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2. Practice and Understandings of International TT
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ITTC of Tsinghua & COWAY
ITTC of Tsinghua University

- ITTC Tsinghua was founded in 2001.

**Major Functions:**

- Integrate resources of Tsinghua University and conduct theoretical study of technology transfer;
- Make full use of the advantage as a platform and transfer scientific achievements of Tsinghua University;
- Carry out international technology transfer by taking advantage of resources from Tsinghua University.

- In June 2002, Coway International TechTrans Co., Ltd. was initiated by Tsinghua University to realize the commercial operation of ITTC.
Coway International TechTrans Co., Ltd.

- **Date of Establishment:** June, 2002
- **Registered capital:** 50 million RMB
- **Current employee:** about 50 persons
- **Coway** is entrusted by Tsinghua University to carry out technology transfer and technology commercialization of International Technology Transfer Centre (ITTC) of Tsinghua University.
- **Coway** founded Shanghai Co-way International Technology Transfer Center Co., Ltd in collaboration with Science and Technology Commission of Shanghai Municipality.
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Practice Model(1)

- Provide customized professional technology transfer service
  - Through years of experience, we have summarized one rule: Only by having the human resources of one team concentrate on several professional fields, can the partnering process be accelerated, and the completion efficiency of technology transfer be improved and solve the demands of clients within a short time.
  - Therefore, we choose biochemical, energy and environment, new materials, and advanced manufacturing as our main focus areas. Especially in terms of biochemical field, we provide professional and comprehensive technical solution for clients through technology validation, technology improvement, contract research and so on.
Practice and Understandings of International Technology Transfer

Small R&D center

Lab and Equipment for technical validation, technical improvement and contract research

Pilot scale test base

Table concentrator
Fermentation Tank for test
Fermentation Tank for pilot
Practice and Understandings of International Technology Transfer

❖ Successful Cases

China-China:
- Ethyl vanillin technology — PingMei Group

Overseas-China:
- Carotene fermentation technology — Zhejiang Medicine
- Vitamine B2 — Hubei Guangji
- Colistine sulfate E — Zhejiang Shenghua Biok Biology
- Avermectins — Daging Zhifei
- Gentamicin — Shandong Lukang Group
- Phenylalanine — Fujian Lizhu Group
- Kanamycin — Shandong Qilu Pharmaceutical

China-Overseas
- Cephems intermediate GCLE — an India Company
- Penicillin — Spain Company

Overseas-Overseas
- Vancomycin — a Japanese company
- Teicoplanin — a Japanese company
Practice and Understandings of International Technology Transfer

- Professionalization: only by professional service can the demands of clients be met.
- Commercialization: internal motivation for the sustainable development of a company
- Internationalization: irresistible trend of global technology innovation and transfer
Practice and Understandings of International Technology Transfer

- **Business Model (2)**

- Packaged solutions for enterprises who want to enter the China market

  - **Market entry strategy**
    - Market entry consulting service
    - Market investigation
    - Technology/Product analysis
    - Investment opportunity and risk analysis
    - Industry/law/policy analysis
    - IP protection

  - **Matching Service**
    - Partner matching and investigation
    - Partnering conferences

  - **Localized Service**
    - Technology demonstration
    - Set up a new office
    - Set up a joint-venture company
Practice and Understandings of International Technology Transfer

 Successful Cases

● Market research
   based on Tsinghua University’s brainpower in China
   deep investigation into policy, market, rivals and current situation for the Clients’ reference
   provide reference for clients to enter the China market

“Spatial car parking system Program” for a famous Japanese Company

SIM Card Program

Machine Tool Program
Practice and Understandings of International Technology Transfer

❖ Successful Cases

● Localization: Technology Demonstration

✓ technology validation
✓ market feedback test
✓ boost the confidence of potential local partners

Russian none-contact magnetic testing demonstration project
Practice and Understandings of International Technology Transfer

❖ Successful Cases

❖ Localization: Set up Joint-ventures

Coway and BioWorks, a spinoff company of Connell University, established Beijing Coway BioWorks BioTech Co., Ltd. in 2009. Coway helped the team building and constantly provide financing services. It has accomplished capital increase to 20 million RMB.

In 2013, Coway established a company engaged in used car B2B auction platform jointly with a Japanese company.
Practice and Understandings of International Technology Transfer

- Understandings (2)

- Intellectual property protection is the cornerstone of success!

- Localized team is the key to success!
Practice and Understandings of International Technology Transfer

- **Business Model (3)**

- Global carbon trade and carbon emission reduction
  
  ✓ We have been actively developing services and products related with global carbon trade since 2002

  ✓ CDM consulting services
    
    We provide for enterprises the one-stop service include compiling documents, obtaining approval from NDRC, contacting buyers abroad, completing project registration in EB, obtaining CERs

  ✓ Low-carbon services
    
    We provide full services such as carbon measure, carbon reduction, carbon offset, and so on.
Practice and Understandings of International Technology Transfer

Standardized Process

- Project assessment
- Project evaluation
  - Operational
    - Sign a contract with project owner
  - Not operational
    - Project Owner

