

The 2026 Vietnam Outsourcing Rates Guide

For Singapore Founders & CTOs

Real rates · Total cost of ownership · Vendor evaluation checklist
What S\$1 buys you one hour away from home

Tinasoft Vietnam ., JSC — 300+ projects · 100+ global clients · since 2018

Why this guide exists

Every week, hundreds of Singapore tech leaders research Vietnamese development teams. Most guides they find are sales brochures with no numbers. This one is different: real 2026 rates, the hidden costs nobody prints, and a checklist to evaluate any vendor — including us.

The Singapore math in 2026

Cost line (senior engineer)	Singapore in-house	Vietnam dedicated
Base salary / fee	S\$96,000–150,000 / year	≈ S\$33,600 / year (full-time equivalent)
Employer CPF + benefits	+17% + insurance + equity	Included in rate
Recruiting cost & time	S\$20–30K fee · 3–6 months	None · start in ~2 weeks
Attrition risk	Tech churn 15–25%/yr	Tinasoft retention > 90%

The point is not that Vietnam is cheap. It is that **Singapore capital deserves better unit economics** — without giving up your working day: Vietnam is exactly one hour behind SGT.

2026 rate card (published, no negotiation games)

Engagement model	2026 rate	Best for
Staff Augmentation	from US\$12 / hour	Adding senior hands to your existing team
DevOps Service	from US\$15 / hour	Infrastructure, CI/CD, cloud cost control
Project Team (end-to-end)	from US\$2,500 / month	A feature, module or product owned start-to-finish
Business Team	from US\$2,500 / project	Maintaining & evolving a live product
MVP Development	scoped per project	Idea → production in 4–6 weeks

Standard on every engagement: NDA + full IP assignment before we see your code · 70%+ senior engineers · English-speaking PM · daily written updates · weekly live demo · milestone-based payment.

The number that matters: total cost of ownership

The cheapest hourly rate is usually the most expensive decision. Here is the 12-month TCO of one typical product build ($\approx$ 2,000 engineering hours), based on what we see when clients come to us to rescue projects:

	Budget vendor (\$6–8/h)	Tinasoft (\$12–15/h)	SG in-house
Headline cost	US\$14,000	US\$26,000	US\$110,000+
Rework & bug-fixing	+ US\$15–25,000	included (senior code review)	included
Delay cost (months late)	3–6 months typical	milestone-guaranteed	hiring adds 3–6 months
Team churn mid-project	high — juniors rotate	> 90% retention	resignation risk
Realistic 12-month total	US\$35–50,000	US\$26–30,000	US\$120,000+

“We paid a budget vendor for five months and had nothing we could demo. The rebuild cost more than doing it right once.” — the sentence we hear most often in first calls.

Case study: Singapore logistics, whiteboard → production in 6 weeks

A Singapore logistics company needed a fleet management platform: real-time GPS for **200+ vehicles**, driver mobile apps, dispatch dashboard. Deadline: investor demo in seven weeks.

Week 1	Scope frozen, architecture agreed, squad of 5 (4 senior) starts
Weeks 2–5	Weekly Friday demos attended from Singapore after lunch — same-day feedback loop (SGT –1h)
Week 6	Production launch: 200+ vehicles live
After	Client retained the team on a monthly ODC — now on project #3

The 10-question vendor checklist (use it on everyone — including us)

1. What percentage of the team assigned to *my* project is senior (5+ years)?
2. Will I meet the actual engineers before signing — or only sales?
3. Is payment tied to milestones I can demo, or to hours logged?
4. Who owns the IP, and is that in writing **before** kickoff?
5. What is your engineer retention rate over the last 2 years?
6. Show me a project where something went wrong. What did you do?
7. How many hours of my working day overlap with the team's?
8. What happens in week 1 if I want to cancel in week 4?
9. Can I speak to two current clients of similar size?
10. What will I see every single day, without asking?

Any vendor who dodges three or more of these questions has answered them.

Current offers for new Singapore clients (2026)

Offer	Detail
First 10 working hours — FREE	Test us on one real backlog ticket. No commitment, no card.
New client discount	10% off your first month
Projects over US\$50K	10–20% off
Prepay 3+ months / hire 3+ engineers	5% off each

Start with one WhatsApp message

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I personally read every message from this guide. Tell me what you're building — I'll tell you honestly whether we're the right team for it, and scope your first free 10 hours within 48 hours.