



Build Premium AI Offerings

Is your service model ready for the AI-native era?

The Cost of Keeping the Legacy Business Model:

- ✗ 50%+ of VN IT vendors already see margin erosion as AI commoditizes coding work
- ✗ Average T&M rates projected to decline 18 % by 2027 (Gartner)
- ✗ Company Valuations capped at ~6× EBITA for “headcount” models
- ✗ Up to 40 % revenue at many global IT transformation service companies already tied to data/AI – widening the capability gap

The Opportunity for AI-Native Firms:

- ✓ 35-50 % higher gross margin on AI-powered, IP-based service lines
- ✓ AI-native offers command 20-30 % price premiums versus staff-augmentation
- ✓ Firms adding AI practices grow international revenue 3× faster than pure outsourcing peers
- ✓ AI-driven firms with recurring AI revenue can attract 15-20× EBIDTA multiples



Vietnam's future as IT Hub hinges on mastering Data & AI - now, not later.

How much growth and valuation are you losing by delaying your AI transformation?

The Choice Is Yours

Continue Struggling

- X Miss RFPs that demand proven AI capability
- X Watch top engineers leave for firms with real AI projects
- X See clients shift to competitors offering outcome-based AI models
- X Lagging capability launch: 3–6-month delays to spin up anything AI, so you miss RFP windows
- X Investor discount: No proprietary IP? Expect valuation -30 %

OR

Make AI your Growth Engine

- ✓ Launch **2+ market-ready AI offers** in 90 days
- ✓ Win first AI deals at **25%+ higher price/margin**
- ✓ Shift 20%+ of revenue to **IP-based or subscription streams**
- ✓ Lift your firm's valuation to **15x+ EBIDTA**
- ✓ Deploy reusable accelerators that cut delivery effort by 40 % and bumps utilization

Join our:

AI Business Line Revenue Xcelerator

Launch a \$1 Million AI Service Line in 10 weeks — or Pay Nothing.

*Walk away with 3 productized AI offers and a solid business line,
a 90-day GTM playbook, and your first paying pilot — guaranteed.
(9 weeks revenue builder bootcamp)*

[*Inquire or Book Now*](#)

AI Business Line Revenue Xcelerator

From Vision to Execution – turn your firm into a premium, AI-native provider with leaders who build multi-million dollar businesses and worked with Coca-Cola, Cognizant, Capgemini and others

Program Overview & Benefits

Who is it for: CEOs, CTOs, Heads of Delivery & Sales in Vietnamese IT service firms ready to create international Data/AI revenue streams

What you'll get:

- ✓ Move up the value chain with 5–10 market-ready AI offers
- ✓ Unlock new, higher-margin revenue beyond body-shopping
- ✓ Win global deals with a **90-day GTM playbook**
- ✓ Build a repeatable practice framework drawn from Accenture, Capgemini, Cisco, Acuity
- ✓ Join a peer circle & on-going community to co-sell, share talent, and scale

Format & Timeline: 9-Week Blended Program (kick-off, in-person capstone, online workshops and 1:1 coaching)

GenAI is now a revenue game, not a science experiment. Enterprise demand for AI services is exploding (26 %–160 % CAGR) and incumbents like McKinsey, BCG, IBM Consulting, and Accenture already expect 40 %+ of revenue from AI. Vietnamese vendors have a 2-3 year window to evolve from low-cost offshore to strategic innovation partners. Led by former Cisco, Capgemini, and Acuity executives who have sold US\$ 300 M+ in AI solutions, this bootcamp gives you the exact playbook to seize that opportunity.

Key Challenges

- ✗ Legacy “hours & bodies” delivery model — margin squeezed, no proprietary IP
- ✗ No clear Data/AI service portfolio
- ✗ Unstructured GTM & pricing
- ✗ Talent & delivery gaps for AI projects, capacity gaps

Your Results

- ✓ Premium AI-native offers that command 20–30 % higher rates reusable AI accelerators + agent frameworks drive higher margin and 2× faster implementation
- ✓ 5–10 ready-to-sell archetypes aligned to buyer demand
- ✓ 90-day GTM plan with value/outcome-based pricing & proof-of-value hooks
- ✓ Pragmatic build/buy/partner roadmap & reusable delivery playbooks
- ✓ Hybrid human + AI squads 3-5x capacity

Hybrid Bootcamp:

Agenda and Program Details

- Build AI-native revenue streams
- Package repeatable offers
- Win global deals

Program Details

Cohort & Support:

- Pre-Program Assessment + Missed-Opportunity Calculator (sent 2 weeks prior)
- Dedicated Slack/Zalo group & office hours during the bootcamp
- Post-training monthly check-ins for 3 months to sustain momentum
- Guest masterclasses & live Q&A with global AI leaders (Cisco, Capgemini, Acuity)

Program Requirements:

- Executive sponsor (CEO / CTO / Head of Delivery or Sales)
- Commitment to attend live sessions & share assignments
- Readiness to pilot at least one Data/AI offering within 90 days

Wk	Module	Module Overview & Outcome	Assignment
-2	Pre-Program: Assessment & Preparation	Diagnose Data/AI maturity and quantify missed revenue	Complete Assessment & ROI Calculator
1	Kickoff Masterclass 1 – IT Service Business Disruption Planning	Reframe the entire IT service business model - delivery, enterprise customers expectations - commit to Kill / Keep / Create initiatives.	Draft top 3 Kill/Keep/Create actions
2	Masterclass 2 - GenAI & Agentic Go To Market	How to productize and package GenAI/agent-enabled services and shape your operating model.	Build a new operating model plan for your company.
3	Market Trends & Opportunity Landscape	Map global & regional demand; spot 3 hot opportunity zones for VN vendors	Build competitor & opportunity heat-map
4	Proven Offer Archetypes & Revenue Model	Select 5–10 high-margin AI-native offer types aligned to buyer pain	Fill Offer-Selection Matrix; outline 1st offer brief
5	Use-Case Design & Qualification	Prioritize high-ROI, winnable client use cases; avoid red-flag traps	Craft one validated Use-Case Canvas
6	Build vs Buy vs Partner (Delivery Model)	Design delivery stack, talent plan & partner ecosystem for scale	Draft partnership/talent map; identify 2 partners
7	Go-To-Market: Productizing, Pricing & Pitching	Create value prop, pricing levers & pitch narrative for mid-market & enterprise	Produce 3-slide pitch deck + value-based pricing calc
8	Blueprint & 90-Day Action Plan	Finalize practice roadmap, KPIs & milestones for first two offerings	Submit 90-day execution plan & success metrics
9	Capstone (In-Person: HCMC & Hanoi)	Present roadmaps; get peer & mentor feedback; join AI Builders Vietnam community	Live presentation; integrate feedback
10+	Individual Coaching Session (1 h, Early Bird Subscribers Only)	Pressure-test roadmap; refine offers in 1-on-1 with lecturers	Action checklist agreed & scheduled

Your Instructors: Global Data & AI Leaders

*Built & sold US \$300 M+ in AI solutions → Created data capabilities for Cisco, Accenture and Coca-Cola
→ Now coaching your team to do the same*

Bhavesh Lala

Singapore/South Africa

- CEO of Acuity and CTO of Sambe Consulting
- 25 +years building data & AI practices selling to Coca-Cola, Heineken and major global and regional banks



Alvin Ng

Singapore

- Former COO, Aboitiz Data Innovations
- Former VP of Johnson Controls and General Electric Digital
- Former MD, Cisco
- Consulting Accenture and Cognizant on AI-offerings, sold 300M+ of AI Products & Services yearly, vitX Board Advisor



Abhi Majumdar

Singapore

- Head of Consulting, Aleph Labs, Acuity
- Harvard Business Review - Member of Advisory Council
- Former Head of Data Consulting at KPMG, Zuhlke and Capgemini
- Build data & AI transformations for major global banks



Pricing and Timing - Building Data & AI Practice Xcelerator

Next Cohort Start Date: 26 September 2025

[Inquire or Book Now](#)

Prices exclude 8% VAT

	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	Single-Company Private Xcelerator <i>(price per company)</i>
Late-comers	\$3,100	\$2,480	\$2,170	-	
First-Mover Advantage <i>buy before 15 Aug</i>	\$2,599	\$2,079	\$1,819	Exclusive 1-hour ROI coaching call with Acuity CEO (\$600 value)	\$15,900
		Includes a pre-program consultation with a diagnostic for your leadership team and post-course 1:1 strategic roadmap session (\$1,500 value)			Inquire Now

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.

100 % Risk-Free: If your organization hasn't launched or booked any new AI-driven revenue within 12 months of completing the program, we'll refund your full fee.

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.*