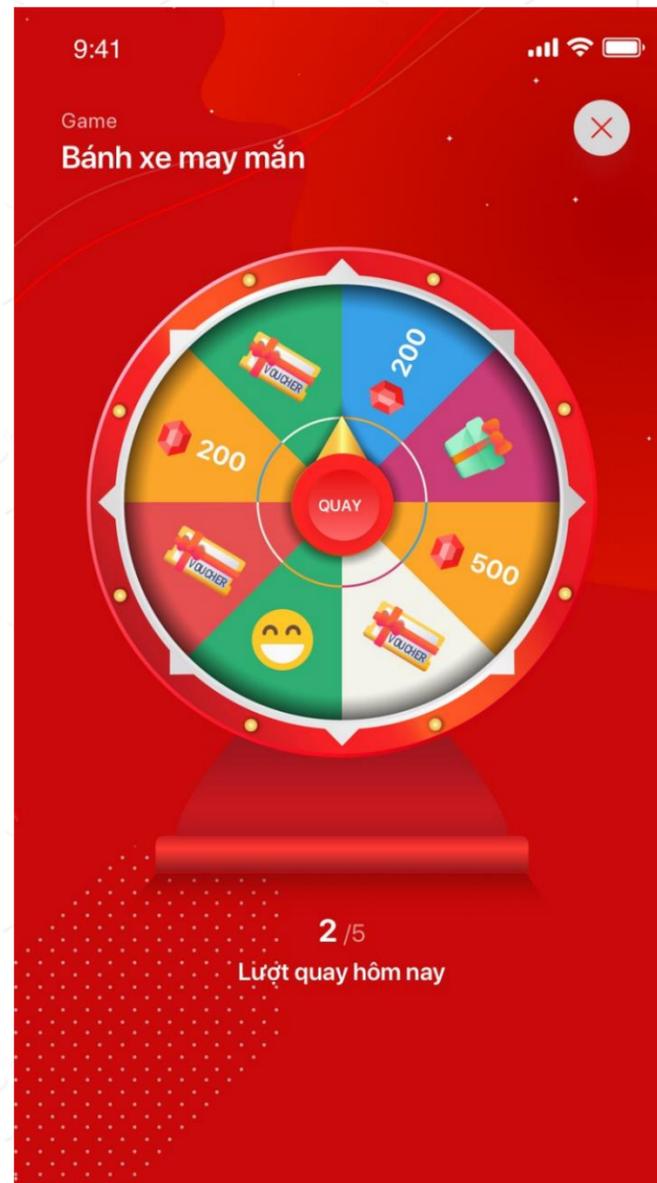
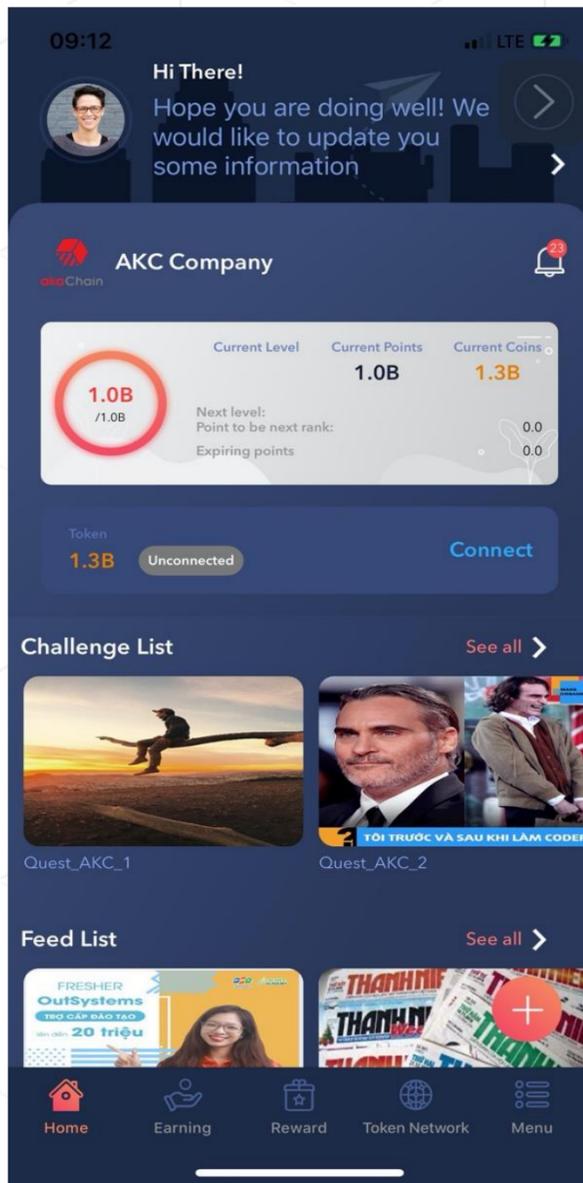
Operational Efficiency

