

HKTDC Business Matching Reply Form

Simply return this form to us by email at **BusinessMatching@hktdc.org** or by fax to **(852) 2169 9633**, and we will respond to you soon.

Yes, I would like to find business partners with HKTDC Business Matching. Please contact me for further action.

My business requirements: _____

Contact person (Mr/Ms/Miss): _____

Title: _____

Company name: _____

Address: _____
Room / Floor / Block Building

Street No. / Street _____

District / Province _____

Country / Postal Code _____

Tel: _____
Country Code Area Code Tel No.

Fax: _____
Country Code Area Code Tel No.

Email: _____

Signature: _____

Date: _____

I agree that the above information may be used by the Hong Kong Trade Development Council for incorporation in all or any of its database for business matching (and may therefore become available to the public within and/or outside of Hong Kong for use by them), and for any other purposes as stated in the Privacy Policy Statement at www.hktdc.com/privacy/index.htm.

Please tick here if you do not wish to receive any promotional and other materials from the HKTDC via email, fax, postage and any other appropriate means.

With

HKTDC Business Matching

you just concentrate on the handshake



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www.hktdc.com

Matching means business



Business Matching

Seeking Hong Kong Partners

BMOSENG042009

www.hktdc.com



Looking for new opportunities? **HKTDC Business Matching is your solution.**



Customised matching for your business needs

- Reach pre-screened business partners with a confirmed interest
- Obtain full profiles of potential partners recommended by our business matching specialists
- Meet interested business partners through our appointment service

Hear what our customers say

Business Need: To locate manufacturers of air-conditioning equipment which meet unique specifications and high standards

Challenge: Sophisticated requirements and intellectual property protection of proprietary technology

Matching Result: Connected to manufacturers with strong R&D capabilities

"It's quite nice to be able to shortcut that whole process. We have gotten our money back for HKTDC Business Matching many times over."

Mr. Walter Kimble
Director, Advantage Air, Australia

GREEN TECHNOLOGY

Business Need: To market and distribute software programs in China via Hong Kong

Challenge: First-time entry to China and the need to ensure intellectual property protection of proprietary software

Matching Result: Co-branding partnership

"By capitalising on the HKTDC brand, we were able to partner with a Hong Kong company which would help us distribute our products with IP protection."

Mr. Kim A. Pearson
President & CEO, New Boundary Technologies, USA

INFORMATION TECHNOLOGY



Business Need: To distribute process control equipment in China via Hong Kong

Challenge: First-timer in China and Hong Kong, lacking market information, language barriers and cultural differences

Matching Result: Exclusive distribution partnership


"HKTDC Business Matching matches us to business partners with indigenous market experience who were able to help us on product adaptation to suit the local market."

Mr. Azzam Charmand
Export Director, Desin Instruments, S.L., Spain

MACHINERY

 www.hktdc.com/BusinessMatching

 BusinessMatching@hktdc.org

 (852) 1830668

Contact an HKTDC office near you:

www.hktdc.com/abouttdc/globalnetwork.htm