Modernizing Vietnam’s Triple Helix: Institutional Breakthroughs

Institutional Breakthroughs for Mission-Driven Innovation & Mutual Risk-Sharing

STATUTORY BASIS

Law on STI No. 93/2025/QH15 & 2026 Decrees

EXECUTING MANDATE

Ministry of Science & Technology (MOST) & NAFOSTED

STRATEGIC OBJECTIVE

Mutual Risk-Sharing & Private Capital Leverage

Three Shifts in National STI Policy

Re-architecting public R&D policy around market incentives and systemic risk absorption

SHIFT 01

Capital Allocation

LEGACY FRAMEWORK

Input subsidies & line-item grants regardless of commercial viability.

STRATEGIC PARADIGM SHIFT

Market pull, statutory risk-sharing, and catalytic co-funding.

SHIFT 02

Task Inception

LEGACY FRAMEWORK

Academic curiosity topics lacking identified industrial adopters.

STRATEGIC PARADIGM SHIFT

Corporate technical problem statements ('practical industrial challenge statements').

SHIFT 03

Evaluation Metric

LEGACY FRAMEWORK

Paper audits, formal sign-off dossiers, and expense vouchers.

STRATEGIC PARADIGM SHIFT

Commercial adoption, market revenue, and industrial value.

The Enterprise Capital Multiplier (2021–2025)

Empirical proof: Placing enterprises in the driver's seat dramatically de-risks public expenditure

CAPITAL LEVERAGE RATIO

1.6x vs 0.27x

Capital Multiplier Ratio

Non-budget co-funding mobilized per State dong invested (Enterprise-led vs. University-led tasks).

PRIVATE CAPITAL MOBILIZATION

49.9%

Private Capital Mobilization

Share of national non-budget R&D funds mobilized by just 12% of projects led by enterprises (1,359.3 B VND).

CROSS-SECTOR COLLABORATION GAP

3.9%

Active Collaboration Baseline

National baseline of domestic private enterprises collaborating with academic research institutions.

POLICY UPTAKE DEFICIT

57 / 962

CIT Exemption Uptake

Certified S&T enterprises that have successfully accessed statutory corporate income tax exemptions.

Codifying 5 Corporate Roles Across the Innovation Journey

End-to-end statutory coverage codified under the Law on STI No. 93 and 2025-2026 Decrees

ROLE 1	Problem Setter: Statutory right to propose national tasks & mandatory prior-art screening on national portal.	Art. 16, Law 93
ROLE 2	Co-Implementer: Block grants & 200% corporate income tax super-deduction for in-house R&D expenses.	Decree 265/2025
ROLE 3	Commercializer: Automatic statutory IP ownership assignment without budget clawback liabilities.	Arts. 24–27, Law 93
ROLE 4	Market Scaler: 5% tender evaluation preference & 6-year operational track-record waiver for novel products.	Decree 214/2025
ROLE 5	Industrial Anchor: Supply chain leadership requiring ≥40% local content and ≥1% R&D spending.	Decree 260/2026

The 7-Stage Closed-Loop Task Lifecycle

Re-engineering national R&D tasks from problem definition to factory adoption and market scaling

01	02	03	04	05	06	07
Demand	**Commission**	**Co-Design**	**Execution**	**Handover**	**Evaluation**	**Scale**
Corporate intake & global prior-art screening.	Quantified technical KPIs & confirmed matching funds.	Joint technical scoping & upfront IP profit-sharing covenants.	Milestone block grants & statutory in-kind recognition.	Direct delivery of engineering packages to designated adopters.	Factory-floor operational audits at 12, 24, and 36 months.	Pilot bridge financing, First Customer procurement & market scale.
PRIOR-ART FILTER	CO-FUNDING	IP ALLOCATION	STAGE GATES	SHOP-FLOOR TAKEOFF	FIELD AUDITS	MARKET TRACTION

Safe Harbor & First Customer Models

Removing the fear of retrospective liability and opening domestic public procurement

MECHANISM 01: DECISION-MAKER SAFE HARBOR

The Legal Safe Harbor (Statutory Safe Harbor)

ADMINISTRATIVE RISK-AVERSION BOTTLENECK

Leaders dread retrospective asset-loss audits over fluctuating early-stage IP valuations ('risk aversion and fear of retrospective audit liability').

