



WORLD MOBILE BROADBAND & CLOUD AI

SUMMIT

DAEWOO HANOI HOTEL, VIETNAM
MAY 22, 2025

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May 22nd, 2025

WORLD MOBILE BROADBAND & CLOUD AI



World Mobile Broadband & Cloud AI is an event organized by the International Data Group in Vietnam (IDG Vietnam) in collaboration with the Ministry of Information and Communications, The Authority of Radio Frequency Management and The Radio and Electronics Association of Vietnam (REV) organized. This is an annual event, first held in 2014 in Ho Chi Minh City and continues to be replicated in Vietnam & Cambodia. The event is where state management units in telecommunications, telecommunications technology corporations, network operators, companies/groups providing digital content services and Cloud service providers, AI and Big Data exchange product and business development methods on high-tech telecommunications platforms.



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WORLD MOBILE BROADBAND & CLOUD AI

Conference Agenda



16:00 Panel Discussion



13:00 Welcome Speech



18:00 Quality Report 2025



19:00 Awards Ceremony

May 22nd, 2025

WORLD MOBILE BROADBAND & CLOUD AI

Vietnam Cloud, Data Centre (SaaS, IaaS & AI) MARKET REPORT

World Mobile Broadband Summit
22 May 2025, Hanoi



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Report Structure & Methodology

1. Report Structure:

2. Vietnam's Economic and Digital Landscape:

1. Overview of Vietnam's current economic status and growth.
2. Analysis of Vietnam's digital transformation initiatives and government support for technology adoption.
3. Penetration rates of internet and digital services.
4. The role of key industries driving cloud adoption in Vietnam.

3. Executive Summary:

1. A concise overview of the entire report
2. Highlight the most significant findings, market trends, and key players in each segment (Data Centres, SaaS, IaaS, AI Infrastructure).
3. Include overall market size estimates and growth forecasts.
4. Briefly mention key drivers and challenges.

4. Introduction:

1. Define the scope and objectives of the report.
2. Provide context on the global and regional cloud market landscape.
3. Explain the importance and growth potential of the cloud market in Vietnam.
4. Mention the key segments covered: Data Centres, SaaS, IaaS, and AI Infrastructure.
5. Outline the methodology used for data collection and analysis (if applicable).



Data Centers & GenAI is a trend!

Vietnam's data center capacity was estimated to reach approximately 80MW as of Q1 2024. The country has a total of 33 data centers and 49 service providers, with Hanoi and Ho Chi Minh City leading in numbers, having 15 and 16 data centers, respectively.

Vietnam's data center market is projected to reach a value of \$1.04 billion by 2028, experiencing significant growth from \$561 million in 2022. Although the market size remains modest, substantial investments from both domestic and international enterprises are accelerating Vietnam's development, leveraging the increasing demand for AI-driven infrastructure.

Telecommunications technology companies are dominating Vietnam's data center market. The five major players—Viettel, VNPT, FPT Telecom, CMC Telecom (under CMC Corp), and VNZ (VNG Corp)—collectively hold nearly 70% of the market share in terms of the number of data centers. Among them, Viettel and VNPT each account for 21%, FPT Telecom holds 12%, CMC Telecom 9%, and VNZ 6%.

DATA CENTERS AND AI MARKET OPPORTUNITIES

US\$1 Billion through 2028

34 DC, 49 providers, 80 MW

SPENDING ON AI BY BIG TECH

Viettel IDC
US\$ 70 million

VNPT Cloud
US\$ 50 million

FPT Telecom
US\$25 million

CMC Telecom
US\$15 billion

US\$300 million

INDUSTRIES/CONSUMER GENAI APPS

ChatGPT & AI
30 million REV\$
120 MILLION SEARCH

Internet of Things
79 million Rev\$
23 industries usage



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Data Centre Market in Vietnam:

Vietnam has made significant strides in the technology sector, attracting major players such as Nvidia, Google, Apple, and Samsung. The Vietnamese government has also signed cooperation agreements with Nvidia to establish an AI research and development center, reinforcing the country's strategic position in the global tech industry.

