



Commence
Technology Partners

Services

Commence Technology Partners provides hands-on management for technology companies entering Asia, serving as interim senior managers for our clients' Asian operations. We directly leverage the extensive experience, networks and contacts of our partners to develop initial sales and channel partnerships; select appropriate outsourcing partners for IP development (semiconductor, software or system-level design) and/or manufacturing; recruit outstanding teams; and in general develop and implement a profitable and sustainable business model across Asia.

We provide a full range of business development services to our clients. Such services include developing an initial China market entry business plan, qualifying, selecting and introducing potential customers, partners and strategic alliance prospects, as well as closing commercial contracts and orders from customers so introduced. We also provide after-sale customer services as required.

In addition, **Commence Technology Partners** provides a broad range of business services, from the incorporation stage to the handling of day-to-day transactions. We help set up international company structures in consultation with lawyers and accountants to fit the specific circumstances of each client to maximize operational and tax efficiency. We can perform the CFO functions of accounting and financial control for our clients, and prepare periodic budgetary reports to our clients' head office.

Some of our clients are relatively young companies that may require new funding in order to implement their expansion into Asia. We assist our clients in fund-raising activities on a selected basis. Such assistance includes developing a funding strategy, identifying funding sources (such as investor networks, venture funds, and corporate investors), as well as providing introductions to qualified investors. Through our sister company COMMENCE which is an Investment Adviser registered with the Securities and Futures Commission of Hong Kong, we provide advice on project finance and mergers/acquisitions.

After we have established a client's operations in the region and developed sufficient initial traction so the operations can be self-sustaining, we recruit and train our replacements. We take responsibility for recruiting, hiring, and training a permanent senior management team and staff, and insure a smooth transition to the new organization.

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