Tech in Asia, Crunchbase and Beyond: How to Research Vietnamese Tech and AI Companies

Tech in Asia and Crunchbase are strong for one question, which Vietnamese tech and AI companies are being funded and talked about, and weak for another, which Vietnamese companies will build things for you. For the second, you need a service-vendor directory. Using both gives you the full picture.

What each source tells you

Source	Best for	Limits for outsourcing buyers
Tech in Asia (Vietnam coverage)	News and profiles of Vietnamese startups and tech companies	Covers the startup ecosystem; check what company data its pages currently carry
Crunchbase (Vietnam, AI category)	Funding rounds, investors, company profiles	Funded companies lead coverage. B2B data in Vietnam is thin outside multinationals and funded tech firms
Government registry data	Proof a company legally exists; 31,114 registered software companies in one data provider's count	Says nothing about quality, size, or specialization
Vendor directories	Companies that sell services to foreign buyers, by sector	You still need to verify each one
LinkedIn and company sites	Team, tenure, clients	Time-consuming

Why the AI category matters in Vietnam

Vietnam's AI scene is growing fast from a small base. It ranks second in Southeast Asia for generative AI startups, with 27% of the region's total, behind Singapore's 44%. Vietnam attracted US$123 million in private AI funding across the year to mid-2025, and domestic AI company funding rose from about US$10 million in 2023 to US$80 million in 2024, according to B&Company's 2025 review. Companies such as VNG, with its Zalo messaging platform and AI cloud, and VinBrain, a medical imaging AI developer, are among the named players.

Funded startups are mainly building their own products. If you want AI engineering, data annotation, or machine-learning development as a service, you are looking for a different group: outsourcing firms with AI practices. AI development companies listed in the 2026 lists include TMA Solutions, KMS Technology, Rikkeisoft, and Cinnamon AI. Contact them through outsource2vietnam.com

A workflow that uses each tool well

1. **Map the landscape.** Use Tech in Asia and Crunchbase to see who is active in your niche, who has funding, and who might be a competitor or a customer of your vendor.
2. **Find service providers.** Use a Vietnam-specialist directory such as Outsource2Vietnam.com to browse Vietnamese companies that sell software, data and AI services to international clients. Filter by sector and contact them directly.
3. **Verify.** Check registration, LinkedIn team pages, client references, and security certifications.
4. **Cross-check funding signals.** A vendor with outside investors may be stable or may be pivoting to its own product, so ask about its strategy.
5. **Pilot.** Pay for a two- to four-week project before you commit.

Pitfalls to avoid

- **Confusing product startups with service vendors.** A well-funded AI startup may not take outsourcing work at all.
- **Trusting headcount fields.** Employee ranges on aggregator sites are often out of date.
- **Ignoring non-English sources.** Many strong Vietnamese vendors market mainly in Japanese or Korean and are underrepresented in English-language databases.

Find Vietnamese service vendors at Outsource2Vietnam.com, then use startup databases to understand the market around them.