

Powering Businesses with Top-notch IT Solutions

NTQ Hong Kong, a Vietnamese-based IT company, strengthens its foothold in Hong Kong to support business growth in the GBA market.

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Johnny Chong
Country Manager
NTQ Hong Kong

Digitalisation has become a salient driver of productivity growth, especially in the wake of the pandemic, propelling the innovation and technology (I&T) industry to develop new technologies, products and services at an unprecedented pace.

Established in 2011 and headquartered in Hanoi, Vietnam, NTQ Solution is a leading information technology (IT) consulting, services and solutions company empowering businesses of all sizes to accelerate growth. The company delivers offshore high-quality software solutions with its deep expertise in a comprehensive technology stack. Specialised in emerging technologies such as blockchain and artificial intelligence, it also supports clients in their digital transformation process. Currently the company services over 18 countries and cities, supporting 200 enterprises across various industries. In 2021, NTQ Solution launched NTQ Hong Kong, aiming to capture lucrative business opportunities in the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) via the city.

Hong Kong – First-choice Springboard to the GBA

Hong Kong is one of the world’s freest economies, characterised by free trade, free market, free flow of capital and a stable currency with no foreign exchange control. Johnny Chong, Country Manager of NTQ Hong Kong, views Hong Kong as an ideal place for overseas company expansion thanks to the city’s pro-business environment. “Hong Kong is renowned as a free, well-connected and competitive

economy with a sound legal system. Its simple tax regime provides an attractive business environment for overseas companies to grow and thrive,” he said.

Moreover, Chong sees enormous opportunities in Mainland China. It is particularly true for the GBA, a dynamic economic powerhouse with global influence. He explained, “Tapping into the GBA opportunities via Hong Kong is one of NTQ’s strategic directions. Because of cultural differences and language barriers, establishing a foothold in Mainland China might not be easy for Vietnamese companies. However, Hong Kong is a premier springboard to and from the GBA and Mainland market. By leveraging the city’s strategic location and unique positioning as Asia’s world city, we are confident that NTQ, with its compelling capabilities, is poised to seize opportunities in the buoyant GBA market.”

Delivering Cutting-edge Technology

With a mission of driving the digital economy, NTQ Solution adopts an innovative, scalable and technology-agnostic approach to address its clients’ needs across multiple business domains. According to Chong, NTQ Hong Kong has unique strengths to capture opportunities. “We adopt the speed to market strategies. Also, riding on our headquarters’ cutting-edge technology and solid experience, we are able to provide premium outsourcing services and develop proprietary solutions,” he said. “NTQ Solution has made substantial headways on innovation

in recent years. We are excited to bring the fruits of research and development from Vietnam to Hong Kong and the Mainland.”

Chong opined that the Hong Kong government plays a vital role in nurturing the development of technology-intensive clusters. “Apart from government funding support for industry players, the Hong Kong Science and Technology Parks and Cyberport offer incubation programmes providing all-round assistance to startups. I can see the burgeoning of tech companies, conducive to building a robust I&T ecosystem in the region,” he concluded.

NTQ Hong Kong

- With offices in Vietnam, Japan, Korea and Hong Kong, NTQ Solution has about 900 employees worldwide
- In 2021, NTQ Solution was awarded “Top 10 Software and IT Services Outsourcing Companies” in Vietnam by the Ministry of Science and Technology and Founder of VINASA
- NTQ Hong Kong currently has 13 employees, and aims to increase to about 20 staff in 2024

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