INSTITUTIONAL REMEDY

Amends Decree 263/2025/NĐ-CP to grant statutory immunity for directors following transparent, compliant due process. Honest scientific failure is not a crime.

Decree 263 Amendment • Inter-Ministerial Circular (MOST–MOJ–MPS–Audit)

MECHANISM 02: STATE-ENABLED MARKET FORMATION

The First Customer Model (First Customer Model)

PROCUREMENT MARKET BARRIER

Public tenders disqualify homegrown tech due to rigid criteria requiring 3–5 years of operating history and identical past contracts.

INSTITUTIONAL REMEDY

Mandated procurement of pilot production batches ('pre-commercial pilot batches ('Batch Zero')') by State agencies and SOEs for verified domestic innovations meeting parity criteria.

Four Parity Standards: Core Tech • Quality • Standards • Price Parity

Inter-Ministerial Delivery Milestones (2026–2028)

Synchronized policy delivery roadmap under Government oversight

PHASE 01 • Q4 / 2026

Omnibus Decree (MOST)

CORE STRATEGIC OBJECTIVE

Amend 5 foundational Decrees (262, 263, 265, 267, 268) under expedited procedure.

REGULATORY BREAKTHROUGH

Abolish 3-year prior track record hurdle; standardize enterprise problem templates on national portal.

PHASE 02 • Q1 / 2027

Safe Harbor Circular (MOST-MOJ)

CORE STRATEGIC OBJECTIVE

Promulgate inter-agency circular on risk acceptance and administrative safe harbor.

REGULATORY BREAKTHROUGH

One-stop digital window unifying tax, credit, and grant records; issue model IP co-ownership agreements.

PHASE 03 • 2027–2028

Market Scaling (MOF-MOIT)

CORE STRATEGIC OBJECTIVE

Deploy First Customer public procurement rules and import substitution catalog.

REGULATORY BREAKTHROUGH

Designate anchor tech enterprises (Decision 1091); enforce mandatory 6-month provincial reporting scorecards.

Dual Entry Channels: Grant vs. Commission (NAFOSTED)

Two distinct funding avenues on a unified competitive platform matching public priorities with private leverage

TRACK 01: COMPETITIVE OPEN GRANTS

Open Grant Track (Up to 80% State Aid)

OPERATIONAL MECHANISM

Bottom-up scientific or corporate intake, evaluated on novelty, patentability, and transfer readiness.

ENTITLEMENT & IP STRUCTURE

Lead host retains 100% exploitation rights. Requires minimum 20% counterpart co-funding. Ideal for commercial applied R&D.

Lead Host Owns & Exploits All Research Outputs

TRACK 02: DIRECTED STRATEGIC COMMISSIONS

Commissioned Track (Up to 100% Budget)

OPERATIONAL MECHANISM

Top-down national directives for strategic priorities, evaluated on practical industrial scale and import substitution.

ENTITLEMENT & IP STRUCTURE

State covers 100% direct research costs. IP ownership is shared proportionally according to counterpart capital contributed.

Co-Ownership Proportionate to Counterpart Investment

Four Breakthrough Financing Mechanisms (Decree 229)

Key innovations removing historical financial bottlenecks under Decree 229/2026/NĐ-CP

INSTRUMENT 01

In-Kind Matching

Corporate engineering hours, machinery, and datasets recognized alongside cash.

NO CASH-ONLY HURDLE

INSTRUMENT 02

Factory Testbeds

Mandatory execution of pilot batches directly on active industrial manufacturing lines.

SHOP-FLOOR TESTING

INSTRUMENT 03

Output Grants

Lump-sum disbursements upon verified technical output delivery—zero receipt auditing.