Real-time points and cash reconciliation, allowing the reduction of intra-firm laborious effort



Application #1

Loyalty Network - samples



Create New

INFORMATION PURCHASE NON PURCHASE ACTION RULE SENIORITY REFERRAL

Purchase Base Ratio Setting

Return Base Ratio Setting

Rank Ratio Setting

Event Ratio Setting

Product Category Ratio Setting

Product Point Setting

Status All

Purchase Base Ratio Setting

Name Active

General information

Setting name * Description

Effective from * 10/23/2019 📅

Effective to * 10/23/2019 📅

Rewarding

Amount to point * Amount to coin *

Application #2

New Retail

The blending of online & offline commerce through the digitalization of the entire value chain for the benefit of both the merchant and the consumer.



Manufacturers/Enterprises

- Blockchain-backed Traceability
- Sales Management
- ID Management

Salesperson

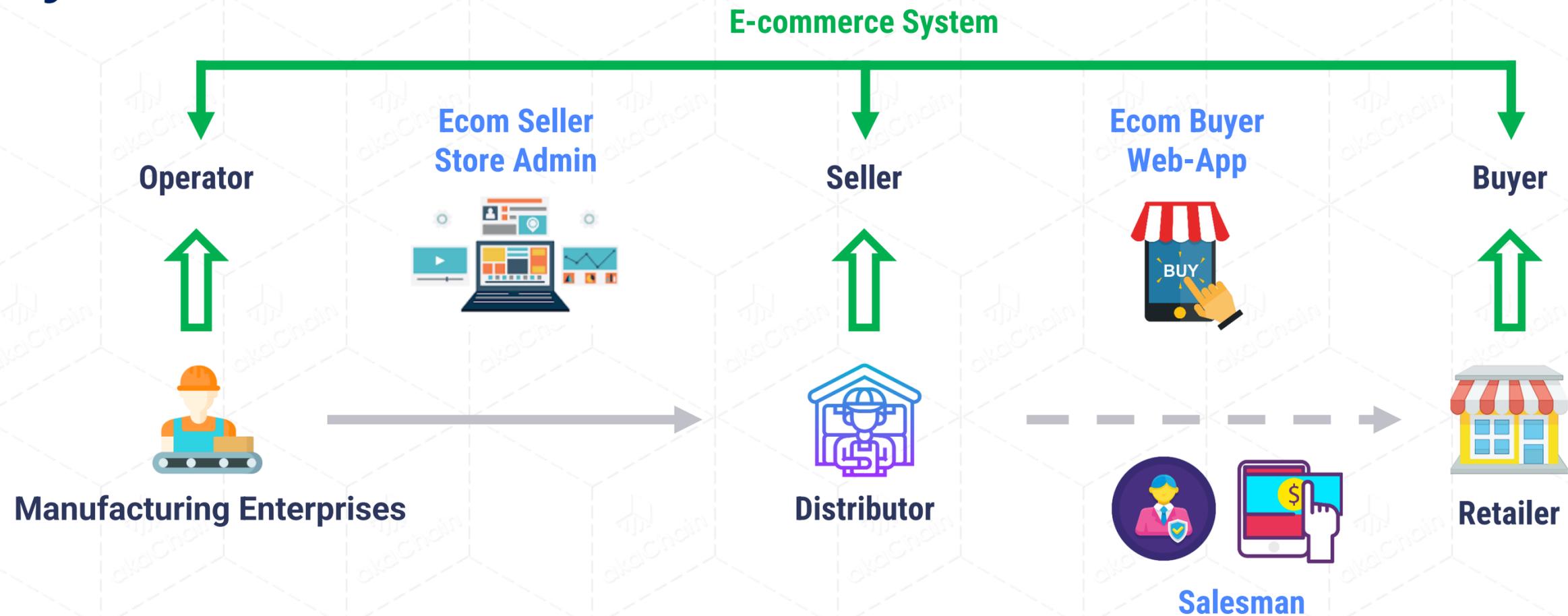
- Sales app
- Lead Management App

Consumers

- Loyalty & Reward Network
- E-commerce

Application #2

Loyalty-based New Retail



- ✓ Self-service for retailers for ordering, order management, tracking shipment, sending feedback, survey...
- ✓ Reduce the cost of deploying salesman forces.
