



*Global IP Focused Research Acceleration
&
Commercialization*

About Us

SkyQuest Technology Group is a Global IP focused Research, Accelerator & Investment Bank, profoundly engaged in innovation ecosystem with myriad stakeholders in various capacities helping them leverage external sources of R&D and create value from intellectual property. It operates by way of:

SkyQuest IP Management & Holdings Inc., USA

Investments, Technology Transfer & Market Entry (USA, CANADA, EU)

SkyQuest Technology Consulting Pvt. Ltd., INDIA

Research, Investments, Technology Transfer & Market Entry (India, Israel, MENA)

SkyQuest IP Management & Holdings Ltd., HK, SAR, CHINA

Research, Investment, Technology Transfer & Market Entry (China, Far East & ASEAN)

Investigators Forum Network, INDIA, CHINA

Low-cost Clinical Development & Usability Studies for New Tech

Global Healthcare Innovations, INDIA, CHINA, EU, NA

MedTech Regulatory Affairs & Distribution management (India, China, ASEAN, EU, NA)

Ingenuity Ventures, EMERGING MARKETS

Early Stage Investments in Health & Food, Energy, Digital Media, Water & Agriculture

SkyQuest Quick Facts



- **Sectors :**
Lifesciences | CleanTech | Agritech | Nano & Engg | FMCG | Digital Media



- **103+** Clients served from around 16 countries
- **540+** Technologies/Products evaluated so far
- The only Private Sector Workstation of UNDP promoted SS-GATE, access to **39** Countries in ASIA, AFRICA & MIDDLE EAST



- **Team of 130** Multi-lingual Tech Management & Data Science professionals, Deal-Makers & On ground global scouts



- **37** Transnational Licensing Deals



- **108+ Mn** USD raised from HNI's & cos for investments into 16 Start-ups

Expertise: Data Driven Research, IP Management & Commercialization



Innovation clusters often start-off and flourish with great hopes and names like Tech Village and BioValley. They also create a successful paradise of budding entrepreneurs. More often than not the sheer lack of direction, urgency to perform and acceleration labels them as *'failed clusters'*

SkyQuest has taken several initiatives to address intangible bottlenecks directing innovations to marketplace

Initiative 1: SS-GATE – UNDP (www.ss-gate.org)



Problem we wanted to solve for emerging innovations and resource scarce countries

South-South Global Assets & Technology Exchange (SS-GATE) a platform that *promote the identification, sharing and transfer of innovations and technologies between developing countries in a number of key development sectors including health care, energy services, agricultural production, housing and infrastructure.*



Initiative we took to address them

Design new structure and operational framework *tailored to needs of developing/South-South countries through in-depth Assessment of SS-GATE through Vision & Strategy, Business Model, Processes & Systems*



5 Continents
38 Countries



Impact created by us

1. **Customized** short, medium & long term **goals** to assist **developing countries seek and obtain technologies and investments**

2. Renewed **local facilitation and transactional support** provided through country centers, regional hubs and the SS-GATE secretariat

3. **Online & offline platforms** to promote transactions and services

4. **Increased efficiencies** through **redesigned identification and selection criteria** for Workstations

5. Brought in **self-sustainable mechanisms** through success based fee structure

New Engagement Platform



Submit
Project, need or solution



Review
Submission examined



List
Project posted



Match
Needs & solutions



Support
Legal & financial advice



Implement
Project becomes reality

Initiative 2: Promoting the much needed ... Innovation Clusters



Problem we wanted to solve for emerging innovations and resource scarce countries

Shift commercially viable innovations from labs and incubators to Adopters, Implementers, Entrepreneurs, SMEs & Industry



Initiative we took to address them

Developed & Conceptualized Asia's 1st ever series of Lifesciences Technology Roadshow – a sustainable & accessible transactional platform for Innovation exchange



Impact created by us

1. **Enabled innovators** from over **40 countries** to interact and pitch to Industry, Investors and Implementers independent of the traditional channels
2. 4 Sustainable platforms Transforming successful innovation led enterprises globally
3. **Building, nourishing and churning out** great innovations and entrepreneurs to market place with **higher success rates than Incubators**

Created & Conceptualized Asia's first ever technology access platform 



First patent tech auction in A

Vishal Dutta
AHMEDABAD

A HERBAL drink that tastes like beer, a bio-insecticide product that attracts and kills mosquitoes using a bird feather, a transdermal patch for contraceptives drug delivery and a technology that can turn snake venom into an analgesic that can help cure neuropathic pain. All these are a few samples of patented technologies that would go on auction in India's Tech Transfer 2010 showcase exclusively for patented pharma products in Ahmedabad on August 28.