ZERO INVOICE CHECKING

INSTRUMENT 04

Milestone Gates

Tranche releases tied strictly to technical readiness gates (TRL milestones).

TRL STAGE-GATES

110-Day Evaluation Window & Qualification Access

Compressing review cycle times and leveling the playing field for private industrial innovators

ADMINISTRATIVE VELOCITY

Streamlined 110-Day Window

TURNAROUND COMMITMENT

Application intake to formal award capped at 110 days. Master contract executed within 10 days of approval.

GOVERNANCE PROTOCOL

Final post-evaluation capped at 45 days. Complete spending autonomy over internal line items using lump-sum block funding.

110-Day Cap • Lump-Sum Autonomy

MERIT-BASED EQUAL ACCESS

Practical Qualification Exemption

ACADEMIC CREDENTIAL WAIVER

Complete elimination of mandatory PhD and Scopus publication requirements for industrial enterprise leads.

PRACTICAL QUALIFICATION BENCHMARK

Certified qualification based on proven 5-year technology deployment or transfer track record, creating a level playing field.

Equal Playing Field for Industrial Engineers

Measuring Impact by Market Outcomes

Core quantitative indicators defining policy success across national applied STI tasks

INDICATOR 01

Capital Multiplier

TARGET BENCHMARK

> 1.6x Non-budget capital mobilized per State budget dong invested.

STRATEGIC VALUE

Catalytic public funding unlocking private corporate co-investment across applied missions.

INDICATOR 02

Time to Market

TARGET BENCHMARK

< 18 Months velocity from project audit to commercial factory lines.

STRATEGIC VALUE

Compressing the commercialization journey to capture fast-moving global technology windows.

INDICATOR 03

Localization Depth

TARGET BENCHMARK

≥ 40% Domestic industrial content in strategic technology sectors.

STRATEGIC VALUE

Building self-reliant domestic supply chains and mastering core foundational technologies.

Thank You for Your Leadership & Partnership

National Strategic Briefing • Ministry of Science and Technology (MOST) • Hanoi, October 2026

NATIONAL STI PORTAL

most.gov.vn • nafosted.gov.vn

EXECUTING FRAMEWORK

Decree System 229, 260, 263, 265, 267

CORE MISSION

Advancing Vietnam's Triple Helix Innovation Ecosystem

Bridging the Missing Middle: Lab Prototype to Industrial Production

Scaling Technology Readiness from Lab Prototype (TRL 3-4) to Certified Production (TRL 7-8)

INFRASTRUCTURE CORE

Shared Pilot Testing & Certification Suites

CO-CREATION GRID

Open Testing Hubs & Master Consortia

HUMAN CAPITAL

Bi-Directional Talent Mobility (Decree 101)

Academic Output vs. Industrial Need

85% of research output resides in higher education, yet enterprise collaboration remains severely fragmented

ACADEMIA & RESEARCH INSTITUTES

Academic Concentration

WORKFORCE PROFILE

52% of national S&T workforce resides in universities.

PUBLICATION OUTPUT

85% of Scopus scientific papers produced in academia (2019–2024), but largely detached from production lines.

ENTERPRISE SECTOR

Enterprise Reality

IN-HOUSE R&D DISPARITY

74.4% innovation rate in firms with internal R&D units.

OPERATIONAL CAPACITY DEFICIT

Only 30.2% innovation rate in firms without R&D; over 90% lack capacity to define technical problem statements.

ECOSYSTEM LINKAGES

Linkage Deficit

CROSS-SECTOR PARTNERSHIP RATE

Only 3.9% of private firms partner with academia.

TECHNOLOGY TRANSFER OFFICES (TTOS)

Only 2 of 46 innovation centers operate as enterprise models; ties rely on personal ad-hoc relationships.

