



Prepare for Investment

Join our:

M&A Readiness Xcelerator Intensive Bootcamp & Masterclass

Prepare your IT services firm for a successful investment, exit or strategic partnership

[*Inquire or Book Now*](#)

Designed for Vietnamese IT Service Firms in Partnership with Alvarez & Marsal

M&A Readiness Xcelerator: Intensive Bootcamp & Masterclass

De-risk your deal, boost valuation, and walk away with a 90-day M&A playbook.

Program Overview & Benefits

Who is it for: CEOs, CFOs, COOs, and commercial leaders of IT services firms; Owners considering a partial or full exit

Key Benefits:

- Valuation Uplift Strategies - Learn the top operational and financial levers that boost multiples by 10–20%.
- Due Diligence “Pre-Flight” - Shore up legal, financial, and commercial red flags before buyers spot them.
- Buyer Archetype Deep-Dive - Understand what strategic vs. financial acquirers value in Vietnam IT assets.
- Hands-On Case Study - Position a mock asset, present in small groups, and get live feedback
- 90-Day M&A Roadmap - Leave with a bespoke action plan to drive your deal progress immediately or be M&A ready.

Format: Virtual Masterclass by Exited Founders
+ In-Person Intensive Bootcamp

Join us in HCMC for a dynamic “M&A-Ready” bootcamp where you’ll kick off with a market deep-dive into Vietnam IT valuation drivers, run through a pre-flight due-diligence checklist, tackle an interactive case study and map your personalized 90-day deal roadmap before enjoying a networking lunch—and then return to drill into your toughest questions and master negotiation & term-sheet tactics, so you walk away with actionable insights, a clear M&A playbook, and valuable peer connections.

Your Key Challenges

Expected Impact

Uncertain valuation drivers



Clear, prioritized valuation levers to target a 1–2× uplift

Due-diligence blind spots



Customized “red-flag radar” to remediate 100% of legal, financial, or commercial gaps

Unpredictable sales cycles and conversion timelines



Strong deal narrative and pitch

Lack of structured M&A planning



Actionable 90-day roadmap with milestones and owners for on-time readiness

Poor negotiation confidence and term-sheet knowledge



Mastered negotiation tactics and template clauses to secure optimal terms

Virtual Masterclass: Secrets from Exited Founders

Two IT-services founders who successfully scaled → sold → scaled again open the playbook on how they did it—and what they would do differently.

An insightful virtual deep-dive where two exited founders provide the exact KPIs, playbooks, and pitfalls behind their exits. See the unfiltered war stories and the exact levers they used to win over the investors. Leave with a plug-and-play M&A checklist to boost valuation and walk through due diligence.

Your Take-Aways

- ✓ Valuation Uplift Blueprint – replicate the KPIs and governance moves that added +1–2× to their multiples
- ✓ Deal-Ready Ops Checklist – copy-paste templates for finance, legal, and people audits
- ✓ Negotiation Hacks – real-world term-sheet clauses you can lift today

Interactive Q&A

Bring your toughest exit questions; the founders stay until everyone is answered.

Jaroslav Lukasiewicz

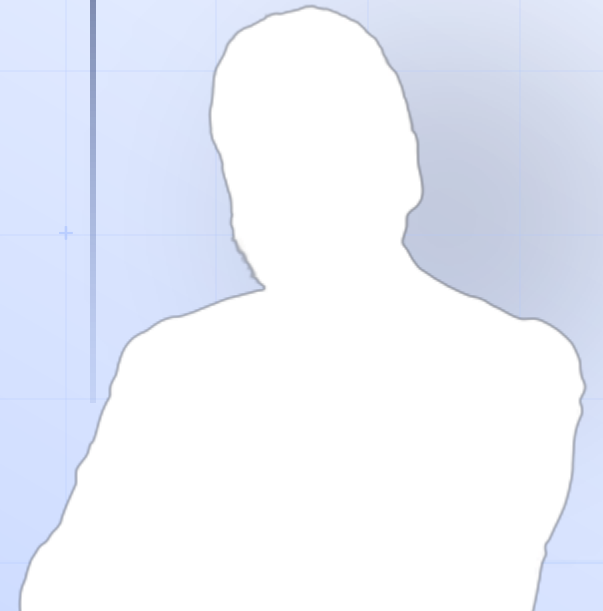
Central Europe

- Former CEO of Vetasi
- Former Board Member and MD of Cohesive
- Former Board Member and CFO for the largest outsourcing company in Poland
- Former MD of one of the largest IT companies in Europe (Asseco Group)
- 2 exits, latest to the NASDAQ listed Bentley Systems
- vitX Board Advisor



To Be Confirmed

Second Speaker to be Confirmed.