- ✓ More effective information connections with Distributors and Retailers, benefits to Marketing, Promotions...
- ✓ Online transactions, Cashless payments, completely in line with the modern trend.
- ✓ Shipping Integration with Grab, Ahamove, GiaoHangNhanh to optimize costs, better tracking and management.
- ✓ Improve system value, the reliability of partners.

Application #2

Loyalty-based New Retail

- ✓ Integrate with DMS Navision
- ✓ Integrate DMS Call Center

Process Integrity

E-commerce Loyalty

- ✓ Integrate with akaChain Loyalty Blockchain Network

- ✓ Integrate with Online Payment



- ✓ Integrate with Firebase Login (Facebook, Google, Zalo..)



- ✓ Integrate SMS System for OTP or Order Notifications (eSMS)



- ✓ Integrate 3rd party Logistics



- ✓ Integrate with 3rd Loyalty Reward Store



Application #2

Loyalty-based New Retail

Product / Order

- Create & Update catalog & product
 - Navigate catalog & product
 - Create order
 - Track order
 - Report: product, order

Partner

- Create partner
- Create lead from partner
 - Manage product
 - Manage order
- Partner report: lead, order



Agent

- Create agent/sales
- Login/ manage progress
- Engagement
- Loyalty point/ redemption
- Performance report: partner, lead, engagement, order

