

NEWSLETTER

TRANSPARENCY: THE KEY TO SUSTAINABLE GROWTH

With Decree 13/2023/ND-CP on Personal Data Protection (PDPL), coupled with Decision 1946/QĐ-TTg related to the implementation plan for the Law on Digital Technology Industry (new version, Sep 2025), Vietnam is making a strategic move to synchronize national data, especially within the digital economy.

Impact on Governance: The PDPL mandates that enterprises enhance data accountability and risk management. This action not only protects consumers but also fosters a cleaner, legally compliant data flow.

Capital and Cash Flow Connection: PDPL compliance is now integral to ESG (Environmental, Social, Governance) criteria and business credibility. Financial institutions (Banks, Investment Funds) will prioritize funding for enterprises with robust data governance models, mitigating legal and reputational risks associated with data breaches.



Government, State Bank, and Ho Chi Minh City leaders visiting booths at the "Cashless - Ting Ting Day 2025" Festival. (Photo: D.V)

WHEN COMPLIANCE IS NO LONGER AN “OPTION”

Although tax authorities are not allowed to access personal accounts arbitrarily, they can **request transaction information** from commercial banks if there are signs of tax violations, as regulated in the **Law on Tax Administration** and related decrees.

Recent common tax penalty cases typically focus on 3 main groups:

1. 🌐 **Online Business and Digital Services (E-commerce, Freelancers)**: Closely monitored due to transactions via personal accounts.
2. 🏢 **Corporate-to-Personal Transfers**: Companies moving funds from corporate to personal accounts to avoid taxable income declaration or to legitimize expenses.
3. 📁 **Service and Property Rental Income**

💡 The significance of these examples indicates that the government is taking action to solidify the stated policies:

- **Tightened Compliance (PDPL & Tax)**: Tools such as e-invoices and mandatory transaction data sharing between banks and tax authorities have created a more effective oversight network.
- **Cash Flow Transparency**: Tax penalties are often the direct result of mixing personal and business cash flows or intentionally concealing revenue.
- **Safe Access to Capital**: Businesses or individuals penalized for tax violations carry high-risk profiles, making it harder to secure safe credit or investment from institutions that value transparency and compliance.

Policy is Shifting: "Lack of Cash Flow Transparency = Tax and Capital Risk."

STANDARDIZED FINANCIAL MANAGEMENT WITH GHC

Global Hedge Consulting (GHC) is a consulting firm specializing in operations and operational optimization, with a particular focus on tax, accounting, and finance. GHC is committed to supporting clients, from individuals to enterprises, continuously learning and seeking innovative solutions to provide comprehensive consulting and support services.

In the accounting and tax sector, GHC delivers superior professionalism and efficiency. The firm's services include recording, posting, and preparing tax declarations on a monthly, quarterly, and annual cycle. GHC also conducts accounting book reviews to promptly identify weaknesses and potential tax-related risks. Furthermore, the company supports the assessment and review of accounting records and tax obligations, with the ultimate goal of helping businesses complete tax reports accurately, cost-effectively, and highly efficiently.



MANAGING SALES OPERATIONS IN THE GROWTH SEASON



The year-end peak season always tests how strong a company's sales operation truly is. Revenues rise, invoices pile up, and sales must reconcile across multiple channels in-store, e-commerce platforms, websites, and e-payments exposing weaknesses in the system.

(Photo: VnEconomy)



THE CORE BOTTLENECKS

As transaction volumes grow, discrepancies between sales, accounting, and bank records become common. The revenue at POS may differ from accounting books; issued invoices may not match tax declarations.



These issues rarely stem from people but from fragmented operations. Data is scattered across systems, reconciliation schedules are inconsistent, and there is no central data layer to validate or close numbers.

The result: growing pressure on tax filing, cash flow bottlenecks, and a lack of real-time revenue visibility. As new tax rules tighten and transactions surge, these "small cracks" become operational risks.

A MINIMALIST PLAN TO GET IT RIGHT FROM THE START

- 1. Standardize Internal Data Language:** Unify definitions for revenue, discounts, refunds, channel fees, and tax rates so sales, accounting, and banking partners use one consistent dataset.
- 2. Set Fixed Reconciliation Cycles:** Match sales with bank statements daily or weekly. Detecting mismatches early avoids last-minute chaos during tax season.
- 3. Centralize Data Sources:** Connect POS, ERP, CRM, accounting, and payment systems into a single management hub to reduce manual entry, minimize errors, and improve speed.
- 4. Design Key Management Dashboards:** Track real-time metrics, daily revenue, error rates, and channel performance with drill-down access to supporting documents for quick decisions.
- 5. Implement Audit Trail and Role-Based Access Control:** Record user actions and restrict access by function to ensure readiness for audits or investor due diligence.



ARCHITECTURE & RIGHT-SIZED IMPLEMENTATION

At Orthian, we don't sell generic software. We **evaluate, architect, and deploy** the exact solution a business needs nothing more.

- 1. Assessment:** Analyze the current sales journey to identify bottlenecks causing the most financial loss.
- 2. Design, Build & Integrate Solutions:** Based on identified pain points, Orthian designs a system architecture tailored to each operation. Build and integrate essential modules order management, warehouse sync, shipment tracking and connect them with existing platforms (logistics, ERP, POS) to ensure seamless data flow without redundant investment.
- 3. Role-Based Applications:** From the core system, we develop lightweight apps and interfaces for each department (Sales/CS, Operations/Warehouse, Management) to speed up daily tasks and enhance efficiency.

Tangible Results

A seamlessly functioning system delivers tangible financial and user-friendly governance benefits:

- Real-time visibility of cash and sales performance.
- Tight control over inventory and delivery operations.
- Reduced refund and complaint rates, improving customer experience.
- Reliable, audit-ready financial records for banks and investors.

If your business needs a specialized partner to evaluate, architect, and implement a practical, cost-efficient solution for the peak season. **Orthian is ready to be that technology ally.**