



Organizer

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Asia Pacific - USA
 Chamber of Commerce



Questionnaire

If you are considering registering for the 2008 China Electronics Trade Mission, we will need you to fill out the following questionnaire in order for us to better achieve your mission goals. The more information we have on each company, the better we will be able to identify and screen potential business partners and contacts.

Name _____

Title _____

Company Name _____

Address _____

Tel: _____ Fax: _____ Email: _____

1. Company's Principal Business Activity _____

2. Date Company Established _____ No. of Employees _____
 Annual Revenues (optional) _____

3. Describe your company's current interests and objectives concerning the Chinese market (check all that apply).
 Sell / Export Products/Services to China
 Sourcing from China
 Operate wholly owned foreign enterprise in China
 Joint Venture in China
 Distributorship/Licensing Arrangements/Technology Transfer
 Other _____

4. If you are Interested in selling products/services into China, are you involved in:

- Business to Business (B2B) Sales
- Business to Consumer (B2C) Sales
- Both B2B and B2C

4a. Are you looking to (check all that apply):

- Set up a distribution partner in China
- Set up a dealer / reseller network in China
- Set up a service and support network / infrastructure in China
- Establish a local sales, service, and/or support presence (i.e. local branded office entity)
- Find partners for specific services (e.g. Marketing, Legal, Recruiting, Accounting, etc.
- Other _____

5. If you are looking for suppliers in China, do you want to find:

- Manufacturing partner
- Component sourcing partner
- OEM/ODM supplier
- Complementary product line partner
- Outsourcing partners for other services (e.g. Engineering, Product Development, Customer Support, etc)
- Other _____

6. Describe the product/service(s) you seek to promote, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.

7. Who are your major competitors at home and abroad?

8. List the most important end-users or end-user industries for this product/service.

9. How is your product typically distributed and marketed in the United States (and in other countries if applicable)?

10. What type of licensing or registration does it require in the U.S.?

11. What related products might an agent/distributor of this product also handle?

12. Is your firm seeking representation on an exclusive basis in this market? Yes No
13. Describe any preferences, requirements, or pre-qualifications that the ideal prospect must have, such as English language ability, size, revenue, coverage, client base, investment, etc.
12. Describe any special features of your company's operations, interests, or objectives in the target market that can help us identify potential business partners.
13. Are there any specific companies, or types of companies, you would like us to contact?
14. Are there any specific companies, or types of companies, you would NOT like us to contact?
15. Is your company currently represented in this country or region? Yes No
16. If yes, is your distributor aware you are seeking additional representation? Yes No
17. What type of logistical support will you require? (Select all that apply)
- Hotel Ground transportation Interpreter Other (specify)
18. Describe in as much detail as you can, your company's ideal Chinese business partner or the business transaction that would best fulfill your company's objectives in the China market. (Use extra pages if necessary.)
19. What would you like to accomplish for your company by participating in the China Electronics Trade Mission?
20. If you have any additional questions or comments concerning the China Electronics Trade Mission, please provide them in the space provided below. (Use extra pages if necessary.)