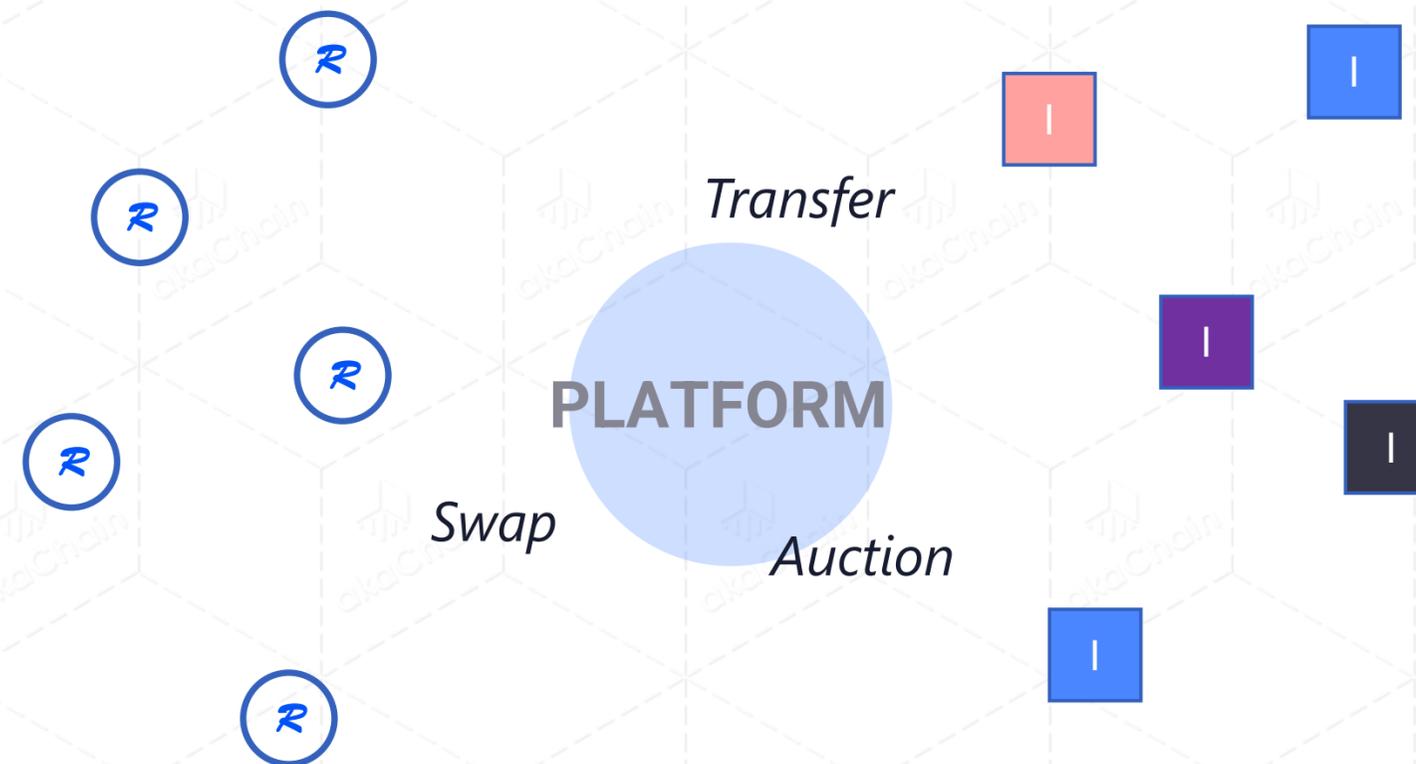
Lead

- Create lead
- Generate schedule
- View assignment
- Update conversation
- Track lead: visits, history, order
- Report: conversation, conversion

