



Company Profile

1. ABOUT US

Founded in 2006, NEXTG is an international software development and web solutions provider. We specialize in designing back-end systems for complex business applications and web development solutions. We work with partners and affiliates to provide seamless, integrated solutions for our clients. Software developers and consultants must meet our high standards of education, experience and performance before they are allowed to join the NEXTG team.

2. SERVICES



Custom Application Development

We develop custom software application to fulfill your specific business requirement.



Software Quality Assurance & Testing

We provide complete testing of your software application or provide specialists to assist you in your testing activities. We work with you right from the test planning stage to test case execution and reporting.



Offshore Product Development

We help your startup develop the software that will move your business ideas from Vision to Reality.



Migration of Existing Applications

We help move your legacy applications to new platforms. We also provide continuing support and maintenance services for new, expanding, and retiring software applications to provide transparent continuity of service to their customers.



Offshore Development Team Building

We help overseas clients build an offshore development center or a new

branch of your own company in Hanoi. We offer office locations, assets and human resources, recruitment, management and all other things that your company needs to set up an offshore development center in Hanoi, Vietnam.

3. CORE COMPETENCIES

NextG has a strong experience in developing web applications, in particular large scale applications running on the cloud infrastructure such as Amazon EC2.

We are also specialized developing applications for different mobile platforms such as iPhone, iPad and Android.

The following are our core technologies :

- Amazon EC2, Amazon S3 and other Amazon Web Services
- Oracle Databases (10g, 11g)
- iPhone/iPad, Android
- Plone, Django, Drupal
- Python, PHP, Java
- Linux, Windows
- LDAP, Squid, Nginx

With our capability, NextG is a perfect candidate for your cloud applications, mobile applications and secure large-scale applications.

4. CORE TEAM



Hung Bui Viet, CEO, has over 10 years of information and communication technology related experience with the clients and partners in Japan, U.S and Germany.



Bao Tran, VP Business Development, has a career spanning law, management consulting and start-ups. After graduating from Columbia University's graduate business school and law school, he worked as a leverage buyout management consultant. He recently was the VP and General Counsel for TRG, a global company in US, Europe, Asia and Africa with 6000 call center employees. He also founded a start-up on mobile services and sold the company to a well known mobile computing company.



Ha Pham Duy, Technical Leader has more than 10 years of coding experience and the capability to lead software projects. He is well known by clients for having led many successful projects. He will bring the architecture to implementation and ensure the quality of each line of codes. Ha will also lead team to provide code review and unit testing, and he will be in charge of deployment prior to the testing



phase.

Linh HN Nguyen, QA Manager. Starting as a software developer, Linh switched to work as a tester, and then test lead and QA manager about 8 years ago. He is often known as a “policeman” for being extremely harsh on the quality with the development team. He admits that he’s sometimes too strict with the testers and developers, but it helps build a better product and he will continue to do so. He specifically has experience in managing a team of testers to quality control large scale websites.

5. INFRASTRUCTURE

5.1 Office layout



Lounge



Reception



Development Room



Meeting Room

5.2 Servers

Since 2009, NextG started moving server infrastructure to Amazon cloud services to ensure a better durability and availability for all projects. All our servers are equipped with strict security rules and policies. Our servers are serving hundreds of web applications, some of

which are customers' live websites and some of which are projects we are developing.

5.3 Network connectivity

Having successfully completed a finance project for clients in the US 2 years ago, we understand the importance having a good Internet connection with minimal downtime for any large projects. From the previous project's infrastructure, currently at NextG, we have a fiber optics cable from the largest ISP provider in Vietnam: VDC (Vietnam Data Center) and a backup cable to use as an alternative. This has served us with a 100% connected time for our previous projects.

5.4 Security

NextG has, for the last few years, been partnering with *a professional security firm* to ensure we have a camera system in sensitive areas and we also use their 24/7 security guards for the office.

6. HR PROCESS

6.1 Getting candidates

Being the first generation to get into the software industry in Vietnam, we have a great advantage of having a profound connection with the community and in particular senior developers.

Besides the traditional recruitment methods such as announcing the job position in the community or advertising if necessary, the reputation and profile of NextG has helped us recruit a number of talents by reference, i.e. talents recommend other talents to come and join us.

6.2 Review candidates resume

A recommended or applied candidate must send us a Resume Vitae and our HR staff and related technical staff will directly review the CV to see if the candidate matches the preliminary criteria. If suitable, the candidate will be contacted for an interview.

6.3 Interview

NextG prefers direct interviews over online interviews. However in some cases, if a direct interview cannot be arranged, we also accept online interview via Skype.

The candidate will be interviewed by our technical lead, HR head officer, and the CEO. Apart from technical skills, we also place an equal weight in the candidate's work ethics and professionalism.

6.4 Technical test

In some cases, a further technical test is carried out to make sure the candidate's ability meets the requirements of the company and the project. The test will be prepared by the technical

lead of the project if the candidate is joining a particular project.

