



**Vietnam's Largest Telecommunications Group, VNPT,
Joins OPTiM for Business Alliance
in AI Services and Smart Agriculture**

OPTiM Corporation (OPTiM), a market leader in AI, IoT and big data platforms signed a Memorandum of Understanding (MOU) with Vietnam Posts and Telecommunications Group (Headquarters: Vietnam Hanoi, President & CEO Pham Duc Long, VNPT) on a business alliance in AI services and smart agriculture in Vietnam.

As a market leader in AI, IoT and big data platforms, OPTiM has been promoting the use of AI and IoT in order to realize "the 4th Industrial Revolution" in various fields by using OPTiM Cloud IoT OS in agriculture, medicine, and construction. The agricultural sector has been particularly successful, where OPTiM has acquired a basic patent for pinpoint pesticide application and fertilizer application technology, and is engaged in smart agriculture business mainly in Japan.

Vietnam's largest^{*1} telecommunications group, VNPT, is under the control of the Vietnamese government, and is working to establish and maintain ICT infrastructure and promote the use of the Internet for the development of the Vietnamese economy. In recent years, it has launched a smart city project utilizing AI, and has begun initiatives related to smart tourism, e-health, smart transportation, and smart agriculture.

OPTiM and VNPT have signed an MOU to develop AI services and smart agriculture in Vietnam. After customizing AI services such as OPTiM AI Camera provided by OPTiM, the AI service will be introduced in various stores and facilities in Vietnam, with the aim of providing support in areas such as marketing and security. In smart agriculture, the goal is to improve the productivity and quality of agricultural products, and also build a stable production system for safe and secure agricultural products. This is done by introducing pinpoint pesticide application technology and pinpoint fertilizer application technology in Vietnam, a major producer of agricultural products, mainly rice.

In maximizing the synergy between the two companies, they will contribute to the development of local industries and the realization of healthy lifestyles by introducing advanced AI technology with OPTiM AI Camera services and smart agriculture solutions.



- Top photo: VNPT President & CEO Pham Duc Long talking to OPTiM President Shunji Sugaya
 - Bottom left photo: OPTiM CEO Shunji Sugaya's speech
 - Bottom right photo: VNPT Vice President Huynh Quang Liem and OPTiM President Shunji Sugaya signing the MOU
- (Back row; from left)
- Mr. Pham Anh Tuan: Director of product portfolio strategy Department, VNPT Group
 - Mr. Ngo Dien Hy: General Director of VNPT-IT Company
 - Mr. Luong Hong Khanh: Deputy General Director - VNPT-Vinaphone Corporation
 - Mr. Tran Huu Quyen: General Director of VNPT-Technology JSC
 - Mr. Duong Thanh Long: General Director of VNPT Media Corporation

■ About OPTiM AI Camera

OPTiM AI Camera is a package service that supports marketing, security, operational efficiency, and more in any industry by collecting data from various types of cameras and analyzing the images by using pre-trained AI models. OPTiM AI Camera is equipped with a menu that applies over 300 AI pre-trained models for 11 industries, including medical, retail, and railways, making it possible to launch services that can be executed at a lower cost.

Please refer to the following website:

<https://en.optim.cloud/services/ai-camera/>

※1 According to the VNPT survey conducted on July 7, 2017, in the fixed broadband market. For more information, visit the following website:

<http://www.vnpt.vn/en/News/NewsEvents/View/tabid/219/newsid/46714/seo/VNPT-accounts-for-47-of-the-fixed-broadband-market/Default.aspx>

■ About OPTiM Corporation <https://www.optim.com>

OPTiM is a leader in internet-based services that improve its clients' interactions with technology in all aspects of everyday life. Its solutions provide comprehensive IoT management and multifunctional remote communication. Its business partners include NTT, KDDI, Canon and Fuji Xerox. Based in Tokyo, Japan, its corporate motto is, "We make the net as simple as breathing."

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※ The information presented in this press release is subject to change without notice.

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