SKY | Solution

SKY SOLUTION

It services and solutions

Empowering your business with cutting-edge digital solutions

Company information

Company name:	**Sky Solution., JSC**
Year of establishment:	**2021**
Founder:	**Mr. Martin Do**
Headquarters Address:	**10th Floor, CMC Building, 11 Duy Tan, Cau Giay, Ha Noi, Viet Nam**
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Table of Content

Top Message

Dear Valued Partners, Customers, and Colleagues,

As the leader of Sky Solution, I would like to express my sincere gratitude to our customers, partners, and colleagues for your continued trust and support. Your backing and confidence form the solid foundation that helps us overcome challenges and continue to grow. Your success is the true measure of our value.

Since our establishment in 2021, Sky Solution has completed hundreds of projects and has become a trusted technology partner in e-commerce, e-learning, logistics, artificial intelligence, computer vision, and large-scale systems.

We are committed to understanding our customers' needs and delivering suitable, innovative high-tech solutions that ensure optimal cost and time efficiency tailored to each customer. Our goal is to provide maximum value and drive sustainable growth for businesses and the community.

We believe in building long-term partnerships based on trust and close collaboration, working together to achieve common goals.

We look forward to being your trusted long-term companion in conquering new challenges and seizing opportunities in the technology era. Together, we will create new breakthroughs.

Sincerely,
Mr. Martin Do
CEO of Sky Solution

About us

Founded in 2021, Sky Solution JCS., is proud of being a fast-growing IT company, providing strategic guidance and custom technology services across various industries, including retail, healthcare, education, manufacturing, transportation & logistics, and security. With years of experience in AI/ML, computer vision, blockchain, custom app development, we have successfully delivered many projects, creating sustainable values for both numerous domestic and foreign-owned enterprise. Our top priority is delivering innovative, smart, and efficient solutions that align with our clients' unique needs, helping them overcome challenges and drive growth in the digital era.

Company Vision & Mission

With a strong focus on researching and applying top-tier technology, Sky Solution constantly strives to become the foremost global partner in Ecommerce and AI development.

Our mission is to create tailored cutting-edge IT solutions that deliver results for businesses of all sizes. We are committed to bringing satisfaction, and profits to all our devoted clients and stakeholders who collaborate with us.

We also take shared responsibilities for well-being of our communities, creating lasting social impact, and fostering sustainable growth and development opportunities.

Core values

Sky Solution's culture is encapsulated in 5 words:

Innovation: We relentlessly research and apply cutting-edge technology to create breakthrough solutions, fostering sustainable growth for businesses and communities in the digital era.

Transparency: Transparency is the foundation of trust. Sky Solution is committed to maintaining openness and clarity in all activities, from business collaborations to internal operations, ensuring reliability and efficiency.

Integrity: We uphold the highest ethical standards, acting with integrity and honesty in every decision and partnership to create long-term value for our customers and society.

Quality: Quality is our guiding principle in every product and service we deliver. We continuously improve and set higher standards to provide the best experience for our customers.

Impact: Every Sky Solution initiative is designed to create a meaningful impact—helping businesses grow while contributing to the broader development of society and fostering a sustainable digital economy.

Board of directors

Mr. Martin Do
Chief executive officer

- Over 10 years of experience in Software Development and Project Management.
- More than 3 years of experience leading the company in developing projects: BettaMax, GOS, Paring POS, Xe Miền Bắc, VGPS
- Globally in fingerprint matching algorithms at FVC Ongoing (Top 5).

Mr. Tien Ngoc
Chief technology officer

- Over 10 years of experience in Software Development and Project Management
- More than 3 years of experience managing the technology team, implementing breakthrough solutions for projects: BettaMax, GOS, Paring POS, Xe Miền Bắc, VGPS
- AI and E-commerce Expert at Sky Solution
- Former AI and Architecture expert at ProtonX and G-innovations.

Human resources

Management Team

Graduated from university with extensive experience in IT solution architecture and developing production processes in compliance with CMMi standards. Skilled in managing multiple projects for government agencies and enterprises, both domestic and international, across various scales.

Staff

Our team consists of IT graduates who are dynamic, creative, hardworking, and eager to grow. They are always exploring and learning to stay updated with the latest technologies.

Expertise

Our strength lies in providing IT solutions and developing management software. Based on a core framework, we have built various software applications, including production management software, sales management software, DMS software, CRM software, accounting software, and more.

Why choose us

Extensive knowledge & understanding

Gain access to a team of highly skilled experts with years of experience working on real-world projects across diverse industries.

On-time & Within budget

No matter the size of your project, we are committed to delivering the solutions on time and within budget.
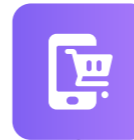
Top-tier service

We leverage state-of-the-art AI algorithms and advanced technology to deliver the smartest and most innovative services.

Safety and compliance

We are committed to delivering the highest safety and compliance standards, ensuring all solutions adhere to relevant regulations.