A series of positive developments signal a major shift in Vietnam's data center market. The latest milestone is Nvidia's recent announcement. In December 2024, the Vietnamese government signed a cooperation agreement with Nvidia to establish an AI research and development center as well as an AI data center. Nvidia's CEO affirmed that "Vietnam is my second home," highlighting the country's growing appeal as a destination for Nvidia and other global tech companies.

Beyond Nvidia, other major technology firms such as Google, Apple, Samsung, Intel, and Qualcomm have also been expanding their presence in Vietnam.

Meanwhile, domestic technology companies are making strides, solidifying Vietnam's position on the global technology map.



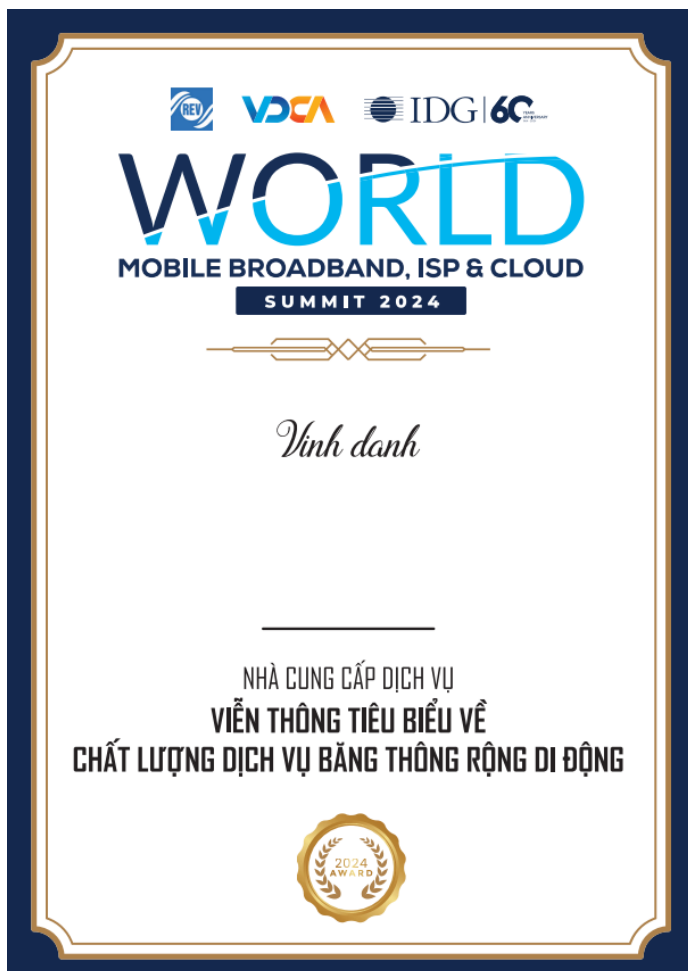
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WORLD MOBILE BROADBAND & CLOUD AI AWARDS

THE OUTSTANDING MOBILE BROADBAND, ISP & CLOUD
COMPUTING PROVIDERS IN 2025



This is an annual announcement ceremony, built on the foundation of the Telecommunications Service User Satisfaction Survey program conducted by IDG Vietnam from 2017 to present.

The announcement ceremony aims to honor typical telecommunications services and products with satisfied customers from network operators as well as fixed internet line providers, digital transformation infrastructure providers, and digital transformation infrastructure providers. cloud computing service provider in Vietnam.



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WORLD MOBILE BROADBAND & CLOUD AI

AWARDS

Global SaaS Satisfaction Report

1. Mức độ hài lòng về chất lượng SaaS

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
Alibaba	24.1%	15.5%	46.6%	6.9%	6.9%	100%
AWS	17.0%	26.4%	28.3%	15.1%	13.2%	100%
Dropbox	20.4%	27.8%	25.9%	9.3%	16.7%	100%
Google	25.4%	25.4%	30.5%	10.2%	8.5%	100%
IBM	20.4%	22.4%	24.5%	16.3%	16.3%	100%
Microsoft	24.3%	20.0%	31.4%	11.4%	12.9%	100%
Oracle	19%	23%	23%	19%	17%	100%
Salesforce	19%	21%	33%	12%	14%	100%
SAP	20.8%	22.6%	26.4%	15.1%	15.1%	100%