Audit of 26 National Strategic Missions (NAFOSTED 2026)

Empirical deficit review revealing the physical bottlenecks stalling national strategic research

PILOT TESTING INFRASTRUCTURE

19 / 26

Missing Shared Testbeds

Strategic missions lack open facilities for industrial testing, pilot manufacturing, and standard certification.

PRODUCT DEVELOPMENT TALENT DEFICIT

10 / 26

Product Engineer Deficit

Missions constrained by acute shortages of applied development engineers capable of designing commercial BOMs.

TECHNICAL STANDARDS & REGULATORY SANDBOXES

10 / 26

Standards & Sandboxes

Missions hindered by missing industrial technical standards and regulatory compliance sandboxes.

SUPPLY CHAIN IMPORT EXPOSURE

8 / 26

Import Dependency

Missions completely dependent on imported core raw materials, components, and integrated chip designs.

Four Proven Alliance Archetypes in Vietnam

Domestic institutional blueprints proving that long-term academic-industrial co-creation works

MODEL 1	Consortium Alliance (HUST): HUST with Viettel, VNPT, VinFast, and FPT on shared Edge AI laboratory facilities and sector roadmaps.	Shared Edge AI Lab
MODEL 2	Embedded Institute (VKIST): Contract-based problem solving addressing corporate engineering bottlenecks from inception to transfer.	Industrial Contracts
MODEL 3	Blended Resourcing (HCMUT): HCMUT VNU-HCM public-private co-funding producing 5G transceivers and industrial AI robotics.	Co-Funding Models
MODEL 4	Supply Chain Anchor (Petrovietnam): 5-year master ties spanning rig testing, anti-corrosion, green hydrogen, and nuclear safety.	5-Year Frameworks

Realigning Academic Incentives

Linking academic career progression and funding allocation directly to technology transfer

COMMERCIALIZATION METRICS

Commercial Assessment

BASELINE EVALUATION

Evaluation based almost exclusively on paper publication counts and citations.

MANDATORY STRATEGIC ALIGNMENT

University rankings and faculty tenure progression tied directly to industry contract value and licensed IP.

MANDATORY CORPORATE QUOTAS

Mandatory Corporate Quotas

GRANT ALLOCATION PROTOCOL

Grants allocated to purely academic proposals without corporate commitment.

MANDATORY STRATEGIC ALIGNMENT

Mandatory minimum quota of applied grants requiring verified co-investing corporate partners (starting 2027).

MULTI-YEAR MASTER ALLIANCES (3-5 YEARS)

Multi-Year Master Alliances

CONTRACT HORIZON

Single-year transactional grants forcing labs to prioritize short-term cash.

MANDATORY STRATEGIC ALIGNMENT

Transitioning to 3–5 year corporate master framework agreements shielding labs from short-term cash bias.

Bi-Directional Talent Mobility (Decree 101/2026/NĐ-CP)

Dismantling bureaucratic walls between academic faculties and corporate factory floors

TRACK 01: FACULTY-TO-INDUSTRY MOBILITY

Faculty to Industry (Art. 46, Decree 101)

LEGACY INSTITUTIONAL BARRIER

Professors feared losing tenure, civil service benefits, or retirement pensions if working with private enterprises.

DECREE 101 BREAKTHROUGH

University scientists fully authorized to take corporate sabbaticals or serve as corporate Chief Scientists with zero penalty to academic standing.

Art. 46, Decree 101/2026/NĐ-CP • Sabbatical Protections

TRACK 02: INDUSTRY ENGINEERS-TO-CAMPUS

Engineers to Campus

LEGACY INSTITUTIONAL BARRIER

Corporate technical experts lacked academic titles or PhD degrees to supervise graduate researchers.

DECREE 101 BREAKTHROUGH

Corporate CTOs and Chief Engineers appointed as adjunct faculty and doctoral supervisors, aligning graduate theses with active production lines.

Curricula Synchronized with Real Industrial Tooling

Shared Pilot Infrastructure Grid (Decision 1483/QĐ-TTg)

Prioritizing shared open testing hubs over duplicative laboratory capital expenditures

OPEN-ACCESS SHARED GOVERNANCE

Open Access Governance

SYSTEMIC BOTTLENECK

State-funded labs operate as closed silos with prohibitive testing fees.