The one-day patent technology showcase has been organised by Foundation for MSME Cluster in alliance with Skyquest Technology Consulting, a private company engaged in facili-

itating, buying and selling of patents in India. If things go as planned, India would soon join the club of elite countries like US, Europe, Japan and Australia, where economic growth is fuelled by technologies bought and sold through auction on a regular basis. This would be one of its kind patented technology transfer platform showcasing 50 patented novel technologies from across India. One of the major attractions for the pharma industry would be gefitinib (Iressa), a drug used in the treatment of non-small cell lung cancer and the product is a patented product of AstraZeneca since 1994. As per 2009 annual report of AstraZeneca, Iressa generated revenue of \$297 million and is one of the fastest-growing products globally. Presently, Natco Pharma manufactures it using a different process method while Intas Biopharma markets gener-

ic version of gefitinib, after acquiring rights from other company which also has a different process method. The interesting part would be that the patent technology showcase will display another non-infringing process of production of gefitinib, a technology which increases the yield of gefitinib production in less synthetic steps, thus saving cost and time.

According to Shriya Damani, co-founder & CEO of Skyquest Technology, this is probably the first-of-

PATENT TRUTHS

Country	No. of patents filed
US	4,56,321
Japan	3,91,002
China	2,89,838
South Korea	1,70,632
European Patent Organisation	1,48,150
India	36,812

its-kind patent showcase that has been organised in the country, where patent holders (sellers) and companies (potential buyers) would come face-to-face on the same platform to discuss, negotiate and strike a deal. "There is a huge potential for developing business in patent auctioning as the economy grows. Companies need more products to add to their existing portfolio and with patented products, the companies can create niche market for themselves," she adds.

Currently, there is no common platform where companies can go for shopping patented products, which is now a common practice in developed countries. Similarly, a large number

of patent holders place to go for products. "I organised for is quite popular. Abhishek Closer2patents based in Mumbai According World Intellectual Property Organisation (WIPO) statistics filed, South Korea Organisation I, by Indian Patent number of 36,812, out of which 16,061 office in India.

He further practice are few only and hence i "My profession says that the individual firms/patent sale of five p

First patented tech auction gets 50 cos

Vishal Dutta
AHMEDABAD

INDIA'S first auction of patented technologies saw 50 representatives from the pharma industry taking part in an event held in Ahmedabad on Saturday.

Major pharma companies that took part in the auction included Alembic, Cadila Pharmaceuticals, Famy Care, Indovo Remedies, Torrent Pharma, Astron Research and others.

Other companies that participated in this patent auction were Indium Pharmachem, Ishita Drug & Industries, Accura Care Pharma, Asto Biocorrelations, and Blitmas Pharma. Representatives from GVF, a venture capital firm and CM's Fellow, a fellowship program set up by Gujarat's chief minister too attended the event.

The event was organised by Foundation for MSME Cluster, a

non-profit organisation, in alliance with Ahmedabad-based Skyquest Technology Consulting, a private company engaged in facilitating buying and selling of patents in India. Dr Subodh Adeshwari, ex-commissioner Gujarat's FDCA was the chief guest.

GOOD SHOW
Similar auctions are held in the US, Europe, Japan and Australia

Similar auctions are held in the US, Europe, Japan and Australia. According to Shriya Damani, co-founder & CEO of Skyquest technology, "Pharma industry representatives came from Himachal Pradesh and from South India to participate in this event." Talking to ET, Dr A S Rao, advisor to Foundation of MSME Clusters said "I am astonished after seeing the kind of response this event received." He said Foundation of MSME would organize a similar event at Hyderabad soon where more than 200 patented technologies would be showcased.

TIMES CLASSIFIEDS
news you can use



PRODUCT

BUSINESS PROPOSALS

NATIONAL / Regional Distributors sought for Steri-7 Sanitizer / Disinfectant with residual effect upto 7 days. Kills 99.999% of all known microorganisms including

PAN Asian Technology Roadshows: Innovation to Markets



Innovation Transfer and on-ground commercialization efforts- **improving technology access & dissemination activities** in India, Israel, South Korea, China

B2B meetings between the Israeli delegates and leading Indian companies

Connecting Innovators and entrepreneurs to Industry and Investors

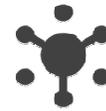
What does success look like



contribution, resource sharing and exchange amongst the innovation ecosystems



800+ Incubators, TTOs, Universities



22 Nodal technology hubs and innovation clusters



40+ Countries are accelerating innovations to market



4 Transactional platforms developed



250+ Expression of Interests for innovations showcased



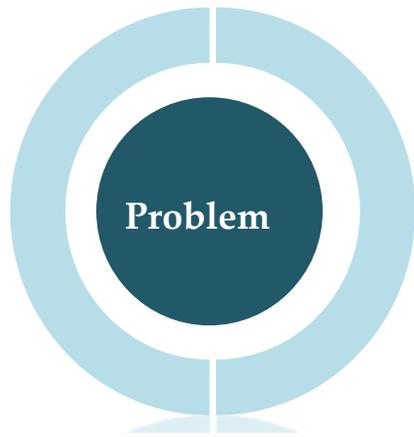
38 Innovations mobilized to market



\$108 mn available from HNIs to fund innovations



Initiative 3: Magnitude of Skill Crisis in developing countries



Asia faces an acute skills gap challenge

Insufficient numbers of domestic skilled manpower compels foreign players to hire talent from west