Service offerings

Ecommerce

We provide a full scope of ecommerce services, from consulting and execution to support and maintenance, aiming to help merchants achieve success with their eCommerce stores.

- Ecommerce integration and migration
- Online store development
- Custom ecommerce development

IOT development

Sky Solutiom offers tailored IOT development services for both startups and large companies to help them improve work safety and streamline business operations.

- Edge computing setup service
- Cloud computing service
- IoT data analytics
- IoT security service
- Mobile app development for connected devices

AI/ML

We specialize leveraging the power of AI/ML to automate businesses processes, gain deeper insights to enhance decision-making, and drive businesses efficiency.

- Edge AI computing service
- Machine learning development service
- Natural Language Processing service
- Bespoke generative AI model development
- Computer vision service
- Predictive analytics & forecasting service

End-to-end software development

At Sky Solution, we provide end-to-end development services for businesses of all sizes across various industries, covering every stage from concept to deployment.

- Full-cycle app development
- AI and machine learning integration
- Blockchain integration service
- Sustainability in software development
- IoT application development
- Comprehensive cybersecurity strategies throughout software development

DevOps services

We offer a wide range of DevOps services from comprehensive consultation to implementation, and ongoing support and maintenance to help businesses streamline operations, enhance collaboration, and achieve optimal software performance.

- DevSecOps for Built-in Security
- Kuberbetes for Container Orchestration
- Serverless and FaaS services for operational efficiency
- AI and ML integration
- Observability for in-depth insights

IT staff augmentation

Our IT staff augmentation service enables your business to hire experienced professionals from a trusted IT company based on your specific criteria and requirements. We are committed to providing carefully selected, skilled experts to ensure seamless continuity for your projects.

Our solutions

Ecommerce

- Ecommerce website design and development
- CRM development
- Cloud computing solutions
- Online payment integration
- Data analytics solutions
- Order fulfillment services integration
- Personalized online shopping experience solutions
- Marketing for ecommerce solutions
- Affiliate tracking solutions
- Search engine development

Education

- Mobile learning apps development
- Skill boosting apps development
- Learning Management System
- Personalized learning experience
- Learning analytics solutions
- Data security solutions
- E-learning platforms development
- Student management software

Healthcare

- Hospital Management Software
- Mobile Healthcare Apps Development
- ERM Software Development
- Medical traning Solutions
- Patient Data Security Solutions
- Pharmacy Management Software
- Remote Patient Monitoring Software Development
- Personalized Healthcare Software Development
- Telemedicine Software Development

Manufacturing

- Predictive Maintenance Solution
- Product Lifecycle Management System Development
- System Integration Solution

Transportation & logitics

- Transportation Management System Development
- Blockchain in Supply Chain Management
- Order management system development
- Warehouse Management Software Development
- CRM System Development
- Data Analytics Solutions

Security

- Multi-camera surveillance software
- Satellite Vision Solution
- Thermal Image Processing Solutions
- Data Security Solutions

Case studies

BETTAMAX

All-in-one ecommerce platform for online sellers

About our clients
Our client, an ambitious ecommerce startup, set out to create a platform that integrates all the essential features to help dropshippers easily build and grow their online stores. The platform needed to meet key requirements such as rapid deployment, ease of use, a responsive store builder, and seamless integration with a wide range of tools to manage orders, customers, and sale data.

Our process

1

Business analysis and competitor research
Thoroughly analyze the client's unique needs and goals and conduct in-depth competitor research to identify areas for improvement, ensuring our platform would stand out.

2

Strategic planning & Resource allocation
Assess the client's available resources and craft a structured implementation roadmap with key milestones and estimated timelines.

3

Solution design & System architecture
Defined key features, design an intuitive UI/UX, and build the system architecture and infrastructure for a scalable solution.

4

Implementation & Optimization
Deploy the solution using an Agile development approach, and provide ongoing optimization and maintenance to ensure the platform runs smoothly and remains up-to-date.

Our solutions
To meet the client's requirements, we delivered a comprehensive solution with the following key features:

1. Page builder
- Enables users to build and customize their online stores without any coding knowledge.

2. AI-Driven Order Fulfillment Automation
- Automates supplier matching.
- Provides real-time order tracking.

3. Customer Relationship Management (CRM)
- Includes an AI-powered chatbot for instant customer support.
- Allows the creation and management of loyalty and referral programs to boost customer retention and advocacy.

4. AI-Powered Online Payment System
- Integrates a payment gateway supporting multiple methods, including debit cards, bank transfers, and popular digital wallets like PayPal and Stripe.