Intensive Bootcamp

Agenda and Program Details

Cohorts & Requirements

Cohort & Support:

- Participants: 10–20 senior leaders
- Interactive in-person workshop:
Small breakout groups for real-time case work
- Follow-Up: 1:1 “office hours” offer (optional add-on)

Program Requirements:

- Commitment to pre-read materials (sent 1 week prior)
- Active participation in group exercises

Time	Title	Overview & Outcome
08:30–09:00	Registration & Networking Coffee	Grab a coffee, meet peers, and set your personal goals for the day.
09:00–09:15	Opening Remarks & Goals	Align on the day’s purpose: boosting exit value, exploring strategic deals, and becoming investor-ready.
09:15–10:00	Module 1: Market Deep-Dive & Valuation Levers	Recent Vietnam & APAC IT transactions, buyer types, and the key valuation drivers. Outcome: Your prioritized levers to focus on for a 1–2× valuation uplift.
10:00–10:35	Module 2: Strategic Investor vs. Full Exit—What’s Right for You?	Compare strategic options: growth capital, partial vs. full sale, roll-up vs. carve-out. Outcome: Clear direction on the right investor or acquirer profile for your company.
10:35–10:50	Coffee Break & Peer Exchange	Refresh and reflect—informal peer sharing on exit paths and investor types.
10:50–11:35	Module 3: JV or Minority Deals—Stay in Control While Scaling	Explore minority investments and joint ventures. Learn how to raise capital while keeping control. Outcome: Governance tools, deal terms, and risk frameworks to structure win-win partnerships.
11:35–12:20	Module 4: Due Diligence “Pre-Flight”	Legal, financial, and commercial red flags that stall deals (IP, contracts, financials). Outcome: A personalized “red flag radar” and action plan to prepare for diligence.
12:20–13:10	Lunch & Peer Networking	Connect with peers and reflect on key insights over lunch.
13:10–13:55	Module 5: Building Your 90-Day Deal Readiness Roadmap	Use our M&A roadmap to define next steps across metrics, pitch, and clean-up. Outcome: A clear, date-stamped action plan for your fundraising or exit journey.
13:55–14:40	Module 6: Term Sheets & Negotiation Playbook	Walk through term sheet clauses (earn-outs, control rights, reps/warranties) and how to push back. Outcome: Tactics and editable templates to use in real negotiations.
14:40–15:00	Module 7: GTM Strategy + Wrap-Up	Design your investor/buyer outreach strategy. Final wrap-up with your next 3 actions. Outcome: A shortlist of strategic partners and a refined go-to-market plan.

M&A Readiness Acceleration Program: Intensive Bootcamp

One day to de-risk your deal, boost valuation, and walk away with a 90-day M&A playbook.

Meet the Instructor

Daniel Angelucci is a Managing Director at Alvarez and Marsal - Head of M&A Advisory for Digital and Technology Services. Former CTO at DXC and Partner at Kearney and Head of DHL IT services. Currently supporting investors from across APAC.

Key contributor to the development of IT strategy at several Global Fortune 100 companies, in the logistics, telecommunications, and financial services industries. Experienced presenting to senior IT and business managers as well as in turning proposals into tangible results.

His notable assignments include driving a next generation, multi-billion-dollar technology outsourcing engagement for a large auto original equipment manufacturer; developing a future-proof IT blueprint for an innovation-focused, value-based care organization; and developing an IT talent strategy for a large Asian financial services company.



Daniel Angelucci

Singapore/USA

- Managing Director at Alvarez & Marsal, leading global M&A advisory
- Head of M&A Advisory for Digital and Technology Services
- Former CTO at DXC
- Former Head of IT for DHL
- Key contributor for IT strategy at several Fortune 100 companies
- Amongst others, led multi-billion-dollar tech outsourcing engagements

Pricing and Timing - M&A Readiness Acceleration



Next Cohort Start Date: 6 Nov (+ Masterclass the week before)

Inquire or Book Now

Book a Free Consultation Call

	1 seat per company <i>(price per person)</i>	2 seats per company <i>(price per person)</i> 20% DISCOUNT	3+ seats per company <i>(price per person)</i> 30% DISCOUNT	Additional Benefits
Late-comers	\$1,800	\$1,440	\$1,260	-
First-Mover Advantage <i>buy before 30 Aug</i>	\$1,199	\$959	\$839	Exclusive 1-hour ROI coaching call (\$600 value)
Includes a pre-program consultation with a diagnostic for your leadership team and post-course 1:1 strategic roadmap session (\$1,500 value)				

Prices exclude 8% VAT

Referral Bonus: Any company that refers another company who purchases 1+ seats — both get maximum discount available for this program. To refer, send an email to your contact about our program and add tony@vitx.global in CC.