The lack of skilled personnel and the increasing gap between the supply and demand of well-qualified human resource is acting as a major hurdle for Asia to emerge as a center of research and innovation

There is a lack of coordination between the private skill development organizations and ministries who offer a multiplicity of programmes

There are turf wars between ministries whose proposals run parallel to each other

Initiative 3: Identifying inefficiencies and finding opportunities



Problem we wanted to solve- Cross sector skill crisis facing Industry and Implementers

1. Identified the **key attributes/Skill sets required** by cross sector Industry vis-à-vis ability of existing systems, infrastructure and development plans to address the pain points
2. **Brought down inefficiencies** to align research outcomes to unmet ecosystem needs



Initiative we took to address them



1. Assessed current R&D status & technical skill sets of R&D personnel, behavioral mapping of Individuals, Trainers, Institutions, Implementers



2. Mapped functional bottlenecks & inefficient corridors

3. Identified successful practices adopted & implemented globally vis-à-vis existing infrastructure and findings



4. Built required pre-requisites to strategize the pilot plan and measure research outcomes



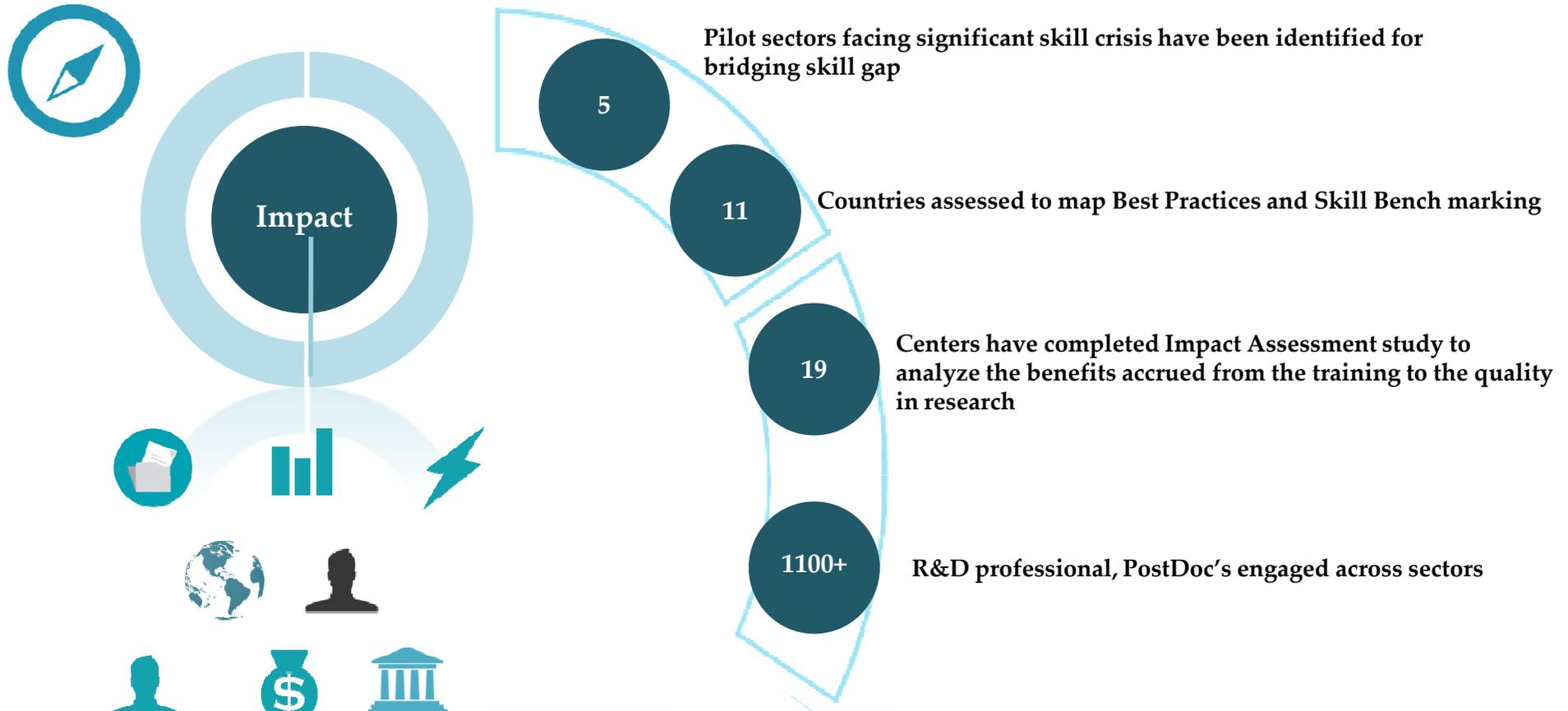
Impact created by us

1. **Sector specific action plan** on bottlenecks in R&D (quality research, skilled manpower etc), Best practices followed in other countries **outlining immediate focus areas**
2. **Organize & conduct Train the Trainer programs** (for 300 participants)
3. Focussed sessions to **increase bandwidth over commercialization/productization**
4. Customized modules to **focus on addressing the 'soft-skills'** gap in R&D professionals

*Solving the Skill Crisis and finding opportunities –
PAN-ASIA*



Initiative 3: What does success look like



Global Purview



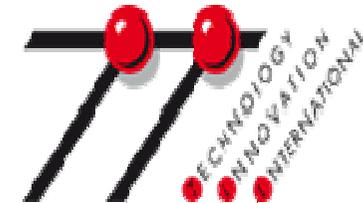
Multi-Sectoral Approach

Impact- Conceptualizing Skill Gap Bridging Initiatives



