



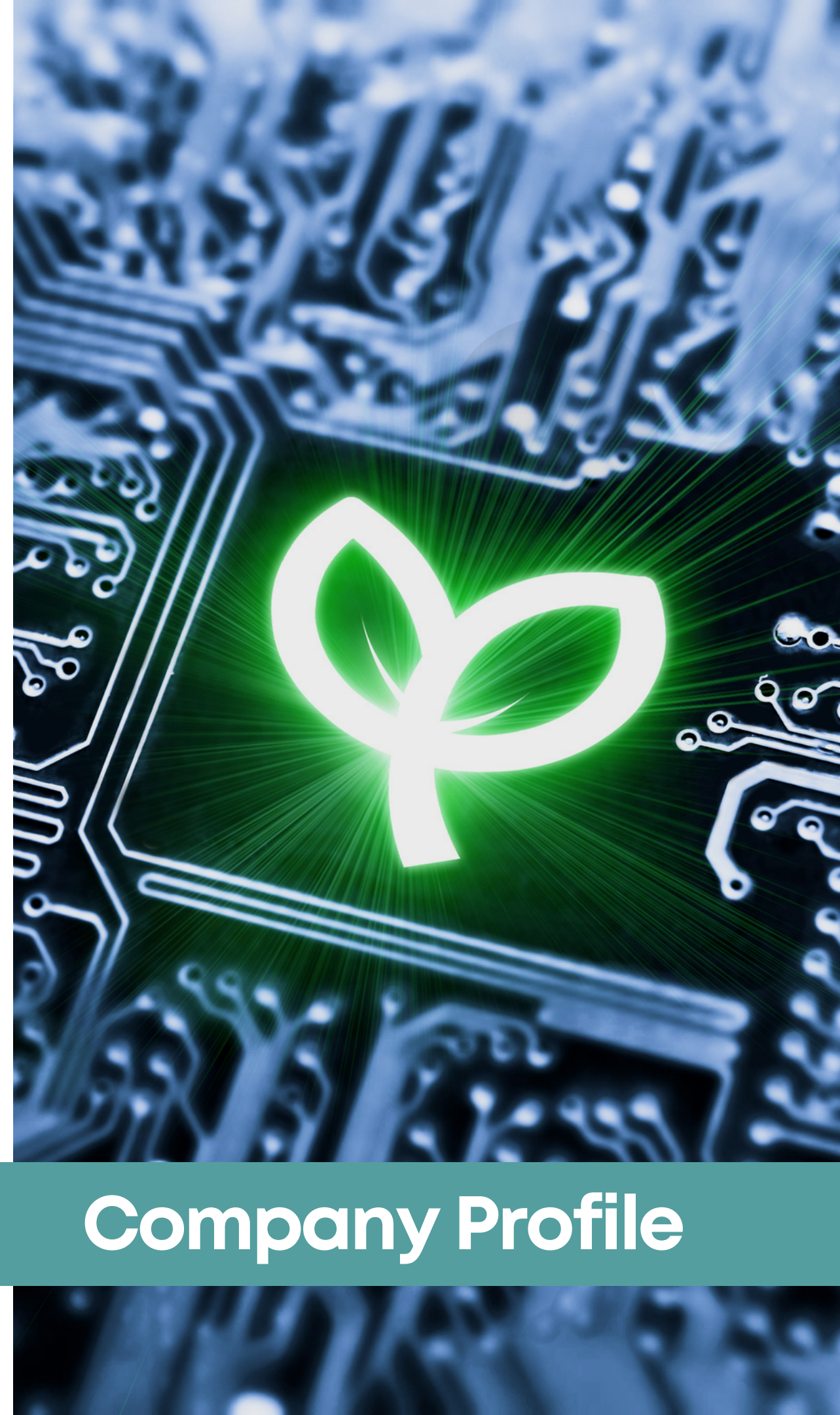
T&C CONSULTING

Lead and Integrate

Organizational Management - Digital & Green Transformation for businesses

 tc-consulting.com.vn

Company Profile



The background features a series of overlapping, semi-transparent green squares and rectangles of various sizes, arranged in a diagonal pattern from the top-left towards the bottom-right. The colors range from a light, pale green to a slightly darker shade, creating a layered, geometric effect.

