KM SOLUTIONS
DATA & AI AUTOMATION

COMPANY PROFILE / QUOTATION & BIDDING

INTELLIGENT SYSTEMS. MISSION-CRITICAL EXECUTION.

AI & AUTOMATION SYSTEMS ENGINEERING

SEPTEMBER 2026 · Hanoi, Vietnam · KMSOLUTIONS.TECH

COMPANY OVERVIEW

Engineering intelligent systems and automation for mission-critical operations

KM Solutions (Khoi Minh Technology Solutions MTV Co., Ltd) is a Hanoi-based software engineering firm delivering digital transformation, artificial intelligence, real-time data pipelines, and automation infrastructure where accuracy, traceability, and operational continuity are paramount.

TRADING NAME	**KM Solutions**	LEGAL ENTITY	Khoi Minh Technology Solutions MTV Co., Ltd
TAX ID	**0111621718**	LOCATION	Hanoi, Vietnam
REPRESENTATIVE	**Đào Đức Tùng**	WEBSITE	kmsolutions.tech
PRIMARY EMAIL	info.congnghekhoiminh@gmail.com	DIRECT PHONE	+84 898 589 102

Our operating premise

We study the data first, then engineer the automation layer around it.

Every system is designed to withstand operational scrutiny: reliable when unattended, transparent under review, and maintainable after handover.

MISSION-CRITICAL | REAL-TIME DATA | AUDIT-READY

CORE CAPABILITIES

Three disciplines, one automation layer

From initial workflow discovery to production support, KM Solutions brings product thinking, software engineering, cloud delivery, and data discipline into one accountable team.

01 Digital & AI Transformation

Digitize complex workflows and integrate AI where it drives measurable ROI: custom autonomous agents, anomaly detection, structured LLM extraction, and predictive decision support.

02 Data Management & Processing

Engineer high-throughput pipelines that ingest, validate, structure, and route streaming information from distributed systems, edge probes, transactional databases, and external APIs.

03 Automation Engineering

Build robust software platforms that act on validated data automatically, featuring deterministic execution, role-based approval gates, real-time observability, and immutable audit logs.

Representative solution patterns

Regulated operations	Laboratory information management, controlled workflows, specimen and inventory tracking, structured data capture, file management.
Network operations	Remote test orchestration, real-time messaging, centralized results, historical SLA reporting, multi-site access control.
Enterprise workflow	CRM, procurement, project tracking, approvals, document management, billing, internal portals, mobile and desktop applications.

DELIVERY APPROACH

Evidence-led delivery from discovery to operation

Our delivery model is designed for procurement clarity: defined scope, visible checkpoints, controlled change, and verifiable acceptance criteria.

01	**Discover**	Map users, processes, data sources, integrations, risks, and the operational definition of success.
02	**Design**	Translate requirements into architecture, data models, interfaces, delivery plan, and testable acceptance criteria.
03	**Build**	Deliver in short iterations with code review, automated pipelines, staging, demonstrations, and traceable decisions.
04	**Validate**	Verify workflows, data quality, permissions, integrations, performance, and operational readiness.
05	**Operate**	Deploy, monitor, document, train, support, and improve using production evidence and user feedback.

Engineering controls

VERSION CONTROL	CI/CD	STAGING	CODE REVIEW	ROLE-BASED ACCESS
VALIDATION	AUDIT TRAIL	MONITORING	DOCUMENTATION	HANDOVER

SELECTED CORPORATE WORK

Automated Logistics & Billing Rule Engine

Client: UrbanFox (Fetch Technology) | Logistics & Enterprise Billing Automation | Production system in active use

Millions	Real-Time	99.99%
of daily transactions handled	rule-based pricing & routing	high-availability SLA uptime

01 · CHALLENGE

Manual billing reconciliation and static logistics scheduling failed under surge volumes. The client required a high-throughput engine capable of calculating fine-grained billing rules across customer tiers, packaging geometry, multi-leg shipping routes, and strict delivery deadlines with zero accounting discrepancy.