Application #3

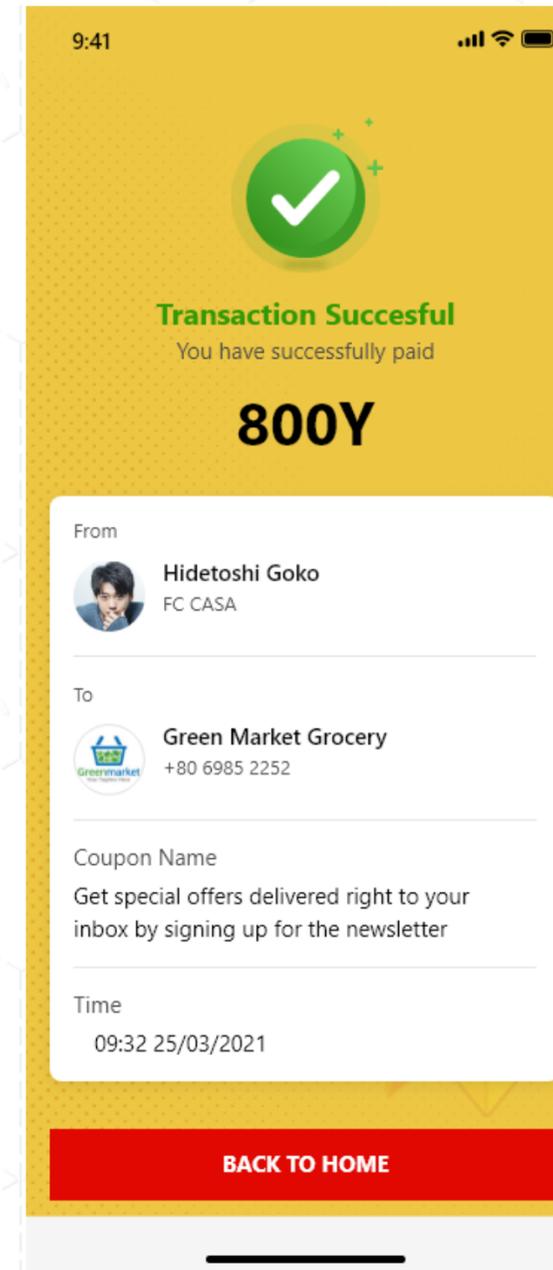
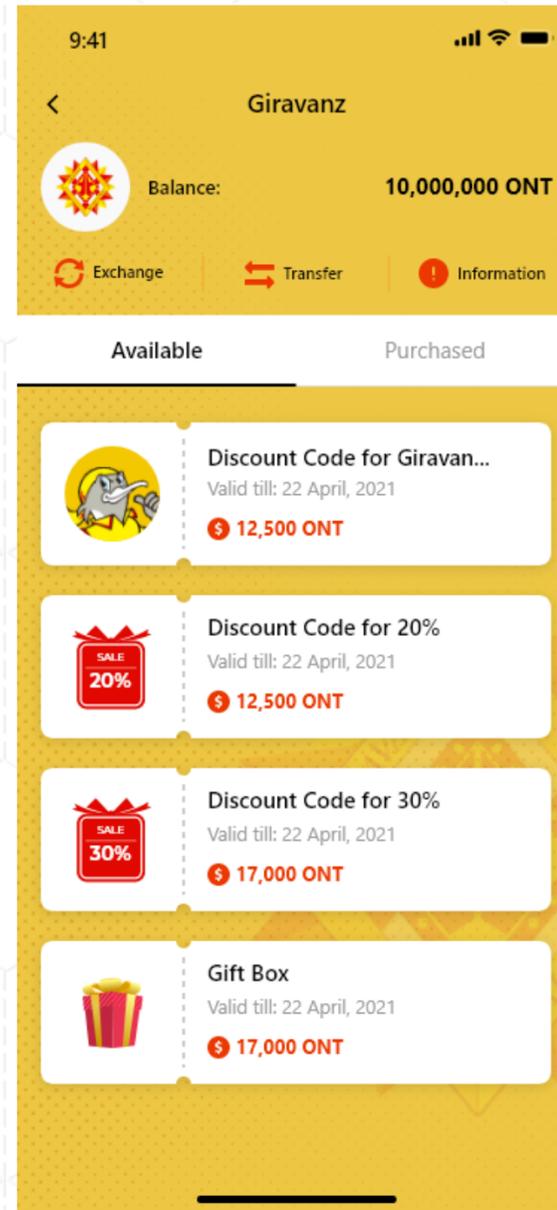