Our initiatives have helped Nodal innovation agencies, Researchers, Problem solvers from developing countries like China, Thailand, Malaysia, India, Srilanka, South Korea to:

- 1) Enhance **Technology & Research Management Skill-sets of Nodal innovation agencies** and researchers
- 2) Develop ability to **comprehend challenges** and implement strategies for **Technology Resources and IP Management**
- 3) Improve **value transference** in evaluation, Protection and monetization of IPs
- 4) Enhance **decision making** w.r.t evaluating Risks associated with R&D projects





Innovation= Currency of Research

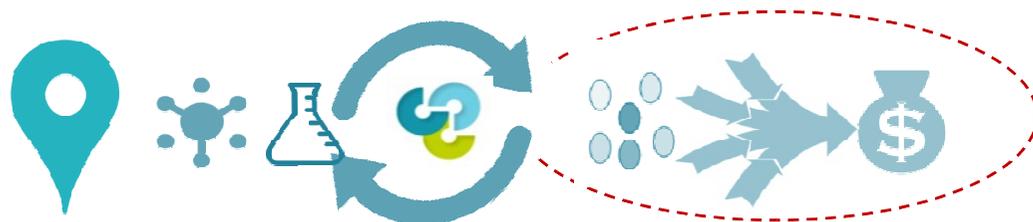
Millions of dollars are spent on Incubators, Mentoring, strengthening Nodal research institutions, scaling-up infrastructure, designing programs etc. In most cases, the results never shape up (*changed priorities, over/under underutilization of funds, unchanged research approach, talent pool etc*)

Great companies and innovations are often born in garages, cramped spaces, kitchen tables, basements and dorm rooms and small research set-up that is far away from incubator distractions. Globally the innovation potential and bottlenecks at the Bottom of the Pyramid have always been undermined

SkyQuest has set a bold example to unlock the potential & the kind of contribution this segment can bring in



Initiative 4: Innovation = Currency of Research



Problems that we wanted to solve were to make Innovations accessible, Efficiently manage technologies and also address innovation monetization crisis at ground level



Initiatives that we took to address them

1. Mapped **innovativeness & commercial viability of innovations** from researchers, universities, R&D centers, TTOs, SME Clusters, Start-ups and incubators
2. Structured & **conceptualized an integrated plan** to
 - Sensitize the 'Problem Solvers' on IP concepts
 - Importance of IP & Research Management
 - Advanced Training & Mentoring
 - Proposal/ Grant writing
 - Best Practices of IP Monetization
3. Conceptualized 'Innovation = Currency of research' initiative for developing ecosystems viz India, China, Thailand & South Korea