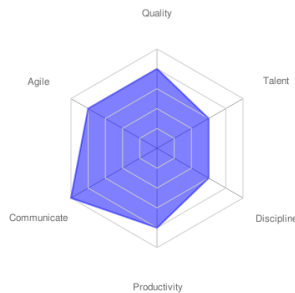
6.5 Probation contract

If the candidate meets all the expectations, he/she will enter a probation period of 2 months with NextG. As stated in the contract, if NextG finds, via assessments from NextG's involved staff or from our Client, that the candidate's performance is not satisfactory, NextG can cancel the contract at any time.

6.6 Long-term contract

Long-term contract is signed between NextG and the candidate after the candidate passes the probation period. Terms and conditions of the long term contract varies greatly depending on the position of the employee.

6.7 Periodic assessments



NextG has built an employee assessment scheme based on 6 criteria: Agile, Discipline, Talent, Communicate, Quality and Productivity which will make up a 360 degree circle. NextG's assisting tools will help rank the employees and grade their performance. The results are the pillars for employees' rewards, promotions or further training.

7. DEVELOPMENT PROCESS

7.1 Project management

Understanding that a project cannot succeed without good project management, we've put great emphasis on the following factors that we believe are the keys to a successful project management:

- **Project managers:** We have a number of veteran project managers who have gained much expertise and trust over the last years.
- **Project management models:** Depending on the project type, we flexibly apply different project management models to different projects.
- **Communication:** communication with our clients is the foremost important thing in a project. Appropriate regular emails, voice chat, video conferences, regular reports can all be used to make sure the requirements, progress is transparent to both the client and within NextG.
- **Assisting tools:** We deploy a number of development tools to track the project status as well as everyone's performance and take appropriate actions against any foreseeable risks.

7.2 Development Tool

We are using leading tools in communication, development and management. These tools were carefully selected and integrated into a general system that is being maintained on one of the most advanced infrastructure. We understand that applying effectively these tools always saves time and increases productivity for ourselves and our customers.

Our current development tools:

- **Time logging and tracking:** Every effort spent for projects is always recorded daily into an online system. By tracking on this tool anytime, our customers can see what they are paying for.
- **Project managing and tasking:** All significant works of projects are planned and fully managed in our project management system which not only helps us in keeping progress but also gives us a clear picture of projects.
- **Version controlling:** We have strong experience in version controlling (such as: branching, merging and changes tracking, etc...) for big projects. Our rules make source codes always managed tightly in whole project.
- **Collaboration system:** We also provide a collaboration environment where we and our customer can work together in documentation (such as: requirement docs, design docs...) as well as in discussion (instant messages or voice chat).
- **Clouding infrastructure:** We are one of the first companies using clouding services. At this time, we have been successfully in upgrading old systems into clouding infrastructure for ourselves and as well our customers. Using this new infrastructure helps us in reducing maintenance fee, increasing server control ability and having more choices for configuration.

7.3 Quality control

At NEXTG, we understand the importance of Software Testing. As the cost of a defect in software can vary from almost nothing at all to a large amount of money, we aim at preventing any bad scenarios from affecting our valued customers. The best way to prevent bugs in the software to be deployed to the production system is effective testing, so our engineers have developed and followed a strict Software Testing policy.

Some highlights in our test policy:

- We want to find bugs as early as possible and prevent them from occurring, so we always unit test while we code.
- Our unit-tests should be run and passed before any code is integrated to our code repository.
- We apply as many testing steps as possible. Before coding phase starts, the test plan should be completed and the key staff of Quality Assurance(QA) team should be defined.
- Test cases and guidelines should be ready before coding completion. Test cases should cover all documented requirements.
- All changes in requirements should be communicated to testing team and changes will be added to test documents.
- The system under test is always separated from the development environment to make sure that the code is frozen during testing.

- All planned tests should be completed and mostly passed before our project can be signed off to customers. The exiting criteria for each project should be clearly defined in the test plan.
- We always automate test cases if possible to increase test efficiency and effectiveness.
- Our QA/Tech lead should perform our own round of User Acceptance Test before final sign off to customers.
- Our test reports should be sent to the whole team by end of test cycle and are available for customers.
- We manage our bugs in an internal tool as well as in clients' bug management tools.

7.4 Risks management

We always have solutions for all possible cases where risk happens, for both small and large projects. Highlighted below are some strategies we are going to apply.

7.4.1 Server crashes and data lost

For important data that needs to be backed up, we always encrypt them and have several copies to reduce the risk of data losses. Storing the data in the cloud is one of those places.

For development servers, periodic restore points or ghosts backups are deployed to ensure a quickest restore of a crashed & unrecoverable server.

7.4.2 Emergency deadlines

NextG understands that client might sometimes need to get some tasks completed urgently. In such circumstances, our employees are willing to work overtime, if necessary, to meet the deadline. Such efforts are always awarded with salary bonuses, credit. The rewarding system is stated clearly in our work contract and company's rules and policy.