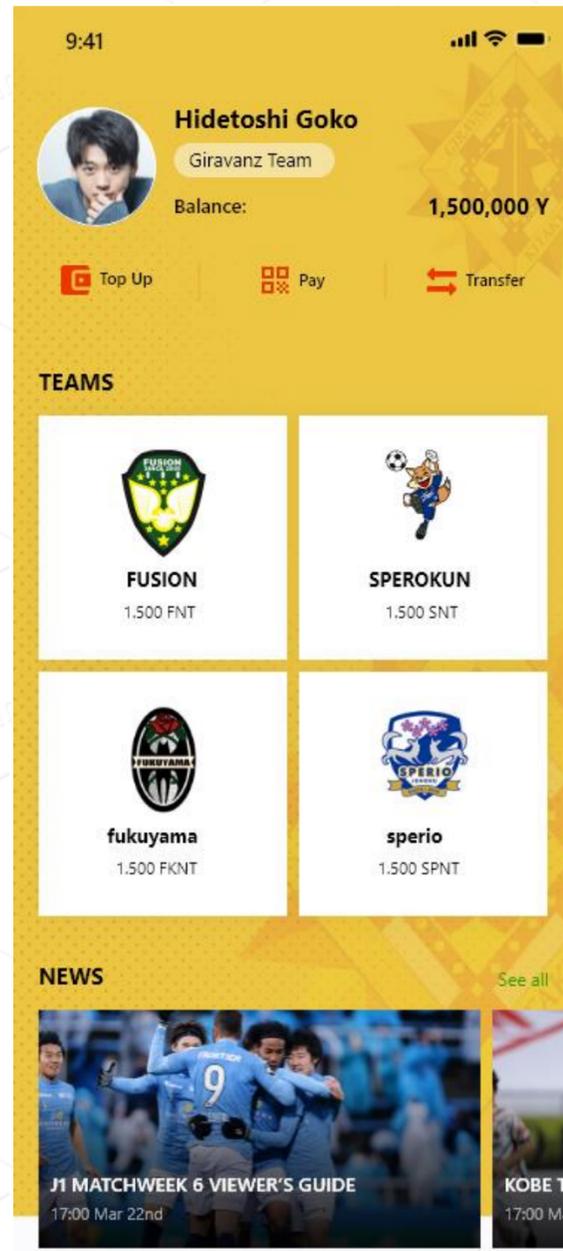
Digital Assets Management