MANDATORY ACCESS STANDARDS

Mandatory open-access catalogs and concessional testing pricing for startups and SMEs; standardized price indexes.

NATIONAL KEY TESTBED GRID

Priority Testbed Grid

DECISION 1483

National key labs targeted to support 26 strategic technology missions.

TARGETED TESTING CAPABILITIES

5G/6G Open RAN testbeds, 500 kV high-voltage grids, grid battery storage (BESS), and semiconductor packaging cleanrooms.

USAGE-GATED PUBLIC INVESTMENT

Usage Gate Policy

BUDGET ALLOCATION RULE

Capex approved based on academic proposals without user commitments.

BINDING COMMERCIAL DEMAND PIPELINE

Zero public capex approved without pre-identified operating consortia and verified enterprise user pipelines.

Production-Floor Testing Mandate (Decree 229)

Connecting the three institutional pillars in active industrial manufacturing environments

PILLAR 01: THE STATE CORE

The State Core (NAFOSTED)

TRADITIONAL ADMINISTRATIVE ROLE

Passive budget allocation based on compliance paperwork.

CATALYTIC SOVEREIGN ROLE

NAFOSTED catalytic grants absorbing upfront exploratory risk and commissioning strategic challenges.

PILLAR 02: ACADEMIA & LABS

Universities & Labs

ACADEMIC SCIENCE CORE

Pure theoretical research and laboratory proof-of-concept.

ROOT ENGINEERING PROBLEM-SOLVING

Deep science, algorithmic architecture, and solving root chemical, material, and structural bottlenecks.

PILLAR 03: INDUSTRIAL PRODUCTION FLOOR

Industrial Floor

ISOLATED LAB ENVIRONMENT

Testing confined to artificial sterile university laboratories.

SHOP-FLOOR PILOT PRODUCTION

Mandatory pilot runs directly on active industrial manufacturing lines, supplying datasets and tooling.

Non-Cash Resource Valuation Standard

Monetizing non-monetary corporate contributions as valid counterpart co-investment

HUMAN CAPITAL VALUATION

Human Capital

STANDARDIZED FAIR-MARKET VALUATION

Corporate engineers and technicians credited via standardized hourly accounting.

STATUTORY NORM

Certified engineering hours formally audited and recognized as legitimate counterpart capital.

FACILITIES, TOOLING & DATASETS

Equipment & Data

STANDARDIZED FAIR-MARKET VALUATION

Factory production lines, testing time, and operational datasets legally recognized.

STATUTORY NORM

Pre-existing patents, toolings, and industrial lines monetized into project balance sheets.

EQUITY & ASSET PARITY FOR SMES

Equal Ownership

STANDARDIZED FAIR-MARKET VALUATION

SMEs lack liquid cash to fulfill rigid monetary counterpart rules.

STATUTORY NORM

Non-cash investments credited 100% toward counterpart capital, granting SMEs equal IP ownership.

110-Day Streamlined Project Lifecycle & Block Grants

NAFOSTED operational acceleration protocols eliminating bureaucratic disbursement friction

MILESTONE 1	Digital Fast-Track: Online application intake to formal scientific appraisal capped at a strict maximum of 110 days.	**110-Day Statutory Cap**
MILESTONE 2	Contract Turnaround: Master grant agreement execution mandated within 10 days of formal project approval.	**10-Day Signing Window**
MILESTONE 3	Post-Audit Autonomy: Full spending autonomy over internal line items using lump-sum block funding with zero micromanagement.	**Block-Grant Autonomy**

Scaling TRL from Discovery to Factory

Key operational benchmarks advancing domestic technologies from lab to commercial lines

INFRASTRUCTURE METRIC

Open Testbeds

CORE STRATEGIC OBJECTIVE

19 / 26 Priority national missions equipped with certified shared pilot testbeds.