ABOUT T&C CONSULTING

About us

T&C Consulting is a leading consulting firm in Vietnam specializing in **management, organizational transformation, digital transformation, and sustainable development**. We have:



**More than 15
years of
experience**



**Over 300 projects
successfully
carried out**

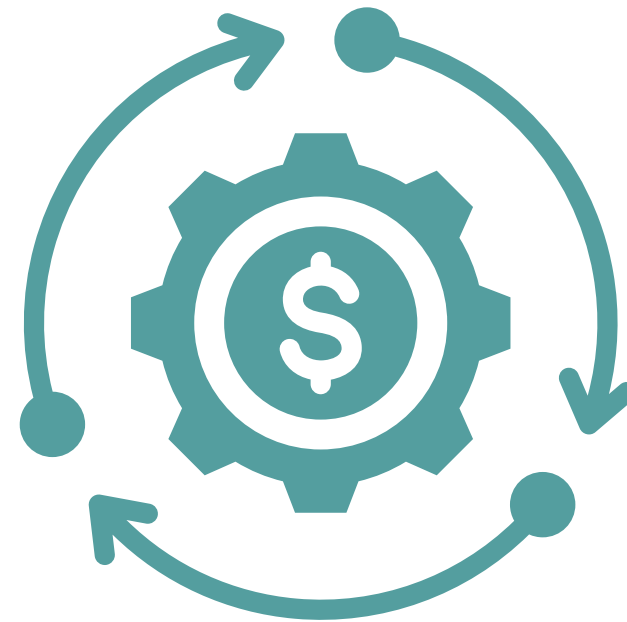


**Over 300 valued clients
and partners**

We have supported hundreds of **businesses, corporations, and international organizations** to:



Enhance operational capabilities



Optimize business models



Adapt to sustainable development trends

We believe that in the midst of a rapidly shifting global economy, Vietnamese enterprises must **not only innovate technologically but also establish sustainable business models, integrate into international value chains, and seize opportunities from green finance**. T&C Consulting is the strategic partner to help businesses turn this vision into reality.

Vision

"To become the leading consulting firm in Vietnam and Southeast Asia in organizational transformation, integrating digital and green transformation, helping Climate-tech startups and SMEs achieve sustainable growth, optimize operations, and enhance their competitiveness in the global market.."



Mission

- **Lead and accompany** businesses on their journey of organizational, digital, and green transformation
- **Connect** businesses with green finance ecosystems, technology, and international markets.
- **Enhance** management capacity and optimize business models to drive sustainable growth for Vietnamese enterprises.



Core values



Extensive Expertise

Leverage practical experience from hundreds of projects to deliver the most appropriate solutions for clients.



Sustainable Commitment

Provide not only initial support but also long-term partnership to ensure sustainable results.



Collaboration & Innovation

Utilize robust partner network and advanced technology to optimize consulting solutions.



Customer-centric Approach

Design customized solutions based on needs and characteristics of each business.



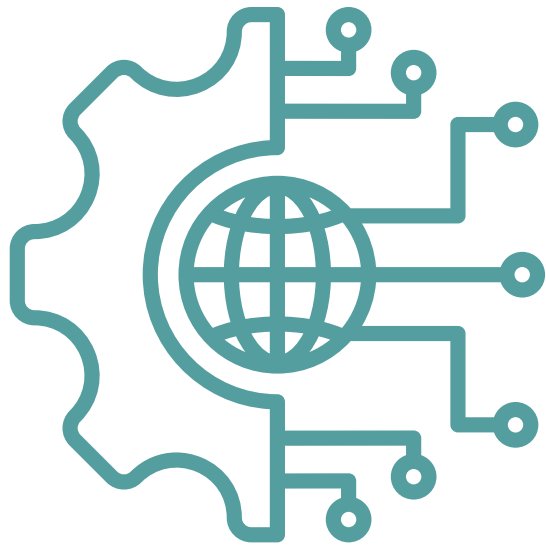
Efficiency & Quality

Commit to delivering practical value and measurable results for businesses.