Conceptualized and India and successfully implemented in China & Thailand





Initiative 4: What does success look like



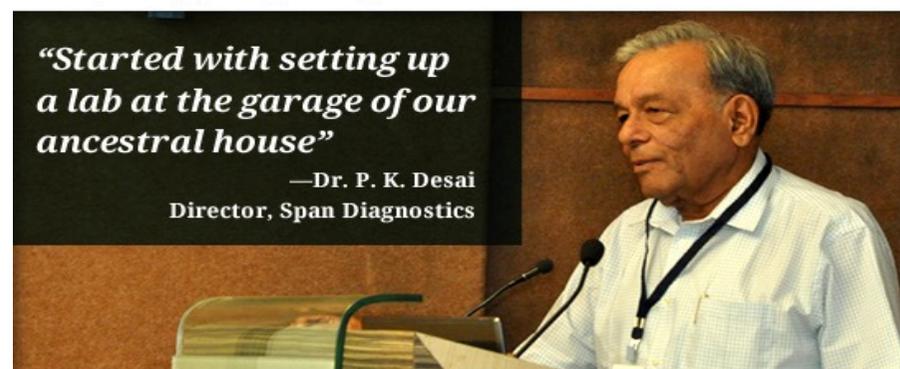
Impact that we were able to bring in

1. 900+ Aspiring Innovators and Techno-entrepreneurs trained
2. 1200+ Innovators, Researchers, Entrepreneurs, Start-ups benefiting from the initiative
3. 18+ Universities/Research Institutions from 4 countries
4. Technologies adopted by 8 sectors
5. Sustainable and Ready-to-deploy platform implemented in 28 innovation hubs
6. Improved value transference in the evaluation, protection & monetization of IP's generated

Change-makers



Inspiring the young blood





Other initiatives

Endeavors to provide Multi-national resources to SMEs, Innovative Start-ups, Researchers and Innovators to accelerate technology adoption

**An indicative list of initiatives*

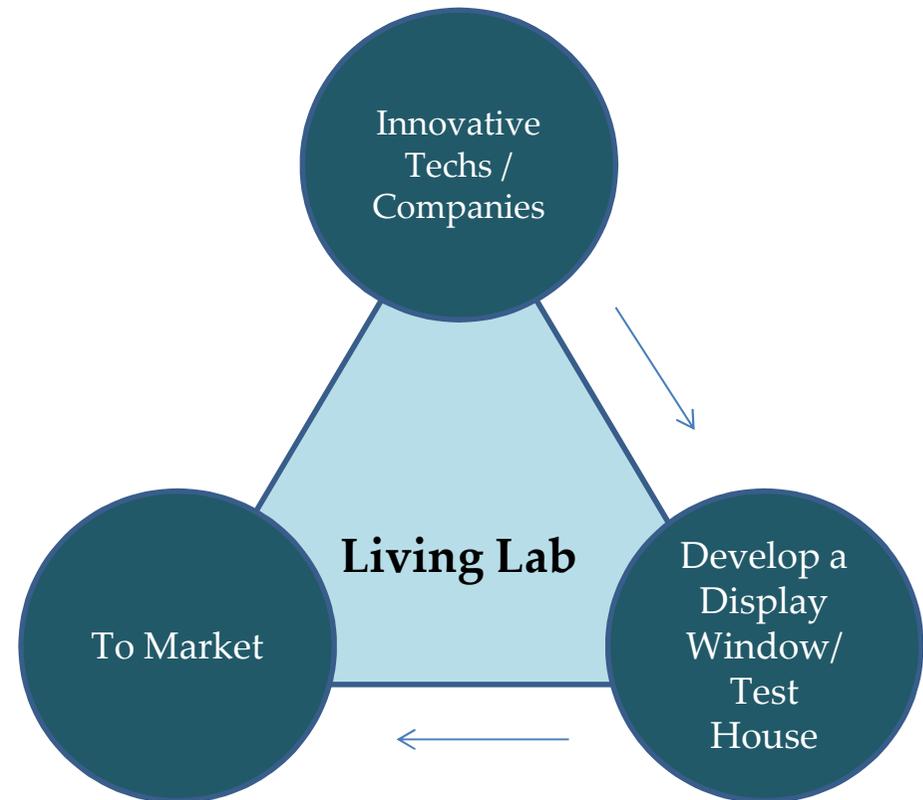
Living Lab – The Usability/Adoption Showcase



SkyQuest launched **Living Lab Model** to address challenges associated with implementation & adoption of new technologies

Identified **11 Centers** wherein the technology seeker/user/customer can see the technology in action and conduct their own due-diligence

The Living Lab serves as **Market adoption window for new technologies** thereby accelerating their adoption



Multi-National Technology Incubation & Acceleration



Graduating start-ups & SMEs to new markets

Indicative- Successful Case studies implemented:

Advancing Technology from Europe to Asia

A point of care diagnostic technology for Women's Health



Proprietary Biodegradable Super Absorbent Polymer Technology from Israel

Advancing Technology from North America to Europe, LatAm & Asia

Proprietary wound-care dressings by Canadian company targeting Asian & Latin American Markets



Searching for the next big idea to tackle humanities grand challenges

1. Creating Focused Solution Sourcing Platforms
2. Thematic Innovation Acceleration Programs
3. International Problem Solving Competitions