- PIN
- Compile PDD
- Buyer finding
- Sign a contract
- Signed validation contract
- TS between the buyer and owner
- Due Diligence
- ERPA between the buyer and owner
- NDRC Assessment
- Approved by NDRC (LOA)
- Publicity on UNFCCC Website
- PDD revision
- Validation (by DOE)
- On-site validation
- Final Report
- DOE finding
- UNFCCC Secretariats documents completeness
- Successfully registered
- Publicity on UNFCCC Website
- Review
- Rejected
- Submitted to EB for issuance
- Issuance of CERs
- UNFCCC Secretariats documents completeness
- Publicity on UNFCCC Website
- Review
- Rejected
## Successful Cases

**List of CDM projects that have been successfully registered in EB**

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Project Investment* (million RMB Yuan)</th>
<th>Installed Capacity (MW)</th>
<th>Annual CERs (tCO2)</th>
<th>Annual Profit (million RMB Yuan)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beijing Anding Landfill Site Landfill Gas Collection and Utilization</td>
<td>19.04</td>
<td>40m³/d</td>
<td>75,557</td>
<td>6.04</td>
</tr>
<tr>
<td>Guangzhou Xingfeng Garbage Landfill Gas Recycle</td>
<td>180.18</td>
<td>19</td>
<td>909,857</td>
<td>72.79</td>
</tr>
<tr>
<td>Zhejiang Juhua HFC23</td>
<td>160</td>
<td>/</td>
<td>5,789,682</td>
<td>347.38</td>
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<tr>
<td>Shenzhen Xiaping Garbage Site Landfill Gas Recycled to Manufacture Car Fuel</td>
<td>82.02</td>
<td>8</td>
<td>471,619</td>
<td>28.3</td>
</tr>
<tr>
<td>Jilin Changling Wind Power Generation</td>
<td>455.55</td>
<td>49.5</td>
<td>99,676</td>
<td>5.98</td>
</tr>
<tr>
<td>Guoneng Jiangsu Sheyang Biomass Power Generation</td>
<td>276.09</td>
<td>25</td>
<td>109,105</td>
<td>10.91</td>
</tr>
<tr>
<td>Gansu Erlongshan Hydropower</td>
<td>356.7</td>
<td>50.5</td>
<td>134,811</td>
<td>12.13</td>
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<tr>
<td>Gansu Sandaowang Hydropower</td>
<td>700.46</td>
<td>112</td>
<td>320,000</td>
<td>19.2</td>
</tr>
<tr>
<td>Steam and Fuel Gas Combined-cycle Power Plant of Beijing 3rd Thermal Power Plant (second stage)</td>
<td>1414.73</td>
<td>400</td>
<td>623,788</td>
<td>56.14</td>
</tr>
<tr>
<td>Gansu Datang Yumen 49MW Wind Power</td>
<td>455.7</td>
<td>49</td>
<td>96,969</td>
<td>7.27</td>
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<tr>
<td>Gansu Luertai Hydropower Plant</td>
<td>119.3</td>
<td>12.2</td>
<td>40,942</td>
<td>2.46</td>
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<tr>
<td>Fujian Beijing Hydropower Plant</td>
<td>431.12</td>
<td>50</td>
<td>148,386</td>
<td>11.87</td>
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<tr>
<td>Guangxi Xiafu Hydropower Plant</td>
<td>375.4</td>
<td>49.5</td>
<td>126,581</td>
<td>10.13</td>
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<tr>
<td>Guangxi Bajiangkou Hydropower Plant</td>
<td>706.62</td>
<td>90</td>
<td>266,483</td>
<td>21.32</td>
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<tr>
<td>Fujian Gaotang Hydropower Plant</td>
<td>367.34</td>
<td>42</td>
<td>116,766</td>
<td>7.47</td>
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<tr>
<td>Yunnan Magahe Hydropower Plant</td>
<td>85.67</td>
<td>15</td>
<td>54,251</td>
<td>3.47</td>
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<tr>
<td>Yunan Niduhe Hydropower Plant</td>
<td>81.01</td>
<td>14</td>
<td>52,928</td>
<td>3.38</td>
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<tr>
<td>Sichuan Miaopu Hydropower Plant</td>
<td>205.6</td>
<td>30</td>
<td>137,563</td>
<td>9.35</td>
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<tr>
<td>Jiangxi Taojiang Hydropower Plant</td>
<td>185</td>
<td>25</td>
<td>65,365</td>
<td>5.23</td>
</tr>
</tbody>
</table>
Practice and Understandings of International Technology Transfer

- Understandings (3)

- Standardized Process is the guarantee of good Service!

- Professional team is the key to maintain sustainable development of a company!
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Domestic channel construction

- Act as the Secretariat of the China Innovation Relay Network
- Host Tsinghua University Station, the Capital Science & Technology Resources Platform and the Science Education Base of Tsinghua University initiated by Beijing Municipal Science & Technology Commission
- Undertake the Beijing Low-carbon Technology Transfer Center Program
  - In 2011, accredited as International Science and Technology Cooperation Base by Department of International Cooperation, MOST
  - In 2008, selected as one of the first National Technology Transfer Demonstration Organizations accredited by MOST
  - In 2006, selected as Supporting Partner for International Scientific & Technological Cooperation of Torch Center, MOST
CIRN Members: 23 provinces, 84 stations
International Channel Construction

Building platforms for International TT cooperation

International Programs:
- ChinaAccess4EU Program under EU's FP7;
- CTIBO Program under EU's FP6
- ICUK Program between China and UK
- PFAN Program

Conference organization
- VIP Forum of Beijing International Technology Transfer Conference
- Sino-Estonian High-Tech Enterprises Fair 2009
- China-Newsland Technology Commercialization Networking Forum 2008
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