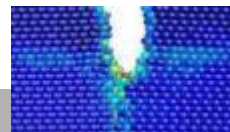
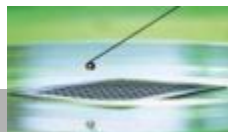


# TECHNOLOGY COMMERCIALIZATION IN VIETNAM AND OPPORTUNITIES FOR GLOBAL COOPERATION

*Dr. Le Xuan Dinh, Director General,  
National Agency for Science and Technology Information (NASATI)*

Daejeon, June 2016

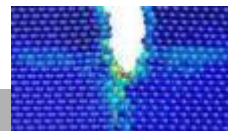
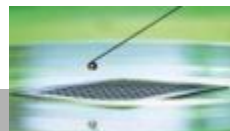




## I. NASATI

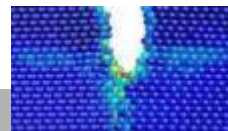
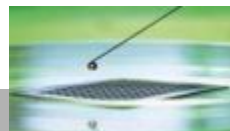
## II. TECHNOLOGY TRANSFER AND TECHNOLOGY COMMERCIALIZATION IN VIETNAM

## III. FUTURE COOPERATION



- Vietnam
- Population: 94 M.  
(70% in working age)
- Total GDP: 215 billion \$.  
(Agri.,20%, Indus. & Services 80%)
- 300.000 Enterprises
- Member of WTO, TPP, AEC, FTA
  
- Korea – 1<sup>st</sup> FDI Investment
- 4000 projects
  
- Samsung export – 32,5 Bil.\$ = 20%  
total export value. 130.000 workers. 200 Mi. of  
mobilephone.

Location Map of Vietnam in World





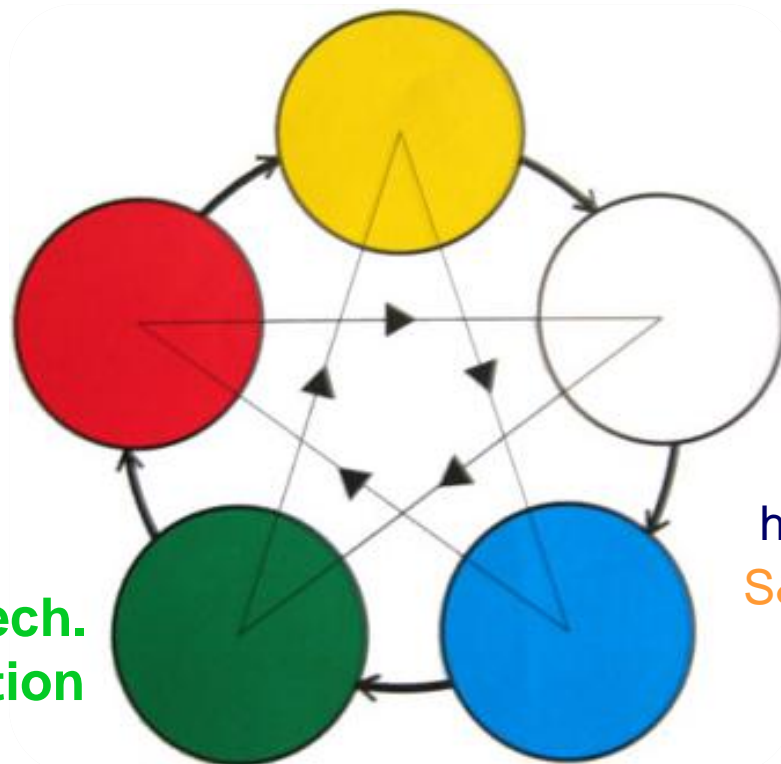
**NASATI**

*National Agency for Science and Technology Information  
Ministry of Science and Technology, Vietnam*

**S&T Information, S&T Databases**

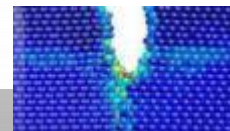
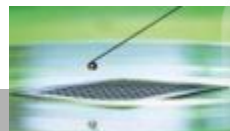
**S&T Library**

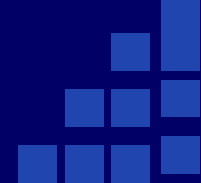
**S&T Statistic**



**Development of Tech.  
Commercialization**

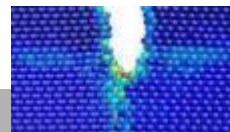
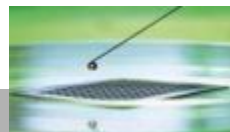
<http://www.vista.gov.vn>  
S&T information portal &  
networks (VinaREN)