2. Phù hợp với loại hình kinh doanh

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
Alibaba	25.00%	26.79%	33.93%	12.50%	1.79%	100%
AWS	26.87%	31.34%	26.87%	8.96%	5.97%	100%
Dropbox	22.22%	25.93%	29.63%	9.26%	12.96%	100%
Google	27.94%	38.24%	22.06%	7.35%	4.41%	100%
IBM	24.00%	30.00%	22.00%	14.00%	10.00%	100%
Microsoft	24.19%	35.48%	27.42%	8.06%	4.84%	100%
Oracle	24.49%	24.49%	30.61%	10.20%	10.20%	100%
Salesforce	17.07%	29.27%	34.15%	12.20%	7.32%	100%
SAP	27.78%	24.07%	22.22%	12.96%	12.96%	100%



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AWARDS

Global SaaS Satisfaction Report

3. Chất lượng hỗ trợ khách hàng

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
Alibaba	30.5%	25.4%	30.5%	10.2%	3.4%	100%
AWS	29.7%	25.7%	33.8%	6.8%	4.1%	100%
Dropbox	29.6%	25.9%	31.5%	3.7%	9.3%	100%
Google	23.7%	27.1%	37.3%	6.8%	5.1%	100%
IBM	23.1%	25.0%	40.4%	5.8%	5.8%	100%
Microsoft	30.9%	25.0%	30.9%	4.4%	8.8%	100%
Oracle	24.5%	22.4%	38.8%	8.2%	6.1%	100%
Salesforce	19.5%	22.0%	29.3%	9.8%	19.5%	100%
SAP	20.0%	26.7%	35.6%	6.7%	11.1%	100%

4. Đào tạo, chuyển giao CN và tư vấn

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
Alibaba	35.0%	26.7%	28.3%	3.3%	6.7%	100%
AWS	36.8%	32.4%	16.2%	7.4%	7.4%	100%
Dropbox	22.9%	27.1%	33.3%	10.4%	6.3%	100%
Google	35.0%	28.3%	21.7%	5.0%	10.0%	100%
IBM	40.4%	21.2%	21.2%	5.8%	11.5%	100%
Microsoft	34.4%	32.8%	20.3%	4.7%	7.8%	100%
Oracle	32.0%	24.0%	24.0%	8.0%	12.0%	100%
Salesforce	31.3%	22.9%	25.0%	8.3%	12.5%	100%
SAP	31.4%	23.5%	29.4%	5.9%	9.8%	100%



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WORLD MOBILE BROADBAND & CLOUD AI

AWARDS

Global SaaS Satisfaction Report

5. Hiệu quả SaaS

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
<i>Alibaba</i>	30.0%	31.4%	27.1%	4.3%	7.1%	100%
<i>AWS</i>	35.5%	33.9%	17.7%	4.8%	8.1%	100%
<i>Dropbox</i>	35.1%	24.3%	32.4%	2.7%	5.4%	100%
<i>Google</i>	29.7%	29.7%	32.4%	4.1%	4.1%	100%
<i>IBM</i>	29.1%	25.5%	38.2%	3.6%	3.6%	100%
<i>Microsoft</i>	31.8%	31.8%	28.8%	3.0%	4.5%	100%
<i>Oracle</i>	30.0%	22.0%	36.0%	4.0%	8.0%	100%
<i>Salesforce</i>	26.8%	14.6%	46.3%	7.3%	4.9%	100%
<i>SAP</i>	32.6%	26.1%	26.1%	4.3%	10.9%	100%

Cloud SaaS

Cloud SaaS						
STT	Đơn vị	1. Mức độ hài lòng SaaS	2. Phù hợp với loại hình kinh doanh	3. Hỗ trợ khách hàng	4. Đào tạo, chuyên giao CN và tư vấn	5. Hiệu quả
1	<i>Alibaba</i>	66.38	77.68	84.75	94.17	86.43
2	<i>AWS</i>	33.02	77.61	87.16	91.91	92.74
3	<i>Dropbox</i>	38.89	50.00	78.70	66.67	97.30
4	<i>Google</i>	64.41	88.97	76.27	84.17	93.24
5	<i>IBM</i>	26.53	55.00	74.04	83.65	91.82
6	<i>Microsoft</i>	47.14	79.84	80.15	91.41	97.73
7	<i>Oracle</i>	19.79	58.16	70.41	68.00	80.00
8	<i>Salesforce</i>	35.96	53.66	26.83	64.58	74.39
9	<i>SAP</i>	32.08	51.85	55.56	75.49	78.26