The results

- **10x** revenue growth in just six months since the platform was launched.
- **2,500+** sellers managing over 3,000 stores across 15+ nations
- **50%** reduction in operational time for sellers
- **30%** increase in conversion rates for sellers
- **200,000+** transactions processed securely per month
- **1+ million** products fulfilled per month
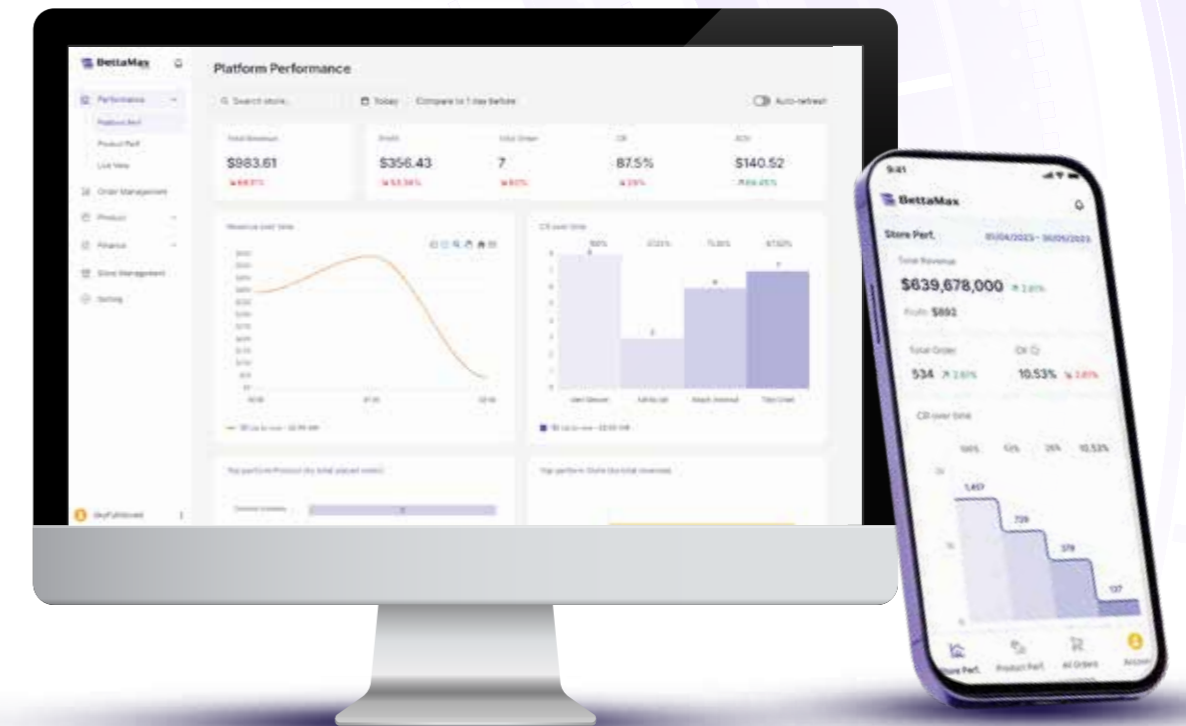
NOTHERN VEHICLES

Our client

Our client is a company operating in the passenger transportation industry. They built a community where drivers could post rides and others could claim them. Our client managed the drivers and reviews shared vehicle information through a live chat platform. However, as the number of drivers grew, manual management and accounting became increasingly challenging due to the large volume of messages. In addition, the admin team had to work continuously to keep operations running, causing inefficiencies and frustration among all involved.

The primary aim of this project is to automate processes in order to reduce the admin team's workload, minimize errors in the commission accounting process, and ultimately support future scalability as the business expands.

Our solutions

After a through study of the client's requirements, Sky Solution proposed building a app with including features:

1. KYC verification
- Verify driver's indentity and vehicle profiles, giving passengers greater confidence in the service.

2. Real-time accounting
- Automatically calculates driver commisions when a ride is marked as "completed"

3. In-app chat
- Enable drivers to send and receive messages in real-time with each other.

4. In-app complaint resolution
- Drivers can submit complaints directly within the app, triggering an automated group chat that includes all relevant parties and an assigned admin to ensure a quick and fair resolution.

5. In-app payout
- Payouts to drivers can be made directly within the app.

The values

After applying app in operation, Our solution brought postive changes in all aspects of operation:

Criteria	Without Sky Solution's Solution	With Sky Solution's Solution
Operation Costs	High costs due to the need to hire a large number of staff to handle manual processes.	Automating administrative tasks significantly reduces the need for excessive staffing, lowering operational costs.
Management Activity	Delays in customer ride information handoff between drivers due to the old system being overloaded with multiple bookings at once.	Drivers can easily communicate and transfer customer ride information directly within the app, enabling fast and efficient connections between customers and available drivers.
Commission Accounting Process	Manual, time-consuming, and error-prone commission calculation process. Drivers often have to wait until the end of the day to know their earnings.	Real-time and automated commission tracking allows drivers to instantly view their earnings, improving transparency and satisfaction.
Scalability	Difficult to manage drivers effectively. Zalo chat groups are limited in capacity, disrupting the continuity of communication and creating management gaps.	The new app supports thousands of drivers simultaneously without interruption. Driver and vehicle profiles are verified, enabling secure, seamless scaling and better oversight.
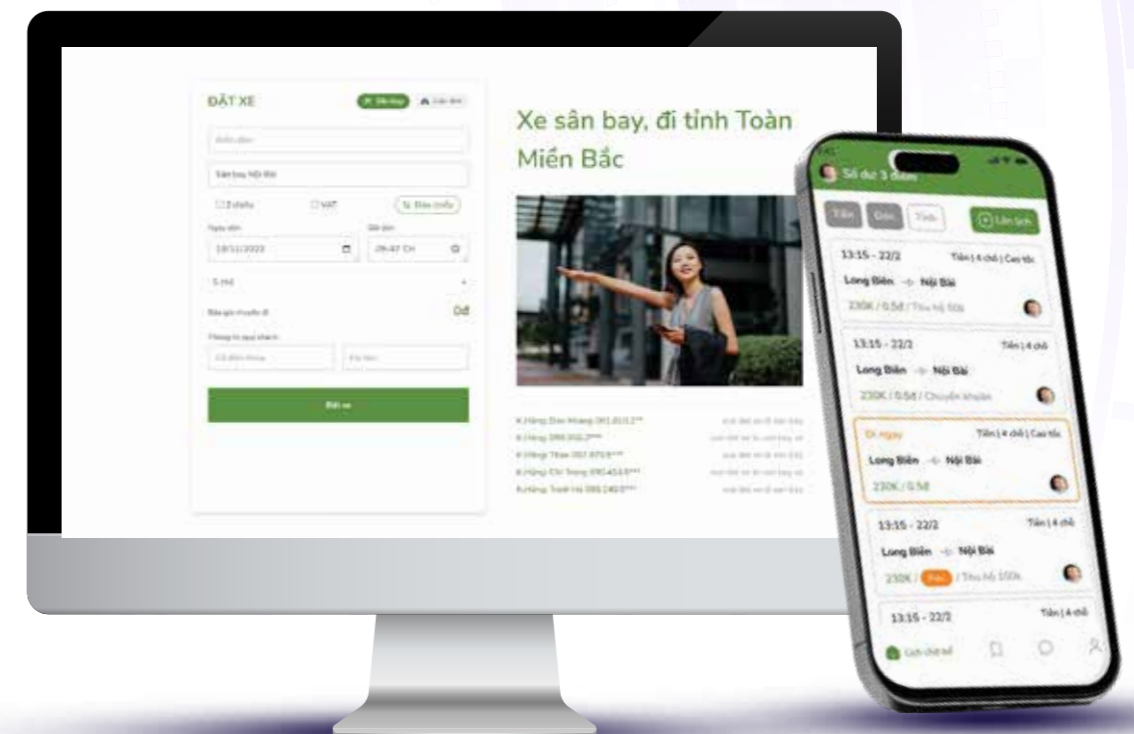
GOS

About our clients

Our client is a small and medium-sized enterprise (SME) specializing in providing ride-hailing services that link passengers to drivers. Because of manual management systems, they face a lot of operarational challenges, including:

- No CRM system in place to manage driver profiles, customer information, driving history.
- A high volume of customer complaints is received due to insufficient driver information, including names, vehicle types, and ratings or reviews.
- Lack real-time trip monitoring

These challenges have led to low service volume due to entirely manual operationsm and high customer drop-off rate and low return customers.

Our solutions

To address these challenges, GOS was developed as a comprehensive platform that simplifies driver management with essential features:

Consulting and developing a CRM system to store driver profiles and trip information.

Integrating online payment for upfront payments.

Comprehensive database system with automated revenue statistics for both the company and individual drivers.

The values

GOS is redefining driver rental services by offering more transparency, efficiency, and customer satisfaction. This platform is helping businesses in the sector streamline their operations while delivering higher quality services to their customers.

Our key achievements:

- **Over 100 drivers** registered on the platform, offering a wide range of on-demand services.
- **Positive customer feedback** with improved service quality driving satisfaction.
- **Enhanced data storage and analysis** capabilities for better decision-making and customer service.
- **Increased control over routes and payments** reducing the chances of misuse.
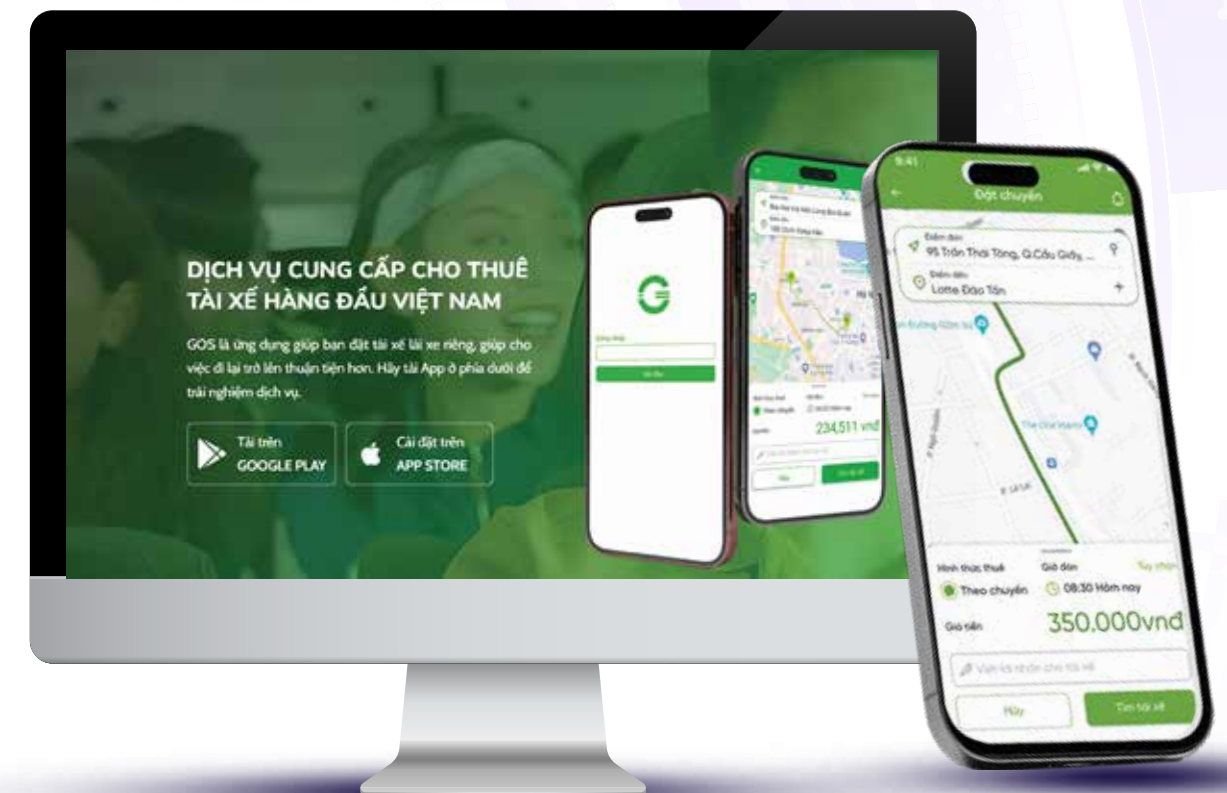
VGPS

Our client

Our client is a company specializing in IT solutions development. They want to hire our staff to develop a solution for action cameras for a large trucking company and an operations center (OC) for a regulatory agency to ensure the project timeline is met.

Client's demand

They want to develop a solution that enables live stream video transmission from action cameras on buses to the operations center (OC). This solution needs to ensure video stabilization, high-resolution quality, and fast transmission speed without overloading the system.

Our solutions

After thoroughly analyzing the client's requirements, our team collaborated with the client's development team to complete the project with the following these solutions:

Utilizing Google's WebRTC framework for Android devices with Gstream technology image capturing for transmitting live video over the Internet using a 4G network.

Fine-tuning the configuration to transmit data at low bandwidth while ensuring a speed of 12-15 frames per second for each camera.

Equipping each vehicle with two cameras (one for the interior and one for the exterior) and an embedded board running the Android operating system to collect sensor data and transmit it directly to the operations center (OC) in real-time.

The values

As a result, we have successfully delivered the solution to the third party as requested, and the system operates smoothly and without major issues once it's put into operation.
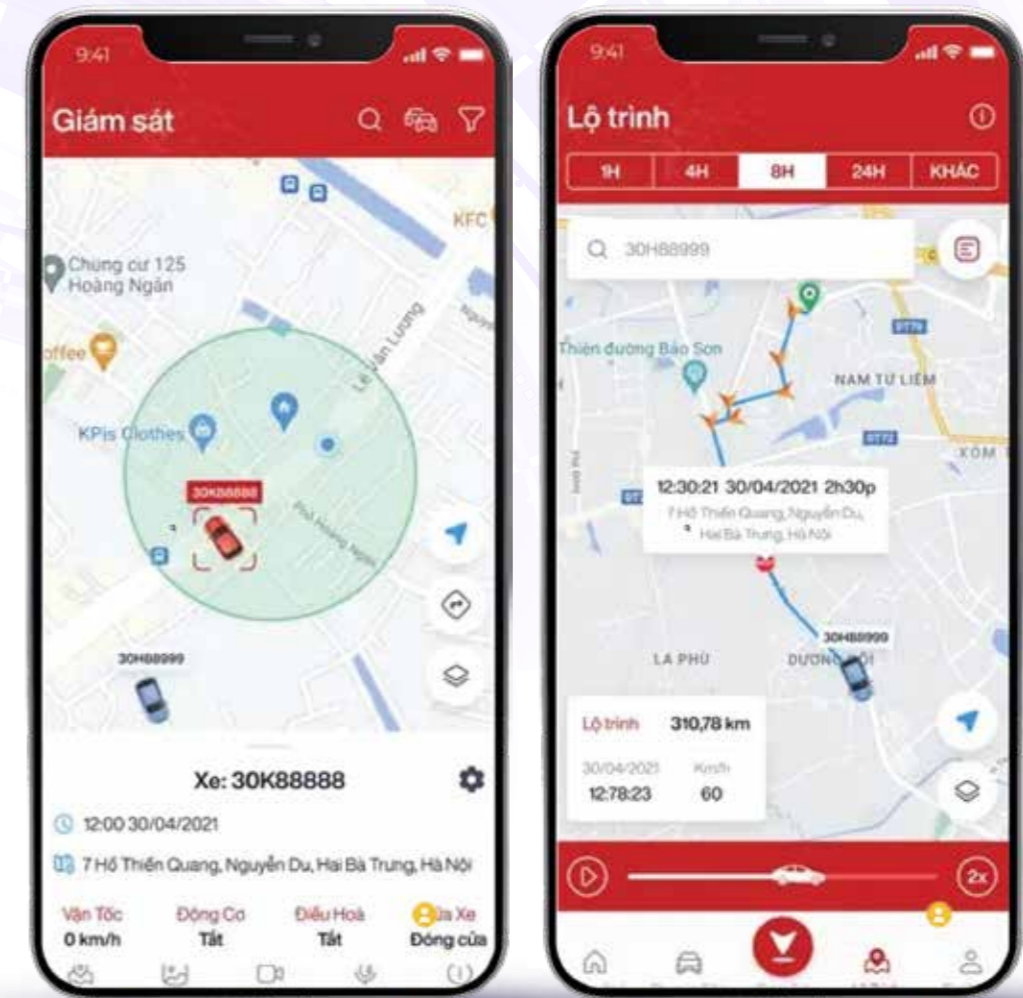
TARING POS