Eg. 1 *Making WATER accessible to the developing world*



Objective: Create innovation acceleration programs to landscape and identify **innovative, sustainable & scalable Water tech solutions** for **Home & Community** use for the developing markets

Sponsor: Fortune 500 company that aimed to make **communities self-sustainable** to meet their daily water needs for drinking & community use

Mandate and target segment:

- Non-industrial focus (drinking, home & community use)
- Water recycle & re-use solutions for community use
- Identify ready to deploy solutions from startups, SME, academia and R&D ecosystem

Key highlights:



800+ Universities, research centers, Start-ups & SMEs



1500+ Patents



60 Viable solutions for developing world

Eg. 2 Green Antimalarial Solutions for Asian Markets



Objective: Create focused solution sourcing platforms for Green, Sustainable, Affordable, Anti-malarial solutions for Asian markets

Sponsor: Family owned MNC with a portfolio of 400 + products and business operations in 150 + markets

Mandate :

- Green, Sustainable, Affordable Anti-malarial solutions lasting for over 9 hours (dusk to dawn)
- Below the radar sustainable solutions with significant consideration to solutions from Grass-root innovators, traditional know-how, Start-ups, SMEs, Research Centers, Universities, Individual innovators, Self-help groups etc



300+ Universities, nodal research centers, TTOs, Start-ups, SMEs



85 Individual innovators, grass-root innovators & self-help groups



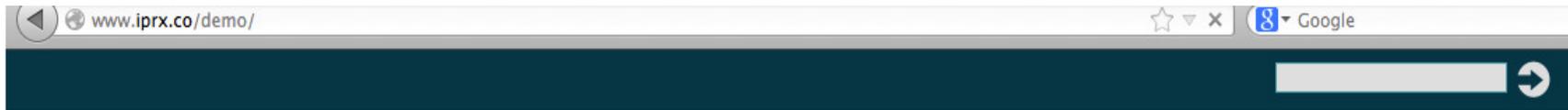
58 potential solutions evaluated for efficacy



17 solutions qualified for commercial discussions

Key highlights:

IP Management - IPRX



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Share technologies as videos

www.biopharmalife.com...

TechOffers	TechRequests	Recent Profile	Recent Idea's
<p>A novel dye for staining proteins on a gel</p>	<p>Transdermal patch for drug delivery</p>	<p>Mr. Guest Two Mentor... Professor Male, Mumbai</p>	<p>Mr. Guest One Innovator... Professional Male, Ahmedabad</p>
<p>Two stages dental implant</p>		<p>Dr. Bhavneet b Innovator, Tech seeker... business</p>	

Tech Exchange Platform to cater Asian Tech Needs and Solutions

www.IPRX.co/demo

IP Management – Biopharmalife

A platform for bio-pharma-life sector researchers, innovators, entrepreneurs & investors to interact, collaborate and transact



Profile Place a Bid

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HOME > MY BIOPHARMALIFE > TECHNOLOGY DETAILS >

Technology Request Form

TECHNOLOGY DETAILS

Select the categories in which you are looking for the technology *

Primary

Secondary

Title *

Summary of the technology sought in brief (Use 20 - 30 words) *

Overview/Description of the requirement *

Area of Application of the technology; What should the technology do? *

Please provide general areas of use and the product/process and/or method you will use this technology in. For example: pharmaceuticals - cancer drugs, chemical processing - test equipment.

Mention what the technology 'must not' do

PREVIOUSLY ATTEMPTED SOLUTIONS

Please describe potential solutions that have already been applied (unsuccessfully) to solve your need.

