



THE 8th CHINA INTERNATIONAL
SERVICE OUTSOURCING
COOPERATION CONFERENCE

NEW NORMAL
PERFECT SERVICE
PROSPEOUS FUTURE

INVITATION

September 22, 2015 · China Nanjing
www.outsource-china.com.cn

BRIEF
INTRODUCTION

China International Service Outsourcing Cooperation Conference (CISOCC) have been successfully in Nanjing City for **7** consecutive sessions since its establishment in 2008, having attracted more than **3,000** ITO&BPO enterprises from **25** countries and regions, particularly including the USA, Japan, Canada, England, France, Netherlands, Korea, Singapore and India, etc, particularly involving more than **1,500** overseas enterprises and more than **13,000** participants. CISOCC has obtained the intended turnover nearly **4 billion** US dollars involving the outsourcing business, investment and cooperation in developing overseas markets, etc., with the annual growth rate for the intended turnover approximately at 10%. The global ITO&BPO leading enterprises will attend CISOCC each year, particularly including Microsoft, IBM, SAP, Dell, Accenture , Infosys, Knuth, Motorola Mobility Holdings Inc., HITACHI, NEC, Schneider Electric, NeuStar (US), Deutsche Telekom, Yahoo Inc., Technicolor SA(France), Cisco and Newhuadu Industrial Group, etc.



WHY TO ATTEND CISOCC?

- The ITO&BPO elites from 21 countries gather together in the Chinese famous BPO (Business Process Outsourcing) pilot city – Nanjing City to jointly share the abundant ITO&BPO benefits.
- Understand the best cases and latest trend of the global ITO&BPO Industry.
- Get access to the ideal platform of the excellent domestic and overseas ITO&BPO outsourcers.
- Provide the special support for the pre-communication and exchange, field inspection and other convenient support.

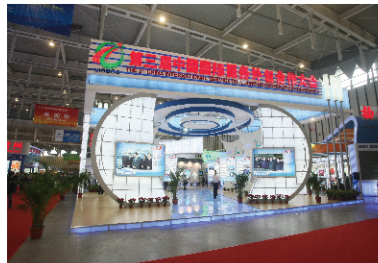
ORGANIZATIONAL STRUCTURE

Hosted by:

- China Council for the Promotion of International Trade
- Nanjing Municipal People's Government

Organized by:

- China Council for the Promotion of International Trade, Economic Information Department
- China Council for the Promotion of International Trade, Jiangsu Sub-council
- Nanjing Municipal Commerce and Trade Bureau



MAIN ACTIVITIES

■ *SUMMIT MEETING*

Main content: cooperate with global top service outsourcing industry association, invite 7 world-famous experts and leaders in global service outsourcing industry to make extensive exchange concerning the development trend of global outsourcing industry, the cooperation prospect, the development opportunity of service outsourcing under New Normal, the innovation of employment talent training pattern, etc.; share newest experience in the field of global service outsourcing.

■ *INTERNATIONAL BUSINESS COOPERATION AND MATCHMAKING MEETING*

Main content: focus on new changes of domestic and international industry market, especially invite contracting enterprises at home and abroad in Communication, IT Technology (cloud computing, big data service and analysis), Anime Cartoon, Health Care and Biomedicine



to attend the Exchange Meeting. These contracting enterprises make appointment to enterprises that undertake service outsourcing business, and then carry out negotiation at the Exchange Meeting.



■ TALENT TRAINING EXCHANGE MATCHMAKING SYMPOSIUM

Main content: invite experts from domestic and international association of outsourcing professionals to make introduction and exchange ideas concerning service outsourcing manager certification program in international association of outsourcing professionals and the issue how to improve international operation level of management.



■ TRANSNATIONAL CORPORATION & PARK MATCHMAKING SYMPOSIUM

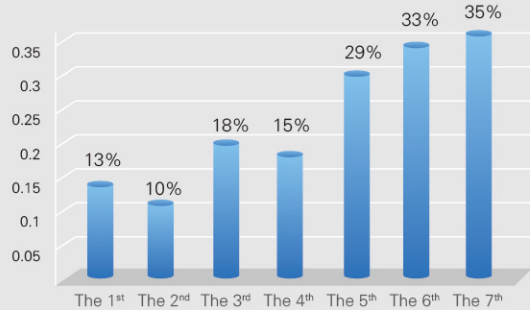
Main content: it is hosted by Nanjing important industrial parks; on the basis of major project requirements of parks, invite relevant transnational corporations at home and abroad to attend Matchmaking Symposium to carry out discussion and negotiation