7.4.3 Allocated staff quit unexpectedly

We always work hard to improve and make sure that talents stay with NextG. But in case an employee quits during a project's running, we demand that, as stated in the work contract, the employee informs us 2 months ahead, and he or she must transfer necessary knowledge to the successor. This gives us enough time to find someone else suitable to adapt and be comfortable in taking charge.

8. SUCCESS STORIES

Below are the list of some the projects, with references, where NextG built a dedicated team from scratch to work closely with the client until the final product and deployment/maintenance stage.

8.1 Rinat / Pfizer: DNA Sample management application

Rinat, a subsidiary of Pfizer, required a custom DNA sample management workflow, inventory and ordering system. A 3-tier system was designed to allow worldwide researchers

to check and order proteins for assay development and execution. Mockups of the system were rapidly created by business users and provided to NextG with limited documentation of required functionality. This rapid prototype and development method resulted in quickly delivering value to the end users, while building out a bullet-proof system to be tailored based on future requirements.

NextG built a team of 3 developers and 1 manager executed this project over 1.5 years. We worked closely with the client to get the rapidly-changing requirements and developed the software from inception through deployment.

Technology stack in this project: Java, Hibernate, Struts, Oracle

“I’ve worked with NextG Solutions for the past three years and they have done exceptional work. Always on-time and budget and the quality of the delivered software has been outstanding. We develop advanced software for disease research applications. Even though the NextG Solutions team did not have a background in these types of applications, they quickly understood, asked intelligent questions and delivered on-time and on-budget.”

Kyle Brown
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8.2 PowerPatent

PowerPatent is a idea crafter for lawyers as well as normal users. It helps users prepare a patent application with advanced features like figure processing and content diagnostics. Users can also search on international patent databases, and submit their patent online.

The software is built on Flex and Java and runs on different platforms: PC, Android OS, iOS

Being a long time client, Silicon Valley based PowerPatent put trust in NextG and let NextG develop from scratch for this project. NextG consequently built an offshore team of 5 developers, a manager and a tester for this project.

PowerPatent has been successfully running for the past 1 year, and we are now well into phase 2. And here’s what the founder of PowerPatent has to say about us:

“It is my pleasure to recommend NextG for software development. NextG’s performance in developing desktop, tablet and mobile software for our company, PowerPatent, Inc., proved that NextG will be a valuable partner to any company.

I have used NextG for two years in my capacity as CTO at PowerPatent. NextG worked for me on various projects, and based on their work, I would rank NextG as one of the best software developers we have ever had.

NextG developers distinguished themselves by consistently submitting exceptionally well-crafted software that is revolutionary in its industry. Their programmers are highly intelligent and has good analytical and communication skills.

If NextG performance for our company is a good indication of how NextG would perform in yours, NextG would be an extremely positive asset to your software needs.

If I can be of any further assistance, or provide you with any further information, please do not hesitate to contact me.”

Bao Tran
Founder of PowerPatent
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8.3 E-member

E-member is a website that allows client register for a new company and manage his members, workspace, data. All members of a company can access and share their information, documents inside the company's workspace. This tool also manages the payment history of the companies with the system provider with useful statistical reports.

NextG has a dedicated team of 4 Plone developers to work with the client through out a 1 year period. The project is still on going with various features added all the time as requested by the client. We currently maintain 2 developers to dedicate to this additional features.

The technology stack includes Python, Zope/Plone

“I would definitely recommend NextG to any company looking to build an offshore development center in Vietnam. Since 2008, our company’s experience with NextG has been completely fantastic. From clearing the requirements, forming up a team and keep it running to a great final software product, every step they perform is of exceptional quality, in an amazing short amount of time and budget”

Marcus Smolarek
CEO of e-laborat
smolarek@e-laborat.de

8.4 Patient Crossroads

Patient Crossroads is a quickly growing company that provides patient registries to collect detailed medical histories direct from patients. This innovative program in partnership with the National Institutes of Health, Children’s Hospital of Philadelphia and WebMD resulted in an urgent need to backfill resources with an adaptable project team in a very short time period.

NextG provided an exceptional resource within days and we have since added another team member to help with a variety of development projects and will continue to scale this team. The quality of deliverables is fantastic and the ability to quickly grasp the requirements with sometimes little formal documentation has helped us remain responsive to customers while expanding the company.

Technology stack in this project: Joomla!, Linux, Apache, PHP, MySQL

8.5 Testing Project

“I have recently engaged NextG Solutions to assist me with developing a software regression

test suite and was very pleased with the whole experience. The staff (engineering and otherwise) made my job (remotely managing the project) easy, and the end product, produced without clear requirements documentation from WhereWhen, is almost exactly what I had envisioned from the beginning.

I can recommend NextG Solutions to anyone wishing to develop high quality software testing tools while using the minimum resources.”

-=O=- Randy Devol

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