REQUIREMENTS TO BE MET BY THE PROPOSED SOLUTIONS

Technical requirements

It is essential you formulate them if you are seeking suitable proposals

My Account

- View Profile
- Edit Profile
- Change Password

Technologies

- Add Tech Requests
- My Tech Requests
- Add Tech Offers
- My Tech Offers

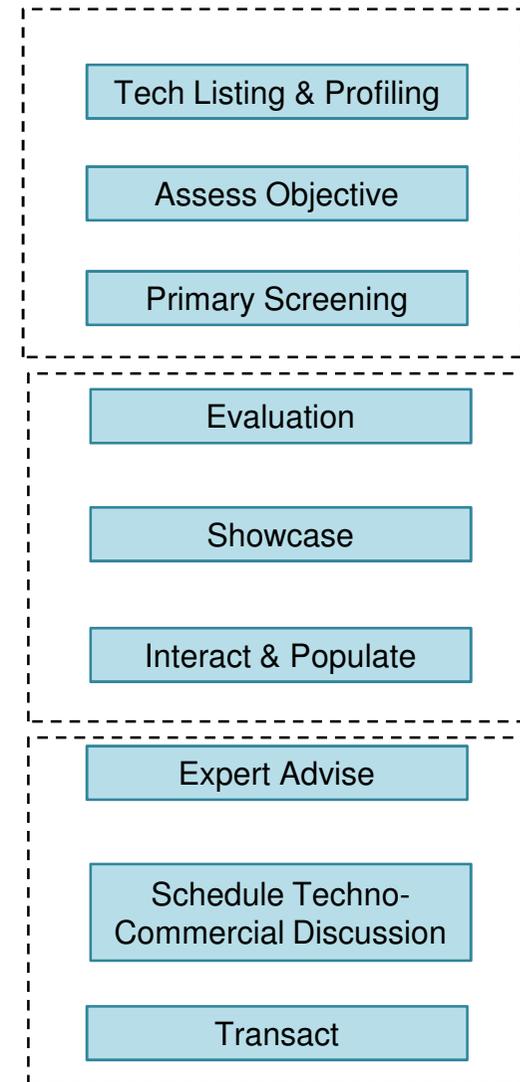
Messaging

- Inbox
- Outbox
- New Message

Event

- Add Event
- My Events

Network



Tech Exchange Platform to cater Asian Tech Needs and Solutions

Research and Innovation Patent Management System

File Edit View Insert Format Records Scripts Tools Window Help

Disclosure Database

Main Menu
Wed, May 2, 2012

Entry

- Disclosure Entry
- Marketing Entry
- Expense Entry
- Licensees
- Receivables
- Forecast Entry
- Royalties

Inquiry Entry

Reports

- Reports Menu

Setup

- Inventors
- Law Firms
- Agencies
- Compliance Letters
- Internal Grants

Exit System

Prosecution Activity Monitor

January March May July September November
 February April June August October December Year **2012**

Case#	Action Due	Notes	Fee	Action Date	Due Date	Latest Date	Complete
2011	Pro	JA estimate to convert	18,000.00		5/4/12		No
2010	National				5/4/12		No
07-25	Foreign	Annuity due in EPO	950.00		5/8/12		No
2008	Foreign	Annuity due in EPO	350.00		5/9/12		No
04-83	Foreign	Annuity due in EPO	2,000.00		5/11/12		No
94-68	3rd Maint.	USP 6,147,056	2,055.00		5/14/12	11/14/12	No
04-83	Foreign	Annuity due in Canada	650.00		5/15/12		No
88-02	Foreign	Annuity due in Austria	2,375.00		5/16/12		No
88-02	Foreign	Annuity due in Belgium	975.00		5/16/12		No

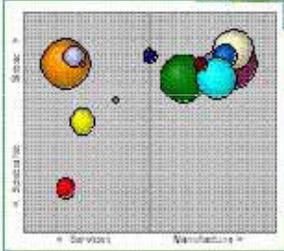
37 Active Prosecutions For May 2012

100% Browse

Citations



Landscaping



Competitor Market Space

Research and Innovation Patent Management System (RIPMS)-

A proprietary Asset-light Knowledge Management tool developed for R&D organizations

Market Assessment & Pricing

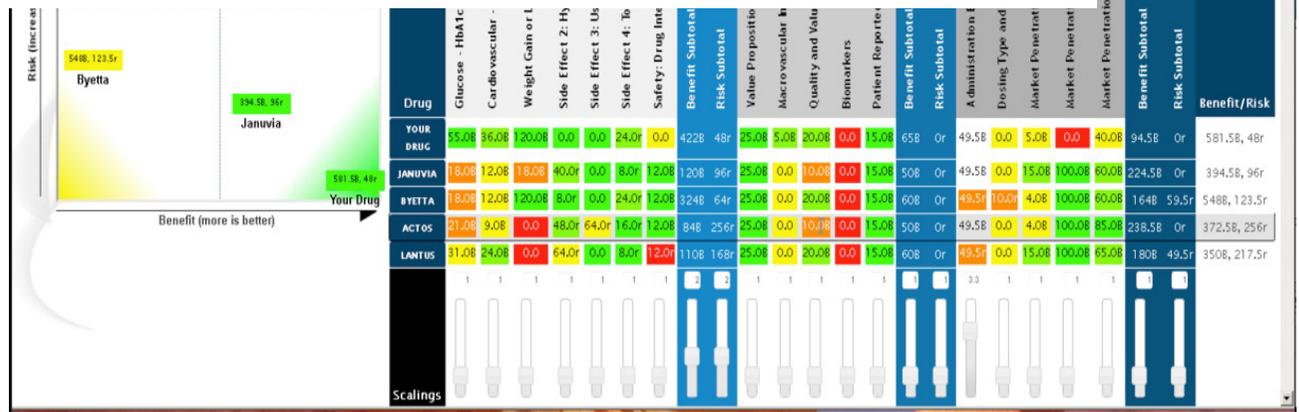
ASSET NAME	MEDICAL EFFICACY				VALUE PROPOSITION			RISK AND MITIGATION				GOVT	TOTAL SCORE
	Rating Factor 1	Rating Factor 2	Rating Factor 3	Medical Need Analysis	Market Factor 1	Market Factor 2	Market factor 3	Patient/Caregiver Factor	Risk factor 1	Risk factor 2	Significance rating factor	Risk mitigation subfactors	Reimbursement factors
Standard of Care	○	○	○	▽	△	○	○	○	▽	△	○	●	++++
Your Drug Name	▽	▽	○	△	●	▽	▽	○	△	●	○	○	++
Competitor Ω	▽	△	○	△	○	○	▽	△	○	△	○	○	+++
Competitor Ψ	△	▽	○	○	○	△	▽	▽	○	○	△	▽	-
Competitor Σ	△	▽	○	△	▽	○	△	▽	○	△	○	△	+
Competitor Z	○	○	○	▽	△	△	○	○	○	▽	△	△	+