ITO Capability Development Program

Powered by world-leading international experts.

Transform from low-cost commodity supplier to market leader.

- ✓ *Build AI-native service offerings to improve client value proposition, achieve premium pricing*
- ✓ *Build AI-native models to optimize cost of operations and scale faster*
- ✓ *Master western client communication to improve sales conversion rates*
- ✓ *Become the preferred partner through enterprise-ready service offerings, (pre-)sales, development, delivery and upsell*
- ✓ *Build a sales engine to unlock \$2M+ in new revenue opportunities*
- ✓ *Get ready for investments and strategic partnerships to grow your business*

Join now, limited seats available!



Organizations that graduate the program will be invited to the vitX vendor pool for global sales.

[Inquire or Book Now](#)

Contact us and book a consultation call today:

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Visit www.vitx.global/xcelerators for more info.



Your Strategic **Growth** Partner

Elevating the Vietnam IT Industry onto a Global Stage by Empowering our Vendor Network with M&A Advisory, Capability Building, and Market Expansion.

vitX Overview

As a strategic partner for Vietnamese IT service vendors, vitX connects you with global growth opportunities and investment channels to maximize your business potential. Whether you're seeking to expand into new markets, attract investment, explore acquisition opportunities, or enhance your service capabilities, we provide the expertise and network to position your business for optimal valuation and sustainable growth in the competitive tech marketplace.

Our vision is to become the most trusted partner for IT service community looking to elevate their market position—unlocking new revenue streams, facilitating strategic investments, and empowering your business to achieve greater scale, faster growth, and higher valuations.

Scale Smarter, Grow Faster, Maximize Value

At vitX, we empower IT service vendors of all sizes to scale smarter by connecting you with buyers, investors, and capability-building resources. With our specialized M&A advisory services and rigorous market intelligence, we help you showcase your enterprise value, enhance your service offerings, and position your business for optimal growth and investment outcomes—all under the guidance of one trusted partner.

Vietnam's IT sector boasts world-class talent, competitive costs, and a rapidly maturing ecosystem. Backed by 100s of strategic partners, and a leadership team with decades of international experience, vitX is your one-stop platform for training, business development, M&A, and co-selling—so you can compete on the global stage and grow with confidence.



10,000+
IT Experts
pool across Vietnam

100+
Strategic Partners

4,000+
Vendors Network

20+ Years
of Experience

Your vitX Advantage

Empowering Vietnam's top IT vendors with global opportunities while maximizing their growth potential and investment value.

Your Growth Pathways with vitX

Whether you're looking to enhance your service capabilities, expand into new markets, or optimize your company for investment or acquisition, vitX delivers the strategic expertise and connections to transform your business potential.

Improve Your Capabilities

What you get:

Premium capability building programs with world-class experts on AI strategy, western sales strategies, IT English, and M&A readiness to position your company for high-value deals.

Executive workshops, live seminars, and customized in-house training to elevate your service offerings and command premium rates

Why it matters

- ✓ *Higher win-rates with western enterprise buyers.*
- ✓ *Accelerate project delivery and improve margins.*
- ✓ *Position your company as a specialized, high-value service provider.*

Grow Internationally

What you get:

Access to global and in-country referral network and turnkey business development teams with shared investment model and established local presence.

Strategic market entry support, qualified lead generation, and joint go-to-market initiatives with minimal upfront investment.

Why it matters

- ✓ *Expand your footprint with minimized upfront market-entry cost and risk.*
- ✓ *Access new revenue streams lower customer acquisition costs.*

Unlock Strategic Exits

What you get:

Comprehensive M&A support with flexible engagement models tailored to your timeline and objectives.

Expert guidance through investor sourcing, valuation optimization, due diligence preparation, and negotiation strategy.

Why it matters

- ✓ *Maximize your company's valuation through strategic positioning.*
- ✓ *Access our network of qualified investors and strategic buyers actively seeking Vietnam IT acquisitions.*