



Program Overview

The Qingdao - Amazon Web Services Joint Innovation Center (QD-AWS JIC) is a unique and cost-effective platform that strives to provide North American startups with comprehensive resources and rich experiences, to empower them for future growth in China. With the strong resource invested by local government, AWS and Vancootech Investment, the JIC program offers best in class complimentary workspace and incubation services to help global deep technology companies expand their business with reduced barriers in technology deployment and business growth.

Vancootech Investment is a Vancouver based venture capital fund investing in deep technology companies that are disruptive to the industry. From venture funding, cross border incubation, financial advisory to talent integration, we provide North American Startup a “babysitter” style of full cycle services. As the key partner of QD-AWS JIC, Vancootech is dedicated to facilitating the North American deep technology companies to smoothly land and expand their business in China.

Highlights

- The opportunity to gain access to China market and to fully test drive your company’s products
- Have the opportunity to receive business funding by working with Vancootech’s VC stakeholders
- Reduce operation expenses and gain business resources
- Eligible for reimbursement for 50% of annual operation expenses, up to USD \$50K per year
- Vancootech will facilitate all the process without any fees

Why Qingdao?

- The Blue/Green island: China's No.1 livable city
- With a population of approximate 3.5 million
- 120+ Fortune 500 enterprises and 7 China 500 enterprises
- The Industrial Center in North China
- GDP is No. 50 in the world
- Qingdao Port is the No. 7 biggest Commercial Port in the world



Who Are We Looking For?

Qualified startups are preferred to be in lined with below requirements. However, exceptional cases may be reviewed and approved by Vancootech:

- Validated business model in their home country
- Willing to register their new legal entity or have subsidiary in Qingdao
- In line with the direction of strategic emerging industry of local government (such as ICT, Cloud, Big Data Analytics, AI, Robotics, IoT, IC Design, Fintech, Block-Chain, e-Commerce and Marine tech)



ICT



IoT



Cloud



Big Data Analytics



AI



e-Commerce



Fintech



Robotics



IC Design



Marine

Program Benefits

Main Contents of Policies

- “One-stop” registration
- Free shared office space
- Complimentary accommodation
- Free wide-band internet
- Shared reception service
- AWS cloud service support
- AWS cloud computer technology training

Incubation Services

- Policy guiding, instruction and consultation
- Planning and application of intellectual property rights
- Help projects in operation model certification and consulting service (legal experts, fiscal & accounting experts, and experts in industrial & commercial area, and taxation)
- Recruit or recommend interns and talents
- Recommend investment institutions to have connection activities

Characteristic Services

- Demonstration and release conferences of innovative products
- Project road show and market recommendation of entrepreneurial teams
- JIC afternoon tea saloon activities
- Recommendation to joining big data alliance and other industrial organizations
- Connect with industrial resources

Services and Preferential Policies

- Up to USD \$25,000 Amazon AWS free cloud resources, commercial and technical support
- 50% operating expense subsidy provided by the government, up to USD \$50,000 per year
- Regular Amazon AWS technical training
- Professional mentor services provided by investors, industry partners and successful entrepreneurs.
- Opportunities to show to angel investors and venture capitalists
- Priority to receive investments from USD 150 million Cloud Service Venture Capital Fund
- Personal income tax relief for excellent executives

Fund Raising

- Immediately and quickly tap into an exclusive list of well-known institutional investors we have connected all these years so that you can focus on doing what you are best at – building your own company
- Our investors’ feedback is the best and most valuable way for you to test your product before you officially enter the Chinese market. It is the most cost-effective way for market research
- Once invested, our corporate and institutional investors will most likely become your best local partners as they will leverage their local resources and connections to help your company grow
- Foster relationships with key local stakeholders and the opportunity to gain crucial financial, business, and talent resources in China by connecting and working with AWS and our program stakeholders

In-take Process

Four Steps to kick-start in QD-AWS Joint Innovation Center. Typical process take approximately four weeks.



**Vancootech will facilitate all the landing process and all the above processes are free of charge. The “Government Benefits” are provided “AS-IS” by Qingdao Licang District Government, and it is subject to change periodically.*

Detailed Benefits

Facilities

- Complimentary workspace up to 5 seats, with all-inclusive decoration
- Complimentary accommodation up to 12 months

AWS Benefits

- \$25,000 AWS Promotional Credit, valid for up to 2 years
- AWS Business Support, valid for up to 2 years
- AWS Solution Architect Workshop and Office Hours

Incubation Benefits

- Mentorship program
- Marketing events with access to VC
- Opportunity to government-led fund investment
- Opportunity to taxation benefits

AWS Benefits

- Business Registration
- Option for Green Channel if settle in Qingdao-Amazon Joint Innovation Center
- Contact offshore registration agency for companies in need

Launch Subsidies

Meet the district criteria of financial revenue of over 6 million yuan annually or 500 thousand yuan monthly, after being officially recognized, a rent subsidy could be given in accordance with the standard of 90yuan per square meter, if the area is of less than 200 square meters, the subsidy could be given as of 80% of the amount of the district financial revenue monthly.

An actually paid capital for registration of more than 5 billion yuan, subsidies of more than 100 million yuan could be given; 4-5 billion yuan, subsidies of 80 million yuan could be given; 2-3 billion yuan, subsidies of 40 million yuan could be given; 1-2 billion yuan , subsidies of 20 million; less than 1 billion,

subsidies could be of 2%. Addition to the subsidies above, a 1% more could be given, the highest could go up to 30 million yuan.

Tax Deduction

Preferential duty rate of 15% for high-tech companies. Personal Income Tax that has achieved 200 thousand yuan per year (or 16 thousand yuan per month) shall be given a subsidy of 80% from the district.

Marketing Event Support

Co-organize forum summit with Licang District, in accordance with its level, national, provincial or municipal, a lump sum subsidy of 500 thousand/ 300 thousand/ 100 thousand shall be given; for those who are introduced to participate international/ national or provincial exhibitions, exchange reunions or any related new financial exhibitions, a subsidy of 50% of the booth cost shall be given, highest goes to 100 thousand.

Talent Benefits

Assistance for overseas high talents to settle down. The newly elected and full-time introduction top talents could enjoy privileges in health care. Those who can't, could be provided with appropriate healthcare under the condition of purchasing commercial medical insurance. Within Grade-A Tertiary Hospitals in Qingdao, making appointment and foreign languages services could be provided.