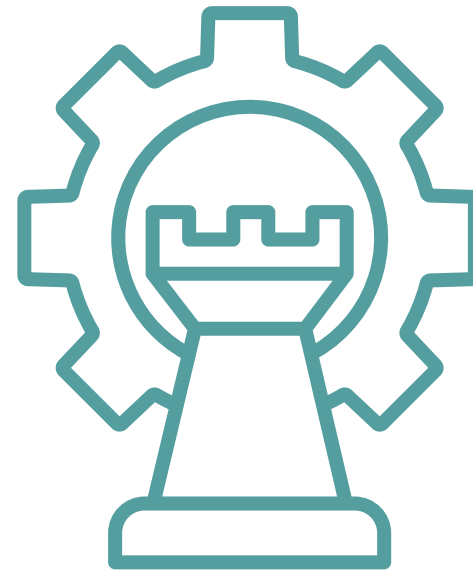
The background features a series of overlapping, semi-transparent green squares and rectangles of various sizes, creating a dynamic, geometric pattern. The shapes are arranged in a way that suggests movement and depth, with some appearing to be in the foreground and others receding into the background. The overall color palette is a range of green tones, from light mint to a slightly darker forest green.

FIELDS OF OPERATION AND SERVICES

Main fields of operation



**Digital
transformation**



**Organizational
Transformation
& Strategic Management**



**Green
Transformation**

T&C Consulting provides consulting services based on **three strategic pillars**, where **digital and green transformation are not just tools but foundational elements that enable businesses to drive organizational transformation and enhance strategic management capabilities.**

Main fields of operation

◆ Connecting Organizational Management – Digital Transformation – Green Transition

Digital transformation

enhances customer experience, optimizes operational costs, and enables the development of new products and business models.



Green transformation

helps businesses create sustainable value and meet global standards.



Organizational transformation & strategic management

integrate these elements to build long-term competitive advantages.

T&C Consulting not only provides consulting services in individual areas but also offers an integrated roadmap to help Vietnamese businesses thrive in the **era of digital economy and circular economy**.

Products and Services

T&C Consulting provides strategic consulting services that **integrate digital and green transformation with organizational management and corporate strategy**. This ensures that businesses not only **adopt technology and ESG practices** but also **restructure their organizations to enhance operational capacity and deepen their participation in the global supply chain**.

Key Service Packages for Climate-tech Startups and SMEs

- Services for Climate-tech Startups
- Services for SMEs

Climate-tech startups play a crucial role in **advancing clean technology, renewable energy, circular economy, and low-emission solutions.** However, they often **face challenges** in their business models, fundraising, and scaling.

T&C Consulting offers **comprehensive solutions, from strategic advisory and investment connections, to ESG implementation guidance,** empowering startups to **achieve sustainable development and breakthrough growth.**

Services for Climate-tech Startups



1. Acceleration Program

Objective

Supporting Startups in **building sustainable business models, identifying potential markets, and connecting with green investment funds**

Contents

- Evaluate **business ideas and propose optimal development models.**
- Guide startups in **identifying target customers and expanding their markets.**
- Provide training on financial management, cash flow control, and risk management.
- Connect startups with investors and green finance funds such as **GCF, New Energy Nexus, and IFC...**

Expected results

- Startups establish a clear business model after the program.
- Startups gain access to investment funds or grants within 12 months.



2. Mentoring/ Coaching

Objective

Providing **long-term guidance, financial strategy consulting, market expansion, and leadership development**

Contents

- Training on **corporate governance, operations, and business strategy.**
- Developing scaling plans, fundraising, and startup valuation.
- Supporting **financial documentation preparation and Pitch Deck.**
- Training on **leaderships skills, team and operation management.**

Expected results

- Startups establish a clear growth roadmap after mentoring/coaching sessions.
- Startups expand operations domestically and internationally.



3. ESG Consulting & Green Finance Connections

Objective

Supporting **Startups** in **meeting ESG standards, reducing emissions, optimizing resources, and access green financing.**

Contents

- Guiding Startups in developing practical **ESG strategies** aligned with their business models.
- Supporting **ESG reporting, CBAM compliance, and sustainable development strategies.**
- Connecting with **green finance investors and climate-tech startup funds.**
- Assisting in obtaining **Carbon Credits certification and meeting GRI & TCFD standards.**

Expected results

- Startups achieve **ESG** certification annually.
- Startups **successfully secure funding** from green finance funds each year.