STRATEGIC IMPACT

Eliminating the physical bottleneck preventing domestic technologies from reaching production.

TECHNOLOGY MATURITY BENCHMARK

Factory Maturity

CORE STRATEGIC OBJECTIVE

TRL 7+ Maturity reached before project handover to industrial factory lines.

STRATEGIC IMPACT

Ensuring proven operational reliability, yield stability, and international standard certification.

TALENT MOBILITY CORRIDOR

Talent Corridor

CORE STRATEGIC OBJECTIVE

2-Way Frictionless talent flow between campus faculties and corporate engineering centers.

STRATEGIC IMPACT

Eliminating career penalties for researchers spending sabbaticals solving factory bottlenecks.

Thank You for Advancing Shared Innovation

Academic–Industry Alliance Summit • Hanoi, October 2026

NAFOSTED PORTAL

nafosted.gov.vn

STATUTORY FRAMEWORK

Decision 1483/QĐ-TTg & Decree 101/2026/NĐ-CP

SHARED GOAL

Connecting Campus Discoveries to Factory Floor Realities

Unlocking the Marketplace: IP Monetization & Transfer

IP Monetization, Equitable Benefit-Sharing, and High-Velocity Technology Transfer

MARKET CORE

Liquid Technology Market & Demand-First Registry

INSTITUTIONAL KEY

Legal Safe Harbor for Academic Spinoffs (Art. 25)

INCENTIVE STANDARD

30% Inventor / 10% Broker Statutory Share

The 80:1 Supply-Demand Asymmetry

Public exchanges are saturated with static supply listings while genuine corporate buyer pull lags

SUPPLY-DEMAND ASYMMETRY

Exchange Listings

LISTED TECH SUPPLY

62,548 Catalog technologies listed for sale across exchanges.

ENTERPRISE BUYER DEMAND

750 Registered buyer requests (Supply exceeds demand by over 80 times).

ADMINISTRATIVE INTERMEDIARY OPERATIONS

Exchange Velocity

GOVERNANCE STRUCTURE

19 of 20 Public exchange centers operate as administrative public units.

TRANSACTION EFFICIENCY & VELOCITY

Only 72 transactions executed in 8 months across all 20 exchanges (total 11.2 B VND).

PROVINCIAL COMMERCIALIZATION TRACK RECORD

Provincial Delivery

PROVINCIAL MISSIONS FUNDED

751 Provincial STI missions launched since 2025.

ACTUAL COMMERCIAL SALES REACH

Only 11 products have achieved actual market sales (barely 1.46% of all missions).

Safe Harbor for Academic Spinoffs

Breaking the 'empowered yet hesitant' paradox in university intellectual property commercialization

THE 'DISCRETIONARY PARALYSIS' PARADOX

Administrative Hesitation

FEAR OF RETROSPECTIVE AUDIT LIABILITY

Leaders dread retrospective asset-loss audits; early-stage IP lacks comparable market prices, paralyzing spinoff creation.

INSTITUTIONAL GRIDLOCK

Undervaluing IP risks allegations of 'state asset loss'; overvaluing deters private venture co-investors.

Fear of Retrospective Audit Liability

STATUTORY SAFE HARBOR SHIELD

Statutory Safe Harbor

STATUTORY BASIS

Explicit legal immunity under Decree 263/2025/NĐ-CP (Art. 25 amendment); research assets decoupled from public property rules.

IMMUNITY STANDARD

Leaders who adhere to transparent due process bear zero civil or administrative liability if market ventures fail.

Decree 263/2025/NĐ-CP • Clause 4 Article 25

Dynamic Pricing & Tech Packaging

Moving beyond rigid historical cost accounting to market-driven IP valuation and commercial packaging

MARKET-DRIVEN DYNAMIC VALUATION

Dynamic Pricing

LEGACY BOOK-VALUE ACCOUNTING

Rigid book-value historical cost calculations.