Challenges

In the fast-paced world of retail, time-consuming paperwork and complex invoice processing have long been a bottleneck in both customer satisfaction and business efficiency. These manual processes slow down transactions, frustrate customers, and drain valuable time that retailers could spend on improving their operations.

Our solutions

Our IT professionals developed the Taring POS solution to simplify electronic invoicing and enhance overall business performance. By cutting through the inefficiencies of traditional invoicing, this system has become a game-changer for retailers.

The values

With Taring POS, retailers can now operate more effectively, offering their customers a seamless shopping experience while benefiting from more efficient backend processes. This system is setting a new standard for retail management and electronic invoicing, helping businesses thrive in an increasingly competitive environment.

Key Achivements

- 80% reduction in invoice processing time, making transactions faster and more efficient.
- Enhanced customer satisfaction, providing a quicker, smoother shopping experience.
- Improved business efficiency for hundreds of retailers, allowing them to focus on growth and service.
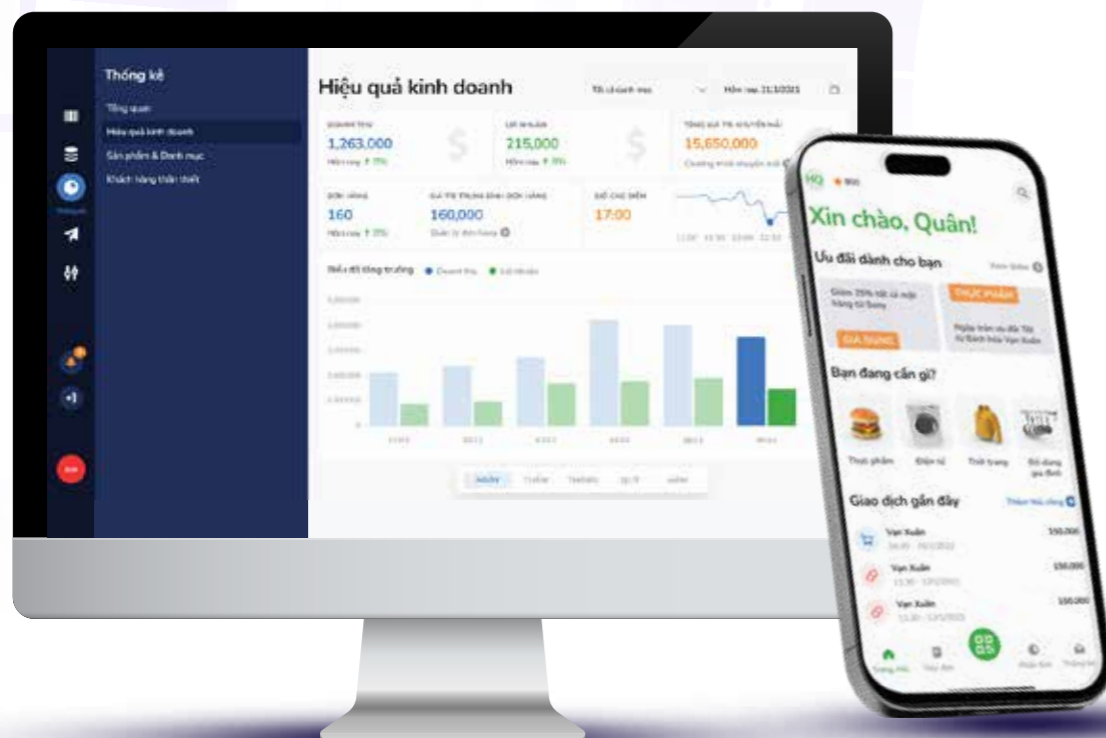
FACE ID

Challenges

These days, many businesses face challenges in security management, making the need for a reliable facial recognition solution critical. Existing systems often struggle to process data from multiple cameras simultaneously, with accuracy and recognition speed remaining significant concerns.