- ✓ akaChain provides a Token Management Platform template
- ✓ Allow operators & participants to issue Private Tokens & manage their life cycles
- ✓ Manage complex Token life cycles
- ✓ Integration with Payment Gateway
- ✓ Enhance UX/UI as the application is used by hundred thousands of consumers

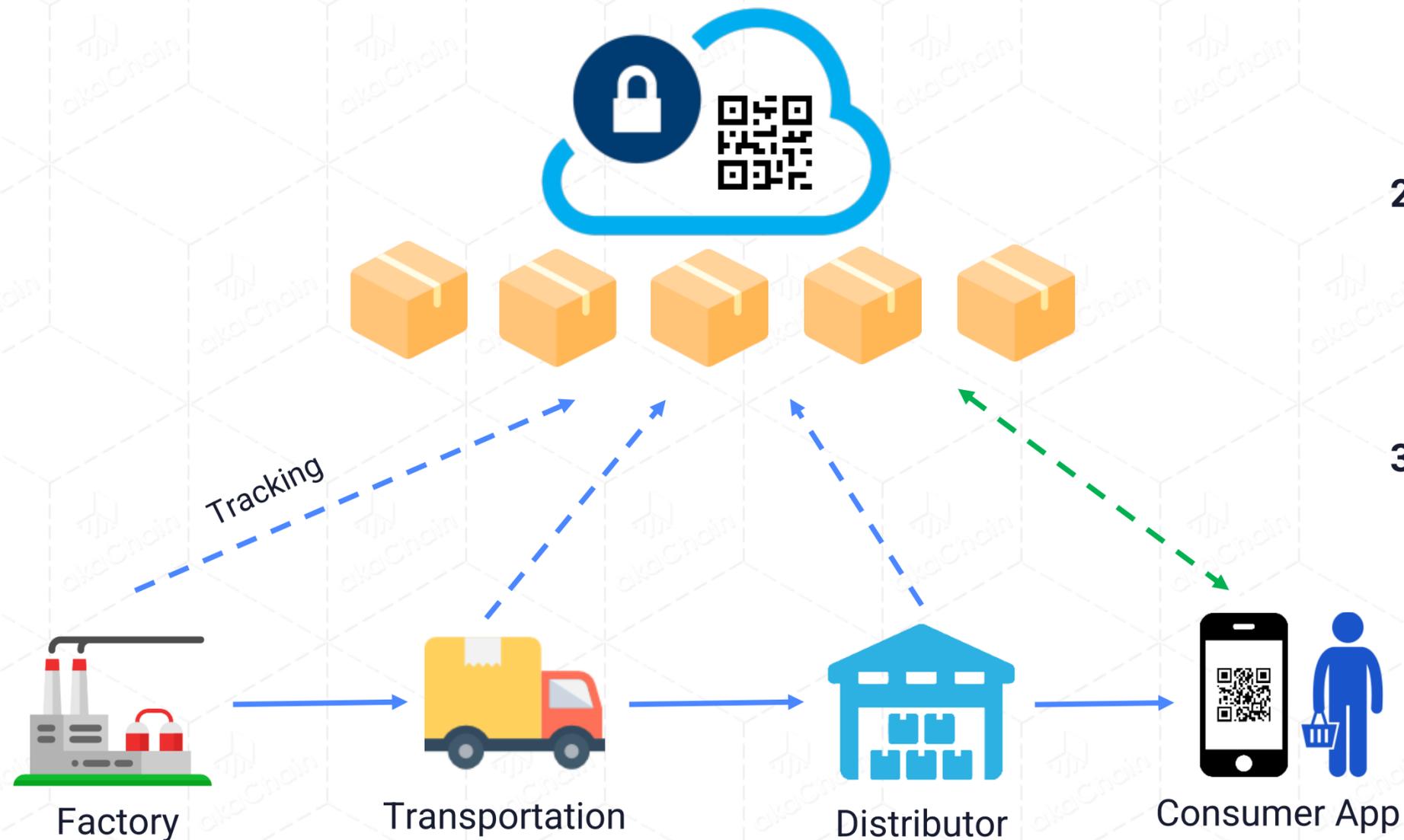


Application #3

Digital Assets Management - Samples



Application #4 Product Traceability



1. Identifying products and actors

- ✓ Partners in the whole supply chain system
- ✓ Farmers, Factories, Transporter, Distributor

2. Labeling and capturing data

- ✓ GS1 standards for barcode & QR code
→ **Compatible with standard POS**
- ✓ Integrate with Industrial Printing system

3. Recording & Sharing data

- ✓ Blockchain ledger

In collaboration with



Why Blockchain based solution?



Process Integrity



Traceability
Uneditable Records



Transparency



Cryptographic Security



Faster Processing

05. akaChain Advantages

Why we are #1 Blockchain Platform for Enterprises in Vietnam

Solution for Enterprises

- Ready-to-use templates (Traceability, Loyalty, KYC,...) to quick delivery to market (< 3 months)
- Flexibility in customization and configuration to support enterprise specifics and complexity business.
- Monitoring tool and governance
- High throughput

Global and Local Support

- Global 24 x 7 platform support.
- Intensive taskforce in local country
- Product R&D and maintenance/upgrade