PROJECT COOPERATION IN PAST CONFERENCES

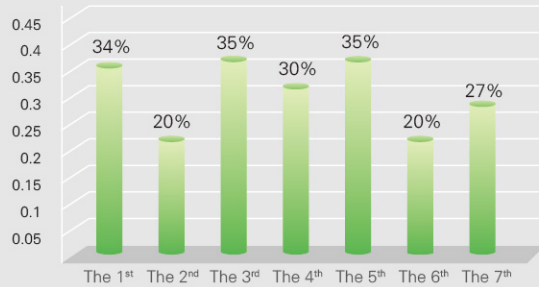
- Canadian Power IP Group signed investment cooperation agreement in the conference, and would invest USD120 million in establishment of outsourcing base and training center (Phase I investment: USD 30 million);
- America DiaDem Company reached cooperation intention with enterprise in Jiangsu province on software research and development, with transaction amount up to USD 12 million;
- Canada 3D Research Center would set up its branch in Danyang City, Jiangsu Province, with investment intention more than USD 10 million (Phase I investment: USD 2 million) ;
- Canada Pri-H Company would establish Telemedicine Center in Nanjing.
- Global leading service outsourcing enterprise such as America Accenture, Japan Hitachi Information System Co., Ltd., and Lotte Data Communication Company was interested in establishing its agency office in Jiangsu Province. A series of overseas service outsourcing enterprises such as America MedAz Company, Canada Equilibrium Quest Partner Company and Japan PFPS Research Corp. reached cooperation intention with enterprises in Jiangsu Province concerning project contracting and joint development of international market.
- Jiangsu Communication Services Cooperation Limited signed framework agreement with America Inroom Company concerning IPTV system construction project. China (Nanjing) Software Valley concluded cooperation agreement with Knowhow Software (HK) Limited. Four cooperation programs were reached, for example, the signing of agreement between Nanjing Financial Notes Center and Zijin Rural Commercial Bank, and between 99bill and Nanjing Joymain were completed.

PART OF THE SPEAKERS & KEY PARTICIPANTS IN THE PREVIOUS SESSIONS

Component of Participants



Proportion of the participating transnational corporations in previous fairs



Proportion of the participating contracting enterprises in previous fairs



Matt Shocklee
President & CEO of Global Sourcing Optimization Services (GSOS), LLC
The Global Ambassador for International Association of Outsourcing Professionals (IAOP)



Zhang Yaqin
Corporate Vice President of Microsoft, Chairman of Microsoft Asia-Pacific Research and Development Group (ARD)



Kishore Swaminathan
President of Global Research, Accenture US



Naren Gogula
Vice President, Infosys Technologies (China) Co., Ltd.



Wang Yang
Vice President of IBM Global, General Manager of CDL (China Development Library)



Rajesh Rao
Vice President, Asia Pacific of Infosys Technologies (China) Co., Ltd.



Kirk Williams
Vice President, Service Outsourcing of Dell Inc.



Andreas Heckmann
Global Senior Vice President, SAP Active Global Support



Tony Wang
Vice President, NCS China, A Member of the SingTel Group

COMPONENTS AND PROPORTION OF PARTICIPANTS

THE 8th CHINA INTERNATIONAL SERVICE OUTSOURCING
OPERATION CONFERENCE

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OPERATION CONFERENCE

Mr. Anders Aeroe

The Director of Market
Development
Department of
International Trade
Center

In fact, many places (even the whole Asia) in the world are still involved in recent economic crisis and struggle for economic recovery. Thus, the successful holding of the conference strongly proves that China is full of vitality and has positive attitude toward economy. The conference not only allows us to discuss numerous business opportunities but also provides an opportunity of getting together with various service outsourcing enterprises at home and abroad, meaning not just the vitality of China presents increased trend.

We are very satisfied with result of one-to-one business conference. During activities, we have negotiated with several foreign companies and reached cooperation intention with an American company concerning software development.

A representative
of suppliers in
Jiangsu
Province

Kim Duk Won

The General
Manager of Korean
HANWHA S&C
Company

In the 6th outsourcing conference, we negotiate with representatives from several Chinese outsourcing enterprises and exchange business card. These representatives mostly are decision-makers and their companies are very powerful.



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