MARKET-DRIVEN DYNAMIC VALUATION

Market price discovery through open bidding, exchange matching, and future royalty yield modeling.

DEAL-READY TECH PACKAGING

Tech Packaging

RAW ACADEMIC PAPERS / UNPACKAGED LAB PROTO

Technologies listed as raw academic papers or unverified lab reports.

COMMERCIALIZATION DOSSIER

Mandatory commercial dossiers: verified patent claims, freedom-to-operate checks, pilot bills of materials, cost estimates.

EXPEDITED FAST-TRACK LICENSING

Fast Licensing

ADMINISTRATIVE REVIEW CYCLE

Months of administrative back-and-forth between ministries.

30-DAY STANDARDIZED PROTOCOL

Rapid 30-day licensing approval protocols using standardized master contracts.

Statutory Benefit-Sharing Framework (Art. 71, Law 93)

A legally codified profit-sharing waterfall aligning incentives for inventors, brokers, and universities

INVENTORS & RESEARCH TEAMS

Inventor Share (≥ 30%)

STATUTORY ENTITLEMENT

Minimum 30% share of net profits or equity value when contributing IP into a corporate vehicle.

TAX EXEMPTIONS

0% Personal income tax on royalties and technology transfer proceeds (Art. 71, Law 93).

TECHNOLOGY TRANSFER OFFICES (TTOS)

Broker Share (≥ 10%)

STATUTORY ENTITLEMENT

Guaranteed minimum 10% fee to commercialization brokers, TTOs, and technology transfer offices.

FINANCIAL AUTONOMY & CAPACITY

Dedicated budget enabling TTOs to hire top-tier in-house legal, IP valuation, and marketing talent.

HOST INSTITUTIONS

Host Balance (≤ 60%)

STATUTORY ENTITLEMENT

Retained balance allocated to the university or research institute.

EVERGREEN R&D REINVESTMENT

Legally dedicated to laboratory reinvestment, equipment maintenance, and basic research seed funds.

Restructuring National Tech Exchanges (Techmart)

Transitioning public technology exchanges from passive administrative desks into private-led transaction hubs

UNIFIED NATIONAL DIGITAL PLATFORM

Unified Platform

FRAGMENTED PROVINCIAL PORTALS

Fragmented provincial portals operating independently without shared data.

NATIONAL DIGITAL EXCHANGE HUB

Techmartvietnam.vn national hub interconnecting 14 local portals with a demand-first corporate problem registry.

REGIONAL COMMERCIAL MEGA-EXCHANGES

Regional Focus

SUBSCALE ADMINISTRATIVE DESKS

Small, passive local exchange desks with minimal transaction volumes.

THREE REGIONAL HUBS (HANOI, DA NANG, HCMC)

Three professional mega-exchanges in Hanoi, Da Nang, and HCMC, absorbing passive provincial desks.

PUBLIC-PRIVATE PARTNERSHIP (PPP) OPERATIONS

PPP Operations

BUREAUCRATIC CIVIL-SERVICE MODEL

Civil-service administrative desks lacking commercial sales incentives.

ENTERPRISE-LED OPERATING CONCESSIONS

Operating concessions granted to private technology brokers, evaluated on signed transaction values.

Post-Acceptance Value Scorecard

Longitudinal tracking of commercial impact and industrial value creation over 12, 24, and 36 months

TIME-TO-PRODUCTION VELOCITY

< 18 Months

Speed to Market

Time-to-production velocity targeted at under 18 months from formal technical project audit.

COMMERCIAL MARKET REVENUE

Net Commercial Yield

Commercial Reach

Net licensing revenues and commercial sales volumes tracked across active distribution channels.

DOMESTIC CONTENT & SUPPLY CHAIN DEPTH

≥ 40%

Local Content Depth

Industrial localization ratio targeting over 40% domestic content in strategic technology sectors.

EVERGREEN CAPITAL RECYCLING

Continuous Reinvestment

Reinvestment Flow

Corporate technology earnings cycled back into university laboratories for basic research seed funding.