Small and medium-sized enterprises (**SMEs**) are facing increasing pressure to **go green, digitalize, and enhance their competitiveness to integrate into the global supply chain.** T&C Consulting supports SMEs **not only in adopting technology and ESG practices** but also in **restructuring their organizational models, improving operational efficiency, and connecting to concessional financing.**

Services for SMEs

1. Developing Dual Transformation Solutions – Integrating Digitalization & ESG

Objective

Design **digital and green transformation solutions** and roadmaps that are suitable and optimized based on the company's digital and green maturity, development goals, and available resources.

Contents

1. Assessing the Digital & Green Maturity of Businesses
2. Defining specific dual transformation objectives
3. Design business management solutions by applying digital and greening technologies tailored to the industry, specific characteristics, and development goals of each business.
4. Develop a digital and green transformation roadmap aligned with the organizational model.
5. Planning for digital workforce, digital finance, and digital culture.
6. Establishing a plan for digital workforce, digital budget, digital culture, and resources for the business's green transition.

Expected results

- **SMEs have an integrated digitalization and ESG strategy aligned with circular economy goals, with clear digital & green transformation objectives** for each stage.
- SMEs have a well-structured roadmap and action plan for a successful transition. SMEs implement at least one digital or green solution within 12 months.

2. Practical Implementation Consulting - Technology & ESG Application

Objective

Support **businesses** in **implementing technology solutions**, optimizing operations, reducing costs, and achieving sustainable development.

Contents

- Assisting in **restructuring production models towards a circular economy**.
- "Transforming" **management structures, digital process systems, master data systems, and management reporting, BI reporting**.
- Connecting businesses with **suitable technology partners such as FPT, Microsoft, SAP, Siemens**.
- Implementing **ERP, IoT, AI, Big Data systems** for operational management.
- **Providing executive leadership advice** for digital businesses, digital workforce training, and digital culture developing for the company.
- **Building "digital assets"** aligned with the roadmap for attracting investment funds and IPO.

Expected results

- SMEs successfully implement technology and ESG solutions.
- Achieve 15-20% operational cost optimization after implementation.



3. Green Finance Connection - Supporting Access to Sustainable Investment Funds

Objective

Guiding SMEs in accessing **green finance and sustainable business funds**

Contents

- Advising on loan applications for preferential funding from **IFC, ADB, and the Green Climate Fund.**
- Supporting businesses **meet CBAM and ESG standards to enhance fundraising potential.**
- Connecting with **investment funds and development banks.**

Expected results

- SMEs receive funding from **green finance funds.**
- SMEs receive support in **upgrading their sustainable credit profiles.**