02 · SOLUTION

Architected an automated order fulfillment and billing platform powered by Drools/jBPM rule orchestration. Integrated warehouse tracking, Redis distributed locking for concurrency protection, transactional PostgreSQL on AWS, and a ClickHouse columnar data store for high-volume analytics.

03 · OUTCOME

Scaled successfully to process millions of transactions daily across distributed logistics hubs. Replaced error-prone manual calculations with 100% deterministic rule evaluations, accelerated order dispatch cycles, and provided continuous real-time SLA auditability.

Solution architecture

Order & Event Ingestion	Rule & Fulfillment Orchestration	Transactional Core & Ledger	Analytics & SLA Reporting
REST APIS / JSON SPRING BOOT	DROOLS / JBPM REDIS LOCKING	POSTGRESQL (RDS) AWS CONTAINERS	CLICKHOUSE KUBERNETES

KEY PERSONNEL

Senior leadership with hands-on delivery depth

The profiles in this section distinguish company roles from prior career experience. Named projects and employers are presented as individual credentials unless identified as KM Solutions corporate work.

Tung Dao

FOUNDER & MANAGING DIRECTOR

Chief Technology Officer and systems architect with 12+ years of experience engineering high-scale distributed backends, payment platforms, and AI-driven automation systems.

SELECTED CREDENTIALS

- CTO at Revenge Games: built and managed 20+ member engineering team handling 200k daily active players and 50M daily transactions across multi-datacenter infrastructure.
- Pioneered AI integration across development workflows, high-throughput anomaly detection, automated QA, and operational data pipelines.
- Senior Engineer at OpenFabric (payment SDKs, Tap-to-pay NFC) and former CTO at Fetch Technology (high-scale order management handling millions of daily events).
- Bachelor of Computer Science, Hanoi University of Science and Technology (CPA 3.4; thesis in model-based performance analysis using Layered Queuing Networks).

CORE EXPERTISE

System Architecture · Engineering Leadership · High-Throughput Distributed Systems · Real-Time Pipelines · AI / LLM Integration · Cloud & DevOps · Performance Engineering

Thanh Nguyen

TECHNICAL LEAD

Technical team leader and full-stack engineer with 10+ years of experience leading agile teams, building cloud platforms, and pioneering Agentic AI Development (AiDD).

SELECTED CREDENTIALS

- Lead Engineer at EastAgile: delivered complex cloud platforms (Datum.xyz, OpenComp.com), pioneering agentic AI development processes (AiDD) and automated test suites.
- Head of Engineering at MatchCasts (Singapore): directed multinational engineering team, built ad-tech platform and distributed web crawlers with 50+ worker nodes.
- R&D Engineer at Adaptis GmbH (Germany) & Pixta: developed deep learning models for time-series forecasting, facial recognition, and computer vision (1st Place Pixta Code Contest).
- ICT Program (English Program), Hanoi University of Science and Technology (2009–2014); active in CTF security and algorithmic contests.

CORE EXPERTISE

Technical Leadership · Agentic AI (AiDD) · Full-Stack Web & Cloud · Python · Go · TypeScript · React · Node.js · Ruby on Rails · High-Concurrency Crawlers · Observability

KEY PERSONNEL

Software engineering across web, cloud, and mobile

KM Solutions combines technical leadership with hands-on implementation capability across product interfaces, APIs, data workflows, cloud-connected applications, and native mobile delivery.

Thang Nguyen

SOFTWARE ENGINEER

High-performance backend engineer and AWS Certified Solutions Architect with specialized expertise in telecom BSS SaaS platforms, real-time fintech engines, and AI agent integration via MCP.