Color: Performance vs Target
 Shape: Direction vs Previous Quarter

Commercialization Risk Assessment tool

M.A.P

– An Objective Comparative IP evaluation System & Dashboard



Market Assessment & Pricing

MAP Diabetes - Current Set Scorecard Manage Help

RANGES GRAPH SCALING VALUES EDITOR FORMULAS Michael

- Side Effect 1: Weight Gain or Loss
- Side Effect 2: Hypoglycemia
- Side Effect 3: Use Deterrent Frequency
- Side Effect 4: Toxicity
- Safety: Drug Interactions

Value Proposition

- Value Proposition 1: Cost Effective Analysis
- Value Proposition 2: Macrovascular Impacts
- Value Proposition 3: Quality and Value
- Value Proposition 4: Biomarkers
- Patient Reported Outcomes

Market Uptake Predictors

- Administration Ease
- Dosing Type and Frequency
- Market Penetration: U.S.
- Market Penetration: Europe
- Market Penetration: BRIC + Japan

Drug	Benefit/Risk
YOUR DRUG	374.58, 24r
JANUVIA	334.56, 48r
BYETTA	3868, 91.5r
ACTOS	330.58, 128r
LANTUS	2958, 133.5r

Social Media Marketing and Technology Promotion

- **Target Market Positioning using Sentiment and Big Data Analysis**

For improving visibility

- **Online Campaigns:**
Undertaken for promoting technologies as well as looking for technologies through Online polls, online contests

Used for Technology scouting in the pest control arena for a Fortune 500 client



A screenshot of a Facebook event page titled "Inspire to Innovate Contest" by Innovation Xchange. The event is public and scheduled for April 26, 2012, at 12:00am until May 21, 2012, at 12:00am. The description mentions the launch of the contest on World IP Day, calling innovators to share their story. Contest partners listed include South-South Global Assets and Technology Exchange, Indian Innovators Association, SKS Law Associates, and IBIOME S&T Foundation. The page shows 33 people going, 9 maybe, and 906 invited. A post by Innovation Xchange is visible, featuring a quote from Bill Gates and a photo of a student.

Who, Why, What & How



Who are we?

A global innovation commercialization and acceleration organization lead by practitioners and change makers

Why we exist in the innovation ecosystem?

There are thousands of Technologies, Innovations, IPs coming in from Start-ups, Research Labs, Incubators, Universities and associated TTOs that have been following a stereotypical (time & resource intensive) commercialization path.

The Innovation ecosystem clearly lacks efficient practitioners and implementers to take bold initiatives leaving a self-sustainable impact on the society

What problems do we solve

Directing innovations beyond Labs & Incubators and bring them to the customer and markets where they are required the most (developing countries and beyond)

Bring in expertise viz. access to transactional platforms, functional resources, skill-sets, training to create sustainable commercialisation & monetisation mechanism

Change Makers and the management team



Akash Bhavsar
Managing Director



Shriya Damani
Director & CEO



David Furst
Director- EuroAsia



Dr. AS Rao
Director Partnerships and Alliances



David Chou
Director – Taiwan-China



Bharat Rudra
Country Head-Canada



Dr. Jingli Li
Country Head & Director-
China



David-Oh
Country Head & Director-S.Korea



Ashley Stevens
Advisor



Carson Wen
Advisor

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σ' ΕΥΧΑΡΙΣΤΩ

merci beaucoup

obrigado

dank u wel

תודה

धन्यवाद

danke schön

спасибо

Thank You

謝謝你

Management Team/

ありがとう

grazie

teşekkür ederim

شكرا

děkuji

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