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WORLD MOBILE BROADBAND & CLOUD AI

AWARDS

Local SaaS Satisfaction Report

1. Mức độ hài lòng về chất lượng SaaS

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
BASE	34.4%	29.7%	18.8%	7.8%	9.4%	100%
Bravo	29.4%	31.4%	21.6%	7.8%	9.8%	100%
CMC	27.3%	25.0%	34.1%	6.8%	6.8%	100%
FPT AI	31.9%	23.4%	29.8%	6.4%	8.5%	100%
Haravan	27.3%	25.5%	29.1%	9.1%	9.1%	100%
MAT BAO	35.0%	26.7%	18.3%	8.3%	11.7%	100%
MISA	29.6%	21.1%	31.0%	9.9%	8.5%	100%
Tanca	25.0%	27.1%	31.3%	10.4%	6.3%	100%
Viettel IDC	23.0%	26.2%	36.1%	8.2%	6.6%	100%

2. Phù hợp với loại hình kinh doanh

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
BASE	30.16%	38.10%	20.63%	7.94%	3.17%	100%
Bravo	40.00%	22.22%	24.44%	6.67%	6.67%	100%
CMC	30.36%	25.00%	37.50%	3.57%	3.57%	100%
FPT AI	27.78%	38.89%	24.07%	5.56%	3.70%	100%
Haravan	27.45%	43.14%	21.57%	3.92%	3.92%	100%
MAT BAO	32.81%	21.88%	35.94%	4.69%	4.69%	100%
MISA	33.33%	36.36%	19.70%	4.55%	6.06%	100%
Tanca	22.81%	38.60%	26.32%	7.02%	5.26%	100%
Viettel IDC	28.89%	31.11%	24.44%	8.89%	6.67%	100%



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WORLD MOBILE BROADBAND & CLOUD AI

AWARDS

Local SaaS Satisfaction Report

3. Chất lượng hỗ trợ khách hàng

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
BASE	29.7%	28.4%	28.4%	5.4%	8.1%	100%
Bravo	26.4%	28.3%	28.3%	9.4%	7.5%	100%
CMC	31.0%	31.0%	18.3%	9.9%	9.9%	100%
FPT AI	25.5%	27.5%	25.5%	9.8%	11.8%	100%
Haravan	30.4%	32.6%	23.9%	4.3%	8.7%	100%
MAT BAO	41.5%	22.6%	17.0%	9.4%	9.4%	100%
MISA	40.4%	24.6%	14.0%	12.3%	8.8%	100%
Tanca	31.8%	36.4%	11.4%	6.8%	13.6%	100%
Viettel IDC	23.1%	28.8%	28.8%	11.5%	7.7%	100%

4. Đào tạo, chuyển giao CN và tư vấn

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
BASE	36.7%	35.0%	11.7%	15.0%	1.7%	100%
Bravo	28.8%	32.7%	23.1%	11.5%	3.8%	100%
CMC	30.6%	35.5%	17.7%	14.5%	1.6%	100%
FPT AI	27.1%	45.8%	10.4%	12.5%	4.2%	100%
Haravan	35.6%	33.3%	17.8%	8.9%	4.4%	100%
MAT BAO	31.4%	34.3%	21.4%	10.0%	2.9%	100%
MISA	32.3%	36.9%	18.5%	10.8%	1.5%	100%
Tanca	26.4%	35.8%	20.8%	15.1%	1.9%	100%
Viettel IDC	30.4%	34.8%	10.9%	19.6%	4.3%	100%



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WORLD MOBILE BROADBAND & CLOUD AI