SELECTED CREDENTIALS

- Software Engineer at CompaxDigital: built telecom BSS SaaS workflow orchestration and integrated AI agents via Model Context Protocol (MCP); optimized systems to achieve 100x I/O reduction.
- Software Engineer at TechcomSecurities: engineered real-time conditional stock order engine (Apache Flink, Go) processing 50,000 events/min with sub-500ms latency.
- Architected financial charge and margin lending calculation engines (I-Save, MarginX) with distributed locking, caching (Redis), and event streaming (Kafka).
- Bachelor in Electronics & Telecommunications, Hanoi University of Science and Technology (Top 5% Honor Program, GPA 3.4/4.0); AWS Certified Solutions Architect – Professional.

CORE EXPERTISE

High-Performance Backend · Go (Golang) · Java / Spring · Real-Time Stream Processing (Flink, Kafka) · MCP & AI Agent Tooling · AWS Certified Solutions Architect · Postgres

Combined delivery coverage

Business-to-system translation

Requirements discovery, business analysis, prototyping, data modeling, workflow design, and stakeholder alignment.

Production engineering

Web, API, mobile, desktop, cloud infrastructure, automated delivery, monitoring, and operational support.

Domain breadth

Life sciences, laboratory operations, banking, property, e-learning, legal workflows, networks, and digital marketplaces.

✓ **Direct Architect Access**
Principal-led engagement

✓ **Continuous CI/CD**
Automated test & stage gates

✓ **Deterministic Verification**
Evidence-based acceptance

✓ **100% IP Handover**
Full code & docs transferred

TECHNICAL COVERAGE

A pragmatic stack selected around the operating need

We do not force every assignment into one architecture. Technology choices are based on data volume, latency, integration constraints, team capability, security expectations, and lifecycle cost.

AI & Agent Systems	PydanticAI, LangChain, Custom Autonomous Agent Development, RAG Pipelines, Tool Calling & Structured Outputs
Backend & Systems	Go (Golang), Modern Python (FastAPI, Asyncio), REST APIs, gRPC, WebSocket streaming
Frontend & UI	TypeScript, React, Next.js, Tailwind CSS, Responsive Web & Internal Operations Consoles
Data Platforms	PostgreSQL (pgvector), Redis (Streams, Pub/Sub, Cache), SQLite, MariaDB
Cloud & Delivery	Docker, Kubernetes, Helm, CI/CD (GitHub Actions, GitLab CI), AWS, Google Cloud
Connected & Messaging	MQTT / EMQX, High-concurrency Async Message Brokers, Webhooks, Event-driven Queues

Why KM Solutions for a delivery partner

Accountable senior involvement

The company principals combine commercial ownership, solution architecture, hands-on engineering, and team leadership.

Operational, not experimental

Delivery experience includes systems used for laboratory operations, enterprise workflows, hosting, and distributed networks.

Built for evidence

Structured data, validation, access controls, CI/CD, monitoring, reporting, and auditability are designed into the solution.

ENGAGE KM SOLUTIONS

Bring us the workflow, data, or network you need to automate

We can support early discovery, solution design, implementation, integration, modernization, and ongoing improvement. A quotation can be structured around milestones, deliverables, and acceptance criteria appropriate to the procurement process.

BUSINESS CONTACT

info.congnghekhoiminh@gmail.com
+84 898 589 102
https://kmsolutions.tech

COMPANY IDENTIFICATION

Khoi Minh Technology Solutions MTV Co., Ltd
Tax ID: 0111621718
Hanoi, Vietnam

Recommended quotation attachment set

01	**Company profile**	This document: positioning, capabilities, experience, leadership, and company contact details.
02	**Technical proposal**	Scope interpretation, solution architecture, delivery plan, assumptions, dependencies, and acceptance criteria.
03	**Commercial quotation**	Price, taxes, milestones, payment terms, validity, warranty/support, and exclusions.
04	**Compliance documents**	Business registration, tax and banking information, declarations, certificates, and forms requested by the buyer.

BID PROFILE NOTE

Corporate work is explicitly identified as such. Other named employers, platforms, and projects are included only as career credentials of the key personnel, based on the supplied résumés.