


# UCCTC Membership Options (Service Menu)

There is a variety of business-assistance services available under UCCTC's Membership Levels listed below.

UCCTC assists organizations to capitalize on market opportunities in China. We leverage our organization's extensive network of relationships with government and business, our local on-the-ground staff in China and extensive research capabilities to provide the following services.

UCCTC can also customize any specific services you require to meet your trade and investment objectives.

**Price category:** *Small-medium enterprises (categorized by annual revenue or employee size) / Large enterprise*

	Benefits and Services	General Member	VIP Member	China Representative Office Services
		FREE	\$2,500 / 3,000	\$9,500 / \$15,000
Promotion and Marketing Service	<b>Discounted rates</b> on UCCTC trade promotion programs including trade missions, technical workshops and seminars, deal making days and Market Advisory services (see Capabilities Statement).	✓ (10%)	✓ (50%)	✓ (50%)
	UCCTC will design, translate, and <b>create one customized webpage</b> (with text, pictures and external links) for company and product information onto the UCCTC English and Chinese website (Tech Bank).			
	Physical and virtual exhibit space to introduce products inside UCCTC U.S. Clean Technology Product and Service Pavilions for high-demand products in emerging Chinese cleantech markets. [UCCTC's technology pavilions exist in the 3 largest urbanized and economic zones in China (Jing-Jin-Ji, Yangtze River Delta, and Pearl River Delta) and serve as a premier information-sharing and business match-making platform for U.S. and Chinese energy and environmental technologies seeking to increase their market share in China.]	✓	✓	✓
	<b>Exclusive offer</b> to upload company and product profile, pictures/videos, and a link to company website to the <b>Chinese Ministry of Environmental Protection's (MEP) website</b> . [MEP's "3ipET" website and Newsletter is a focal point for Chinese customers interested in securing US clean technology products and services. Chinese customers are looking for online listings of US clean technology companies on the website.]		✓	✓
	UCCTC will translate and design a <b>marketing brochure</b> tailored to the Chinese market using company introduction and products information (print 500 units).		✓	✓
	Company and products information will be quickly and frequently disseminated through <b>targeted websites and social media platforms</b> (both Chinese and English), including Weibo, WeChat, etc.		✓	✓
	<b>Access to client contact lists</b> from UCCTC's participation in industry trade shows and events in China.		✓	✓

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	VIP opportunities to participate in iCET, UCCTC, DOC and MEP special events, including, but no limited to one-on-one networking opportunities with key decision-makers and experts in clean tech sectors from both US and China		✓	✓
	Opportunity for brief <b>welcoming remarks</b> to attendees at trade mission opening ceremonies, exhibitions, or deal making days		✓	✓
	<b>Complimentary access to conference rooms and exhibition and demonstration space</b> on a revolving basis at UCCTC and City Partners' facilities across China to meet clients [2 times per year, up to 12 people total].		✓	✓
	<b>Special recognition</b> at UCCTC-sponsored and other UCCTC partner events.		✓	✓
	<b>Prominent placement</b> on UCCTC website and collateral material		✓	✓
<b>China Representative Office Services</b>	Customized Business Development Support – UCCTC will provide <b>personal concierge service</b> in China. UCCTC staff member will help U.S. company to coordinate, plan, and attend one-on-one matchmaking meetings for U.S. company in China [1-2 cities per visit].		✓ <i>Limit 2x's</i>	✓ <i>unlimited</i>
	Office Use - <b>Free access to UCCTC corporate office space</b> in Beijing during your visit to China. Company promotional materials can be placed there 365 days/year.			✓
	Company can use UCCTC address in Beijing as their <b>post address</b> in China.			✓
	Human Resources - UCCTC will assign <b>one bilingual company representative liaison</b> to manage the communication channel between the U.S. company and Chinese clients. The UCCTC representative officer will: <b>a.</b> Provide their direct contact information (phone and email) so UCCTC can be used as the company's contact information in China <b>b.</b> Answer any inquiries regarding the company's information, products, services, etc. raised by Chinese clients <b>c.</b> Translate emails or questions into English and send to the US companies, and also translate the US company's feedback into Chinese and send to the Chinese clients. <b>d.</b> Help to arrange business meetings with China's partners in China			✓
	When the US company comes to China for business, UCCTC can provide a <b>personal interpreter</b> during deal-making days (3 days/year)			✓

<b>Advisory Services</b>	<b>Matchmaking</b> – At least five pre-screened one-on-one matchmaking meetings with potential end-users (customers), strategic partners, and distributors in China or the U.S.		✓	✓
	Arrange at least one high-level meeting with relevant policy makers and senior officials in China or the U.S.			
	– 5-10 pages of in-depth expert market research (customized to the level of analysis that is needed by company at that time) from UCCTC board of experts and professional Chinese technical assessment partners leading to exclusive one-on-one trade leads			✓
	<b>Market Entry Strategy</b> – Ongoing one-on-one market entry strategy with market experts for clients looking to expand in specific China clean tech sectors			✓

**Note:**

VIP Membership Services are a one-time fee. All companies who pay for services once will become lifetime Members. China Representative Office Services are paid annually.

Customized market research and market entry strategy services are available to General and VIP Members for an additional fee (see Capabilities Statement for more information about UCCTC’s Market Advisory Practice).

These services are subject to change and can be customized according to each firm’s needs.

For more information, please visit [www.uschinacleantech.org/membership](http://www.uschinacleantech.org/membership) or call Jeff Horowitz, Director of Cleantech Development at 1-213-247-5703.