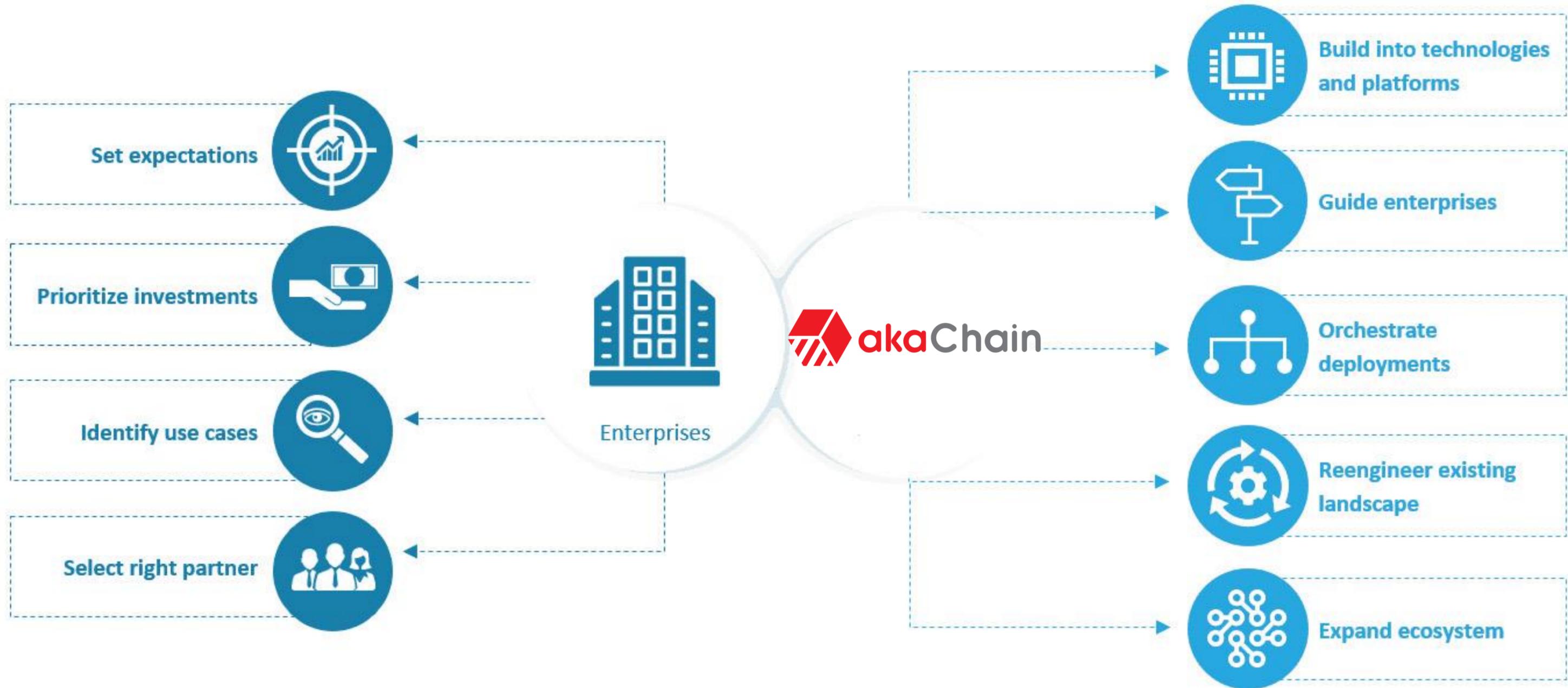
Fast Delivery to Market

- Best practice implementation
- Blockchain as a service
- Smart contract template repository
- Ready vertical and cross industry solutions
- Deployment tool and monitoring
- akaChain center of excellence with the acceleration support model

Ecosystem Expansion

- Support 4 types of blockchain business initiatives such as asset marketplace, decentralized ecosystem with payment token, efficiency play and record keeper.

06. Opportunities of Cooperation FPT akaChain & Partners



Leading minds and proven methodologies

Every blockchain for enterprise use case is different.

At the akaChain, we create bespoke hands-on workshops, blockchain value design, first projects, architectural reviews and more crafted for your business.



Platform Licensing

With the vision of a revolutionary platform, akaChain is capable of transforming businesses through specially designed Blockchain-as-a-service solution.



Blockchain Technology Outsourcing

Qualified with CMMI Level 5 & ISO 27001:2013, ASPICE LEVEL 3, FPT Software delivers world-class outsourcing services as Vietnam's largest software company.

Let's turn blockchain strategy into business outcomes.



thank you.