These challenges can compromise security and create inefficiencies in managing access control and staff monitoring.

Our solutions

Our system is deployed on-premise with a modular architecture that enables rapid scalability. It also supports most of commercial CCTV cameras today.

- Face recognition and searching
- Mutli camera Multi-object tracking for tracing movement trajetories in the buiding
- Intruder detection
- Multi-site mangement

The values

- Streamlined check-in/check-out processes for staff in large buildings.
- Strengthened access control, preventing unauthorized intrusions.
- Reduced operational and labor costs, enhancing the efficiency of security systems.
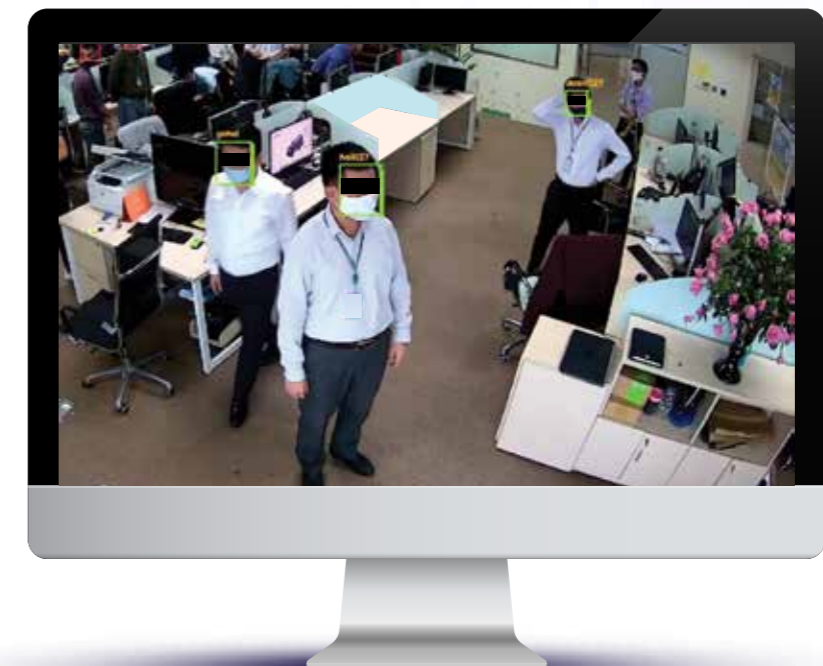
Working flow

INVESTIGATION

Requirement hearing
- Go through the customers to identify and analyse their needs

Estimation
- Create technical/schedules proposals based on requirements

ESTIMATION

Planning
- Investigate and analyze business logic, create project plan and delivery milestones

Designing
- Designing application architecture as well as detail screen

CODING

Requirement hearing
- Coding & testing
- Coding and testing based on design results

DELIVERY & MAINTENANCE

Delivery
- Source code delivery, includes all design and investigation documents. We also support the deployment of the product
- **Maintenance**
  Provide maintenance service (contract) to continuously operate the system after developmentdetail screen