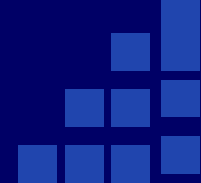


## NASATI MAIN ACTIVITIES

1. State management on S&T information
2. National S&T Library
3. S&T statistics *(including R&D, Tech. Innovation Survey)*
4. Tech. Commercialization (promoting development of technology market & technology transaction center, Techmarts)
5. Development of advanced S&T information portal networks, Development of national databases on science and technology

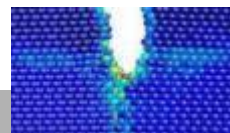
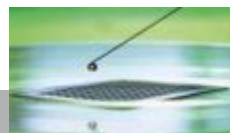






## NASATI: TECHNOLOGY COMMERCIALIZATION ACTIVITIES

- Providing S&T information, R&D result reports;
- Introduction, demonstration of the advanced technologies (Techmarts, National Technology Exchange Center 800m<sup>2</sup> in NASATI Headquarter) ;
- Introduction of technology and equipment on virtual techmart (Techmart online);
- Conducting R&D and Technology Demand Surveys;
- Developing National Portal on Technological Information, Online database on Technology demands and offers;
- Matchmaking, encouraging the linkage between technology demands and offers.
- Organizing the conference, workshops on the services related to technology transactions;
- Organizing the forum of technology transfer for enterprises (via thematic techmart – Biotechmart);



ONY  
AM 2015



TECHMART  
VIETNAM 2015

# TECHMART 2015

TECHMART  
VIETNAM 2015



TECHMART  
VIETNAM 2015  
LỄ KHAI MẠC  
CHỢ CÔNG NGHỆ & T  
INTERNATIONA





# TECHMART 2015







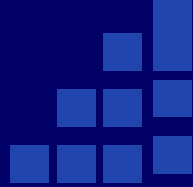
# TECHMART 2015



Rogo - robot FPT







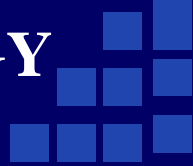
# TECHMART 2015



Pelican VB - 01







## Enerexpo Viet Nam 2010



Analytica Viet Nam 2013,2015





# PROMOTING TECHNOLOGY EXCHANGE ON TECHMART ONLINE



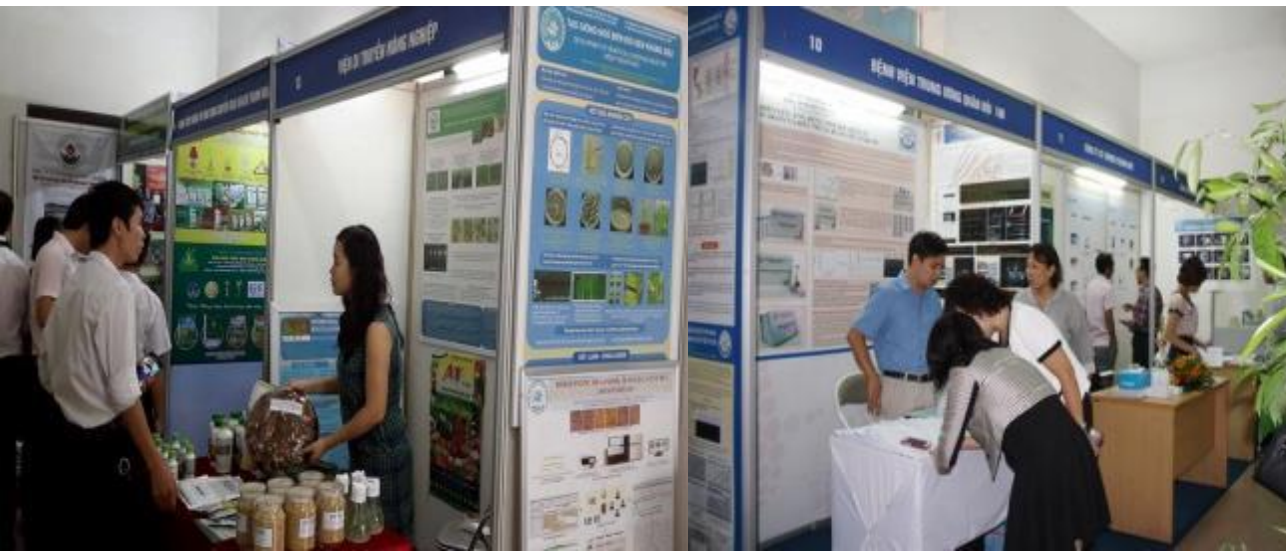
- E-plaform for technology exchange
- Portal for technology information
- Contents:
  - Technology offers
  - Technology demand
  - Partnership