AWARDS

Local SaaS Satisfaction Report

5. Hiệu quả SaaS

Nhà cung cấp	Tỷ Lệ					
	Hoàn toàn hài lòng	Hài lòng	Bình thường	Không hài lòng	Hoàn toàn không hài lòng	Tổng cộng
<i>BASE</i>	29.5%	30.8%	26.9%	10.3%	2.6%	100%
<i>Bravo</i>	27.3%	36.4%	25.0%	4.5%	6.8%	100%
<i>CMC</i>	33.3%	34.9%	15.9%	11.1%	4.8%	100%
<i>FPT AI</i>	28.3%	30.4%	26.1%	10.9%	4.3%	100%
<i>Haravan</i>	27.5%	27.5%	27.5%	12.5%	5.0%	100%
<i>MAT BAO</i>	23.1%	28.8%	26.9%	15.4%	5.8%	100%
<i>MISA</i>	30.1%	24.7%	30.1%	11.0%	4.1%	100%
<i>Tanca</i>	27.3%	31.8%	29.5%	6.8%	4.5%	100%
<i>Viettel IDC</i>	36.1%	36.1%	19.7%	4.9%	3.3%	100%

Cloud SaaS

Cloud SaaS						
STT	Đơn vị	1. Mức độ hài lòng SaaS	2. Phù hợp với loại hình kinh doanh	3. Hỗ trợ khách hàng	4. Đào tạo, chuyên giao CN và tư vấn	5. Hiệu quả
1	<i>BASE</i>	81.25	94.44	80.41	95.83	87.82
2	<i>Bravo</i>	73.53	94.44	70.75	82.69	85.23
3	<i>CMC</i>	76.14	93.75	72.54	87.90	88.89
4	<i>FPT AI</i>	78.72	93.52	57.84	84.38	80.43
5	<i>Haravan</i>	67.27	97.06	83.70	95.56	73.75
6	<i>MAT BAO</i>	74.17	91.41	85.85	92.14	61.54
7	<i>MISA</i>	69.01	96.21	82.46	96.92	80.82
8	<i>Tanca</i>	69.79	79.82	71.59	80.19	85.23
9	<i>Viettel IDC</i>	68.85	78.89	62.50	72.83	106.56

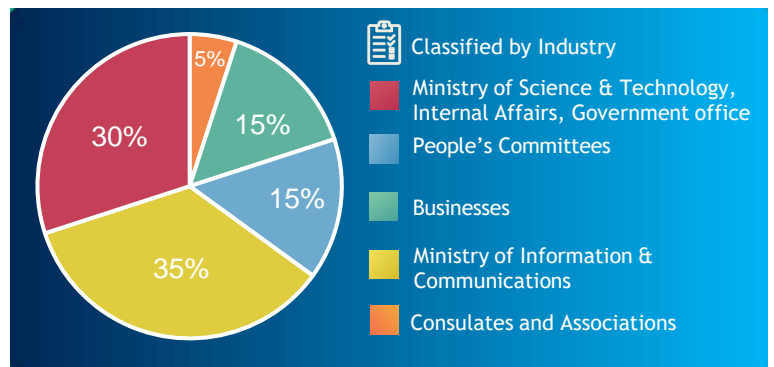
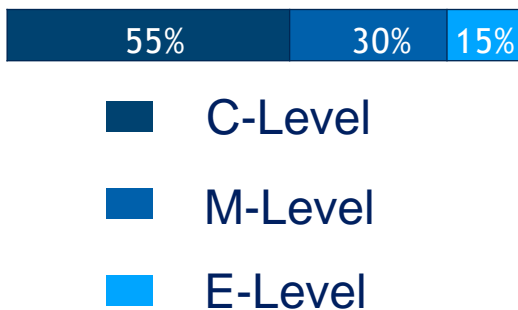


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WORLD MOBILE BROADBAND & CLOUD AI ATTENDEES

First held in Vietnam in 2014, IDG ASEAN's international conference on Telecommunications Technology has attracted special interest and attention from the community of organizations, companies, and corporations. in this field in Vietnam as well as the region. Through many consecutive events held in Vietnam, Cambodia... with many different names suitable to each stage of telecommunications technology development, the event has built a solid reputation domestically and internationally.



OTHER ACTIVITIES

- OPPORTUNITY TO ENHANCE**
Organizations Brand value
- NETWORKING AND EXCHANGE INFORMATION**
With more than 40 press and mass media units
- EXCHANGE AND CONNECTIONS BETWEEN LEADERS**
State management agencies, solution providers, and network operators
- SHARING DEVELOPMENT ROADMAPS AND CHALLENGES**
In the telecommunications sector in Vietnam