Enterprise Position: Lead vs. Co-Funder

A strategic decision matrix guiding enterprises to choose the optimal public R&D co-financing route

OPTION A: CORPORATE LEAD HOST (FULL AUTONOMY)

Lead Grantee (Full Autonomy)

EXCLUSIVE IP OWNERSHIP & EXPLOITATION

Enterprise retains 100% of IP exploitation and commercialization rights with zero state interference.

FUNDING CRITERIA & DIRECT EXPENDITURES

State budget does not subsidize direct internal corporate research costs. Optimal for well-capitalized firms seeking total control.

Maximum Autonomy • Self-Funded Direct Operations

OPTION B: CO-FUNDING PARTNER (CASH-FLOW LEVERAGE)

Co-Funding Partner (Cash-Flow Leverage)

CAPITAL OPTIMIZATION & RISK SHARING

State covers up to 80% of total project costs, dramatically de-risking high-risk exploratory research.

ENTITLEMENT & IP STRUCTURE

IP ownership is shared proportionally according to counterpart capital contributed. Optimal for co-creation with universities.

80% State Leverage • Shared IP Equity

Output-Based Grant Liquidation (Decree 229)

Eliminating line-item invoice auditing by disbursing funds based entirely on verified technical deliverables

01

Self-Financed Sprint

Enterprise advances execution capital, eliminating state disbursement delays.

ZERO BUDGET DELAY

02

Output Audit

Certified independent technical validation confirms contracted prototype specs.

TECHNICAL GATE

03

Lump-Sum Payout

NAFOSTED disburses agreed grant with zero line-item invoice auditing.

OUTPUT LIQUIDATION

7 Policy Consultation Frontiers (Circular 44 Revision)

Key regulatory questions shaping the revised ministerial circular on enterprise R&D partnerships

TRACKS 1 & 2

Direct Costs & Matching

REGULATORY ISSUE 1

Subsidizing direct research costs when enterprises act as lead grantees.

REGULATORY ISSUE 2

Minimum matching ratios: should they be rigid statutory floors or flexible negotiations?

TRACKS 3 & 4

In-Kind & Disbursements

REGULATORY ISSUE 3

Standards for valuing in-kind engineering hours, plant testbeds, and corporate data.

REGULATORY ISSUE 4

Milestone triggers vs. historical spending speed for subsequent tranche releases.

TRACKS 5, 6 & 7

Default, Venture & Scale

REGULATORY ISSUE 5

Remedies when private counterpart matching funds stall.

REGULATORY ISSUES 6 & 7

Bridge financing to venture capital; post-grant commercialization continuity.

Sharing Real Value, Not Unsold Paperwork

Three pillars driving high-velocity commercialization across Vietnam's innovation ecosystem

PILLAR 01

Safe Harbor Security

STATUTORY SAFE HARBOR IMMUNITY

Eliminating fear of personal liability during spinoff creation and asset valuation.

SYSTEMIC IMPACT

Statutory immunity empowers university leaders to aggressively co-found spinoffs.

PILLAR 02

30% / 10% Profit Sharing

PERFORMANCE-DRIVEN PROFIT WATERFALL

Generous statutory profit distribution provides powerful personal incentives.

SYSTEMIC IMPACT

Inventors receive ≥30% tax-free profit; TTO brokers receive ≥10% to sustain operations.

PILLAR 03

Demand-First Marketplace

DEMAND-FIRST COMMERCIAL MARKETPLACE

Closing the 80:1 supply-demand gap on national technology exchanges.

SYSTEMIC IMPACT

Modernized Techmart platform oriented around corporate problem statements.

Thank You for Partnering with NAFOSTED

Commercialization Summit • Hanoi, October 2026

NATIONAL STI PORTALS

nafosted.gov.vn • techmartvietnam.vn

STATUTORY LAW

Article 71, Law on STI No. 93/2025/QH15

OUR COMMITMENT

Building a Liquid, High-Velocity Technology Marketplace