# ORGANIZING WORKSHOPS ON KOREA TECHNOLOGY IN VIETNAM





# ORGANIZING THE TECHMART IN TECHNOLOGY EXCHANGE CENTER







# SUPPORTING FOR STARTUP

## VSV CORNER – COWORKING SPACE AT NASATI





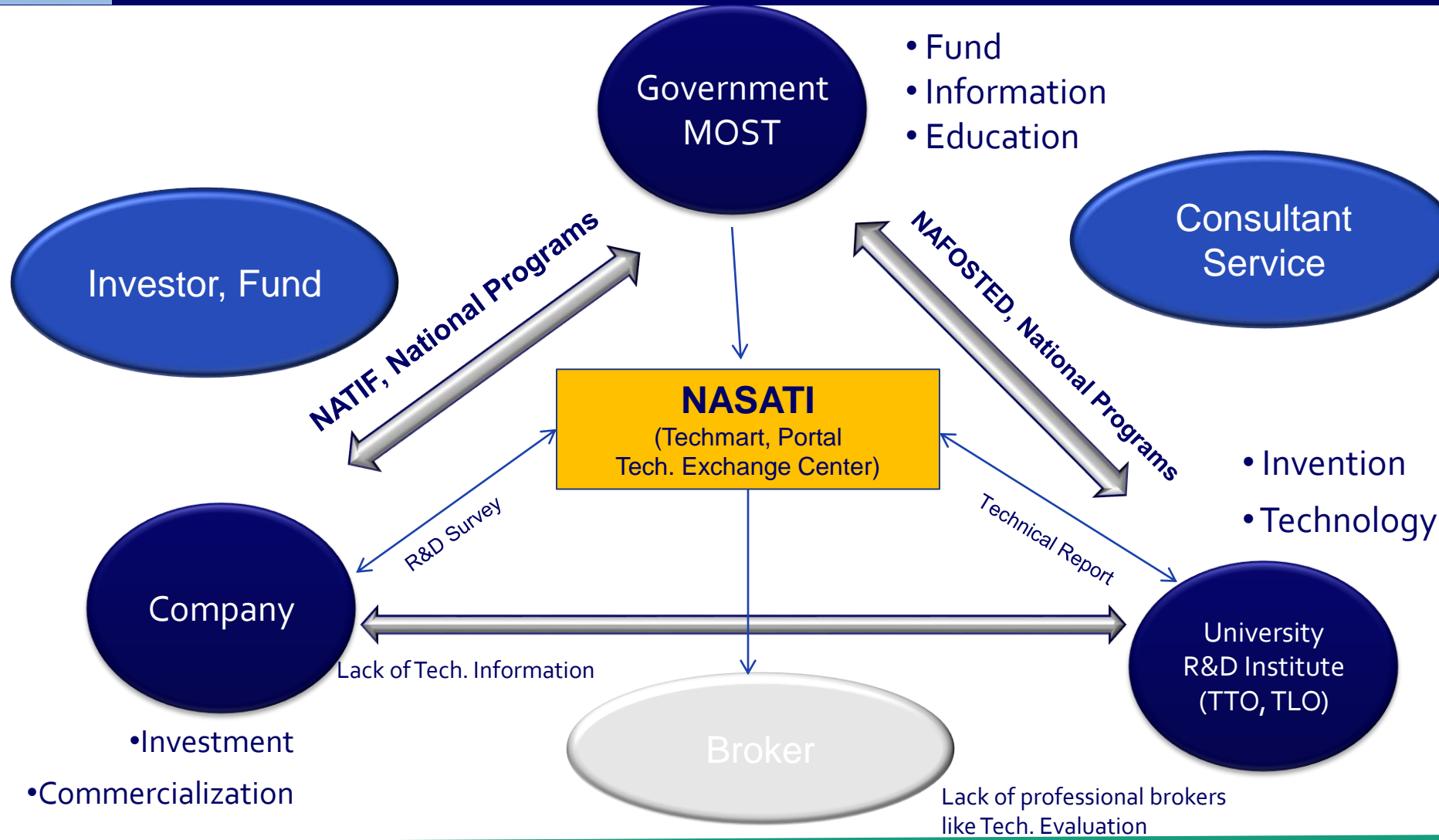


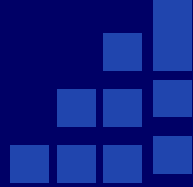
# SUPPORTING FOR STARTUP VSV CORNER – COWORKING SPACE AT NASATI