Customers and partners

International sponsors



State-owned enterprises

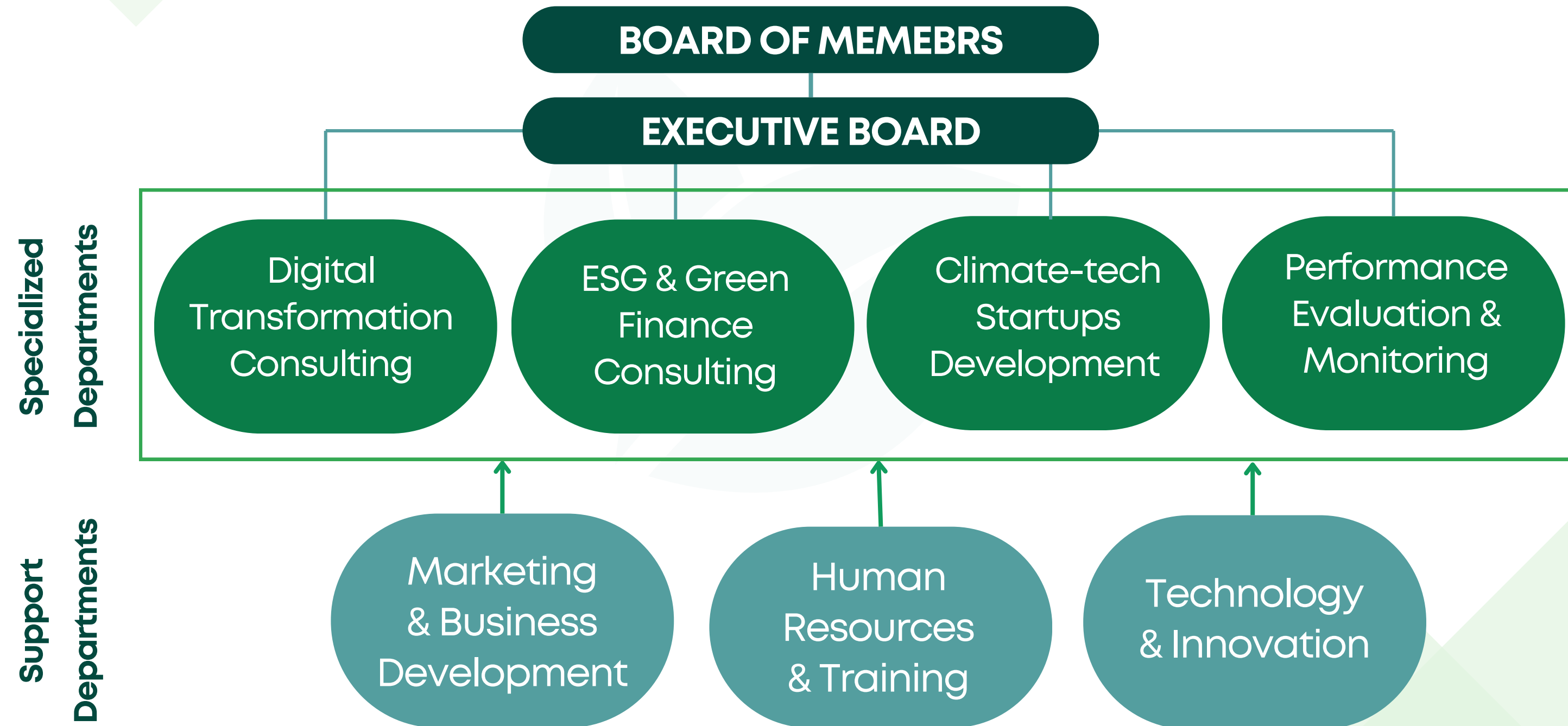


Customers and partners

Private enterprises



Human Resources & Organizational Structure



Quality commitment & confidentiality policy

T&C Consulting is committed to **providing consulting services with:**



**The highest
quality**



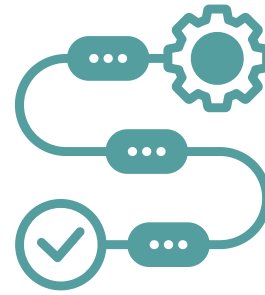
**Strict customer information
confidentiality**



**International standards in
performance evaluation**

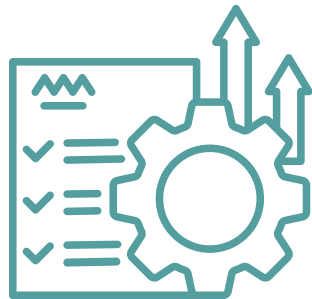
We not only support businesses in digital transformation and green transition but also ensure that the process is **sustainable, secure, and measurable**.

Professional quality management system



Process Compliance

A professional quality management system ensuring all consulting services follow standardized, transparent, and optimized procedures.



Business competency assessment framework

Developing a system to evaluate digital maturity, green maturity, and competitiveness based on international standards such as ESG, CBAM, TCFD, GRI, and IFRS.



Internal quality control

Each consulting project undergoes independent expert evaluation to ensure quality before hand over to clients.



PDCA Model (Plan - Do - Check - Act)

A continuous quality control cycle that improves consulting services through planning, implementing, evaluating, and strategic adjusting for clients.



Training and enhancing team's capacity

100% of T&C Consulting's experts participate in annual training programs on quality management, ESG, digital transformation, and strategic management.

Commitment to customer data security

T&C Consulting understands that **business data is a vital asset for our clients**. Therefore, we implement a strict security system that complies with **international data protection standards**:



Three-Layer Security Process:

Input Data Security – Strict access control and identity authentication during customer data collection.

Processing Security – Encryption applied to all financial and strategic data.

Output & Data Sharing Security – Data is shared only with authorized parties under contractual agreements, ensuring no leakage.

Commitment to not sharing customer data – All consultants at T&C Consulting sign an **Non-Disclosure Agreement** with clients to ensure that data is not used for unauthorized purposes.