Development methodologies

Dev **Ops**

Code · Plan · Release · Deploy · Build · Test · Monitor · Operate

DevOps development

Requirements
System Design
Develop
Test
Deploy
Review

Waterfall development

Sprint Planning Meeting · Update Product Backlog · Daily Cycle · Sprint Retrospective · Product Increment · Sprint Review
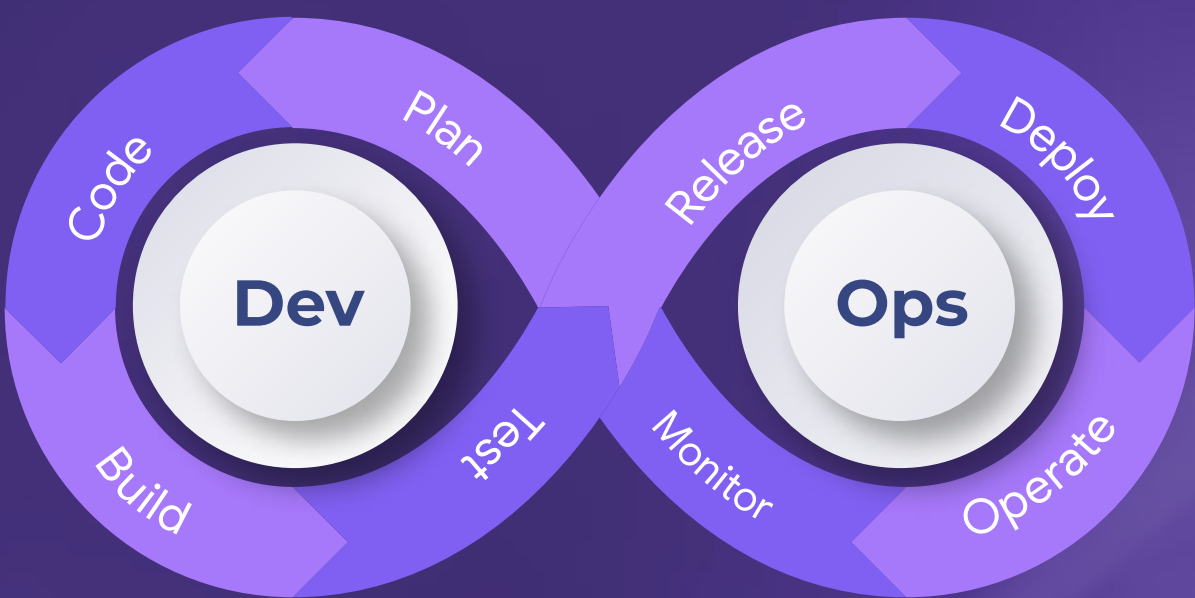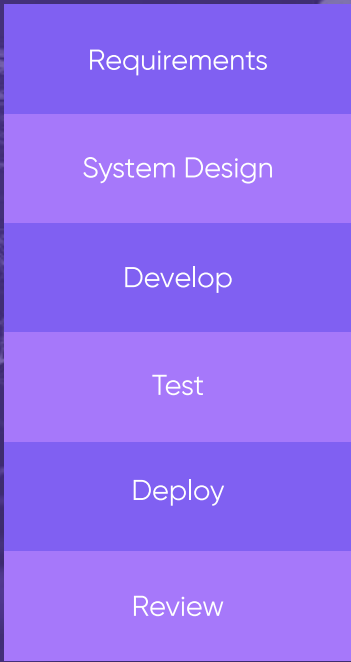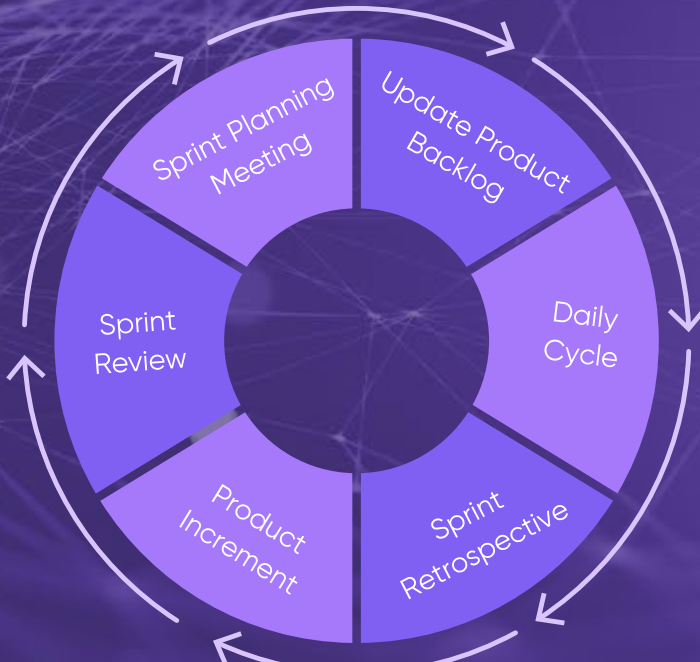
Agile development

Tech stacks

Mobile App Development
Using the best mobile interface and ensuring it seems good with Sky Solution superior experience.

iOS

Swift	React Native	Flutter
Ionic	PhoneGap	Cordova

Android

Kotlin	Dart	Java	React Native
Flutter	Ionic	PhoneGap	Cordova

Web App Development
Create a website for a client using the best framework.

Web App Development

Javascript	HTML	Sass	Node.js	PHP	GoLang	DreamHost
React	Angular	Ionic	PostgreSQL	MySQL	MongoDB	Digital Ocean
jQuery	Bootstrap	Material	AWS	Azure	GoDaddy	

Cms&Ecommerce

WordPress	BigCommerce	Joomla	PrestaShop
WooCommerce	Shopify	Drupal	OpenCart

UX/UI Design

Figma	InVision	Adobe XD
Sketch	Photoshop	Illustrator

Our world-class certfications

SKY SOLUTION ACHIEVED ISO/IEC 27001 CERTIFICATION

1 We prioritize compliance across the three fundamental aspects of cybersecurity: people, processes, and technology.

2 We establish a comprehensive structure for managing information security and key operational elements.

3 We proactively detect potential threats and prevent security breaches at the earliest stages.

4 We implement stringent security practices and seek to strengthen or replace them with industry best practices to minimize security breaches.

5 We ensure that every client's data is treated with integrity through secure and thoroughly tested processes.

Sky Solution is committed to bringing breakthrough digital solutions that empower businesses to thrive in a fast-changing world.

Together, we drive transformation, create value, and shape the future of innovation.

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Turning Vision into Digital Solutions