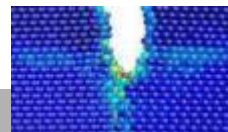
# TECHNOLOGY TRANSFER AND TECHNOLOGY COMMERCIALIZATION IN VIETNAM





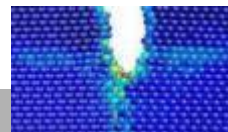
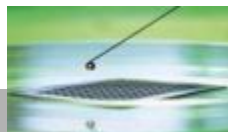
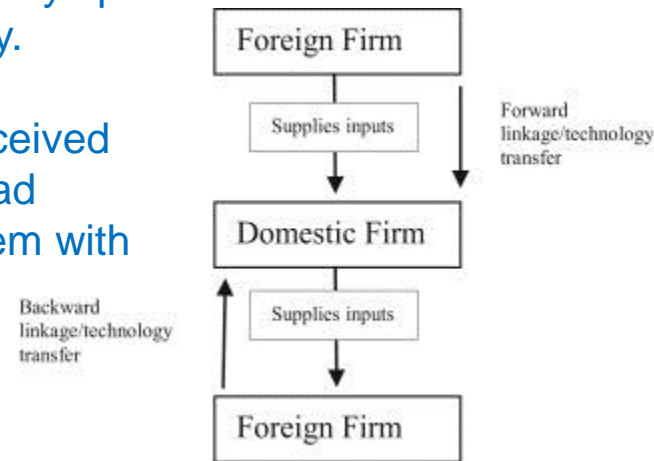
The government have issued many legal documents and related policy, gradually setting up mechanisms to support activities to promote the commercialization of scientific products. Now, Vietnam has issued specialized laws and supporting legal documents that were enacted:

- + Law on science and technology (2013);
- + Law on technology transfer (2006);
- + Law on Product and good quality (2007);
- + Law on atomic energy (2008);
- + Law on high technology (2008)
- + Law on measurement (2011)

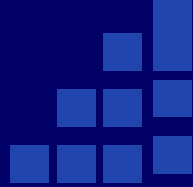




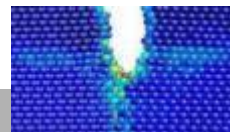
- A survey of 8,000 Vietnamese enterprises conducted by the Central Institute of Economic Management (CIEM), the General Statistics Office (GSO) and the Copenhagen University found that 90 percent of Vietnamese businesses do not carry out R&D (research and development) and technology improvement.
- Only 3 percent of the enterprises said they tried to improve technology and 5 percent carried out R&D. Lack of capital is believed to be the main reason behind the businesses' indifference to technology upgrading. The 500 businesses which carried out R&D said they spent only 4 percent of their total budget to develop new technology.
- The survey found that only 11 percent of local businesses received technology transfer from foreign importers, and 14 percent had received tech transfer from foreign partners who provided them with input materials.
- FDI Technology Spillover is limited.

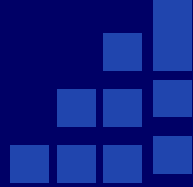






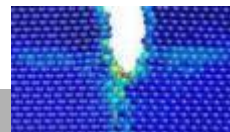
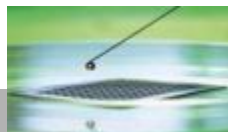
- The size of Vietnamese enterprises is still small, around 90% of enterprises have capital below VND 5 billion. More than 90% of Vietnamese enterprises are SME;
- The technology transfer from universities/GRI to industries in Vietnam is still limited; technology is not developed in response to market need (only at Lab level, lack of collaboration with businesses);
- Lack of offices or entities which specialize in the commercialization of research results or patents like models of TLO;
- Poor utilization of patent information for research;
- Lack of encouragements and incentives such as financial policies, funds for innovation, bonuses for parties successfully executing UTT contracts, ect.,





# Future Cooperation

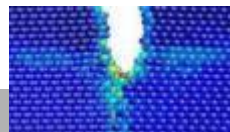
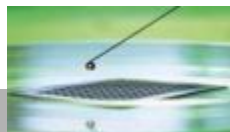
- Build a cooperative network between the Republic of Korea and Vietnam, as a regional hub of GCC, with the mission to promote global technology transfer and commercialization;
- Conduct technology demand surveys through ITTP and NASATI;
- Promote cooperation in identifying Korea or Vietnam research agencies, industries and firms with promising technologies to promote value creation in both Korea and Vietnam economies;
- Develop technology commercialization business models and support business activities for participating companies and agencies to implement and expand partnership opportunities in both Korea and Vietnam;



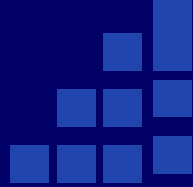


# Future Cooperation

- Conduct conferences, forums, workshops and several other activities organized by the parties:
  - Korean Tech. Portal and Korean Tech. Forum
  - International TECHMART;
  - Korean Technology exhibitions,
  - Matchmaking events.
  
- Exchanging the offer and request of technology between SS-GATE country Center
  
- Training on Technology commercialization







## National Agency for S&T Information (NASATI)

24 Ly Thuong Kiet, Ha Noi

Tel: 84.4.38246320 Fax: 84.4.38249874

Email: [lx dinh@vista.gov.vn](mailto:lx dinh@vista.gov.vn)

<http://www.vista.gov.vn>