

MCI BUSINESS MATCHMAKER DRAFT PROGRAMM STEPS

ACTION = Stages of Program	Stage Cost / Contract
1. Informative Meeting Meeting your local MCI Nett work partner to get briefing on possibilities	Cost = 0 Contract = MCI and Client sign NCDC
2. Application Form and Company Profile <ul style="list-style-type: none"> • The application company to fill in the MCI program application form • To provide or to work up a profile of the company entering the program MCI Action • Application and Company profile is send to China 	Cost = 0 Contract= MCI and local MCI representative sign an Agreement with Client
3. Target Together with MCI personnel the aim, purpose and a target of China market entry are worked out	Cost = 0 Result:= Plan of Action
4. China local Government Techno Park <ul style="list-style-type: none"> • send invitation 	Cost = 0 Receive = Invitation from China yes or no
5. Arrangement first orientation or Fair visit to China Timing, plan and purpose of the orientation visit are arranged with local MCI team.	Cost = 0 Clear = Travel program /Participation in Fair
6. Execute first orientation visit or Participation of an Exhibition of relevant goods arranged by the City Yancheng and MCI for the MCI Matchmaking Program for Companies to enter the China market to Chinese Partner or Location Arranged by China local Government and MCI <ul style="list-style-type: none"> • Visiting the location of host city • Meeting the local government agency's • Deciding on a future market entry program • research cooperate and legal structure • research security of product • First potential partner discussions • Sales Agent / Local sales Partner / Buyer • Local Manufacturer (license or local partner) • JV Manufacturing set up in host • Own business or manufacturing set up 	<p>Cost for the Company</p> <ul style="list-style-type: none"> • € 2500 for flight and admin cost. p.p. • maximum 2 person per company <p>On compliments by local Government</p> <ul style="list-style-type: none"> • Hotel / food /local transport • Fair location/ stand /translator • Conference/seminar/facilities
7. Partner Choice <ul style="list-style-type: none"> • Meeting of suitable partner/agent/licensee • Selection of partner/agent/licensee • Agreement structure • Business structure • Market approach • Location • legal & cooperate advise • tax advise • social security advise • property advise Supported by China local Government and MCI	<p>Cost for the Company</p> <ul style="list-style-type: none"> • € 4000 for flight and admin cost. p.p. • maximum 2 person per company <p>On compliments by local Government</p> <ul style="list-style-type: none"> • Hotel / food /local transport • Fair location/ stand /translator • Conference/seminar/facilities
8. Legal & Cooperate Structure <ul style="list-style-type: none"> • Legal partner agreement = JV/Agent/License/Manufacturing/etc.. • Local Company structure • Local License & Permits • Location agreement • Logistic support • Tax agreement • Staff support • More..... Supported by China local Government and MCI	<p>Cost for the Company</p> <ul style="list-style-type: none"> • € 5000 for flight and admin cost. p.p. • maximum 2 person per company <p>On compliments by local Government</p> <ul style="list-style-type: none"> • Hotel / food /local transport • Fair location/ stand /translator • Conference/seminar/facilities
9. Ongoing operational assistance Supported by China local Government and MCI	Fees MCI = Success fee as per agreement +% on turnover or sales as per agreement for 5 years as per agreement