Performance Evaluation Based on International Standards



ESG (Environmental, Social, Governance) Criteria – Apply GRI, TCFD, CBAM, SDGs, and IFRS frameworks to measure the sustainable impact of businesses after implementing ESG strategies.



Balanced Scorecard (BSC) – Evaluating the impact of digital and green transformation strategies across four key aspects: financial performance, customer experience, internal processes, and learning & growth.



ROI & TCO Index – Calculating return on investment (ROI) and total cost of ownership (TCO) to ensure businesses optimize their resources when investing in digital transformation and green transition.



360° Customer Feedback System – Implement surveys to measure customer satisfaction at each stage of the consulting process, ensuring results align with actual needs.



Periodic Impact Reports – Provide effectiveness assessments 6-12 months after implementation, helping businesses adjust strategies in a timely manner.

Appendix

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
1	MobiFone	Telecommunications	Building the BSC/KPI System for 2025 at Mobifone Telecommunications Corporation in alignment with development and digital transformation	2/2025 – 2/2026
2	Deloitte Consulting LLP (USA) (funded by USAID)	Consulting	Training, consulting, and supporting 465 enterprises of various industries and sizes in improving their financial access capabilities . Specifically, providing in-depth support to 60 enterprises, with 10 successfully securing over 120 billion VND in funding .	05/2024 – 01/2025

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
3	GIZ		Consulting on enhancing financial management capacity and improving access to capital for over 100 circular economy business models , aiming towards green transition in Vietnam.	11/2023 – 6/2025
4	Deloitte Consulting LLP (USA) (funded by USAID)	Consulting	Improving Private Sector Competitiveness Project - Adaptation and Growth Package Training, coaching, and supporting 275 enterprises in strengthening strategic management capabilities, digitalizing supply chains, and managing cash flow.	10/2022 – 09/2023

Some typical projects implemented:

No.	Customer	Sect or	Activity	Date
5	Tetra Tech (USA)	IT	Building a human resource management system and corporate governance processes for E-Green Joint Stock Company (Vietnam) – a company operating in the technology and environmental sectors.	7/2024 – 10/2024
6	International Organization for Migration (IOM)		TMSV Project – Component 3: "Enhancing Business Capacity for Startup Models" Training, coaching, and providing technical support to enhance management capacity, digital transformation, and green transformation for 50 business models.	2023 – 2025

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
7	Vietnam- Russia Vietsovpetro joint venture (Vietsov Petro)	Petroleum	Research on worker psychology: Towards a green and safe working environment for offshore construction projects.	9/2022 – 3/2023
8	Chemonics International Inc. (USA)	Consulting	LinkSME Project (funded by USAID) Supporting 50 manufacturing and exporting enterprises in accessing finance and debt restructuring after the Covid-19 pandemic, with a total amount of 150 billion VND.	9/2022 –6/2023

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
9	VPS Securities Joint Stock Company	Finance	Training and guidance on developing a strategy map and BSC-KPI framework aligned with the company's development strategy.	2023
10	Chemonics International Inc. (USA)	Consulting	Building an e-MEL system for the University of Economics Ho Chi Minh City and the Startup Vietnam Foundation.	3/2021 – 5/2022

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
11	Thygesen Textile Vietnam	Textile	Organizational assessment and consulting on the management and development of the KPI-3P management system, promoting sustainable and efficient operations for the company.	2017 – 2020
12	Vietnam Technology Intelligent Education JSC (VietCo.)	Education	Consulting on Strategy and Organizational Development towards the new strategic direction and goals of VietCo.	2021

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
13	Vietnam Climate Innovation Center (VCIC)	Climate	Developing a development strategy for VCIC, with a long-term focus on innovation and commercialization of technologies in the environmental and climate change response sector. Designing and implementing service packages, operational processes, and management systems to optimize the center's operations	11/2018 – 9/2019
14	Electric Power Trading Company (EVNEPTC)	Energy	Supporting strategy mapping, human resource management system, KPI, salary structure, and performance evaluation system aligned with the company's development strategy.	2016 – 2021

Some typical projects implemented:

No.	Customer	Sector	Activity	Date
15	Mobifone Corporation and its branches	Telecommunications	Develop a strategy map, human resource management system, KPIs, salary structure, and performance evaluation aligned with the company's development strategy.	2017 – 2021

Successful cases of access to finance:





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Website

