

MISSIONE ITALIANA A TAIPEI

Gentili signori,

Secutech 2011 è la maggiore manifestazione internazionale in Asia dedicata alla sicurezza.

È organizzata da Messe Frankfurt New Era Business Media Ltd – Taiwan Branch (*società formata da Messe Frankfurt e il gruppo A&S*).

Esposizione, seminari ed eventi paralleli: senza dubbio un evento unico, da non perdere.

Secutech si terrà dal 20 al 22 aprile 2011 a Taiwan al Nangang Taipei World Trade Center e offre una panoramica completa dei prodotti di sicurezza. È giunto alla sua 14^a edizione e vedrà la partecipazione di oltre 560 espositori mentre sono attesi oltre 25.000 visitatori, formati in larga parte da buyer professionali provenienti da tutto il mondo.

Per ottimizzare la vostra visita, l'organizzatore MFNE ha organizzato un "VIP Buyer Group" da Germania, Middle East, Giappone, Thailandia, Singapore, India, Est Europa, Italia, Turchia, Israele, Vietnam e Cina.

Il VIP Buyer Group offre **colloqui mirati** con le aziende, grazie ai quali è possibile entrare in contatto con i maggiori operatori.

L'offerta prevede anche altri servizi esclusivi sul posto (vedi allegato).

Tutti gli eventi vengono sponsorizzati direttamente dall'organizzatore.

MFNE è lieta quindi di invitarvi a Secutech 2011.

Cordiali saluti

Parson Lee

Managing Director, Messe Frankfurt New Era Business Media Ltd

COSA	DETTAGLI
Networking	<ul style="list-style-type: none"> • Indagine prima dell'evento per valutare le richieste dei buyer <ol style="list-style-type: none"> 1. I visitatori devono completare il Business Survey Form prima dell'evento, indicando i prodotti preferiti e i paesi di interesse 2. MFNE inviterà all'evento i venditori maggiormente idonei • Incontri mirati a Secutech <ol style="list-style-type: none"> 1. Servizio incontri mirati: a) presentazione del mercato del gruppo in visita e profilo dei visitatori b) Sessioni networking: i buyer si incontreranno faccia a faccia con gli operatori corrispondenti alle loro richieste 2. Lista di operatori. MFNE fornirà ai buyer liste di operatori personalizzate, indicando i produttori con le soluzioni più adeguate per le loro esigenze.
Servizi	<ul style="list-style-type: none"> • Il VIP Buyer Badge dà accesso alla VIP Buyer Lounge <ol style="list-style-type: none"> 1. VIP Buyer Lounge: spazio riservato per gli incontri 2. Complimentary coffee • Una copia gratuita del Secutech 2011 Show Directory • Una copia gratuita di A&S International
Extra	<ul style="list-style-type: none"> • Un coupon per il pernottamento di massimo \$200 per i VIP Buyer <ul style="list-style-type: none"> – in uno degli hotel che saranno indicati (prenotazioni effettuate dall'organizzatore) – il coupon è valido solo dal 20 al 22 aprile • Tour di Taipei City (mezza giornata) • Biglietto ingresso a Taipei Flora Expo

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**Please complete,
sign and return to:**

BUYER DELEGATION

APPLICATION FORM (please print in block letters)

1. Company name & address:

Company: _____
 Contact person(s): _____ Job Title: _____
 Street: _____
 City: _____ ZIP/Postal code: _____ Country: _____
 Telephone: _____ / _____ / _____ Fax: _____ / _____ / _____
Country code City/Area code Number Country code City/Area code Number
 Email: (contact) _____ Website: _____
 Mobile: _____

2. Business nature (tick all that apply):

- | | |
|--|---|
| <input type="checkbox"/> 01 Manufacturer | <input type="checkbox"/> 07 Engineering consultants |
| <input type="checkbox"/> 02 Exporter | <input type="checkbox"/> 08 Research & development |
| <input type="checkbox"/> 03 Installer | <input type="checkbox"/> 09 Project & planner |
| <input type="checkbox"/> 04 Rep. Office / Branch office | <input type="checkbox"/> 10 Publisher |
| <input type="checkbox"/> 05 Importer/Distributor/Dealer/Wholesaler | <input type="checkbox"/> 11 Trade association, or official department |
| <input type="checkbox"/> 06 System Integrator | <input type="checkbox"/> 12 Others, please specify: _____ |

3. Is your company involved in the IT Industry?

1. YES 2. No

4. The number of employees in your company

1. 1-25 2. 26-50 3. 51-100 4. 101-250 5. 251-500 6. 501-1000
 7. more than 1001

5. Your department

1. Purchase 2. R&D 3. Office Management 4. Marketing 5. MIS 6. Sales
 7. Engineering Consultant 8. Factory Safety & Management 9. Risk Management 10. Others,

6. Do you have purchasing authority?

1. Final decision maker 2. With purchasing authority 3. Offer suggestion 4. No purchasing authority

7. What is the reason for you to visit Secutech? (Select all that apply)

1. Look for OEM / joint-venture partners 2. Collect market information 3. Look for distribution / dealership opportunity
 4. Purchase or source products 5. Attend international conferences
 6. Others, please specify, _____

8. What is the budget for your company to purchase security products in 2011?

1. USD 500,000-1,000,000 2. USD 1,010,000-1,500,000 3. USD 1,510,000-2,000,000
 4. USD 2,010,001-2,500,000 5. USD 2,510,000-3,000,000

9. Which kind of products are you looking for? (tick 3 choices that apply)

Category	Item
Surveillance (Analog)	<input type="checkbox"/> Cameras <input type="checkbox"/> Lenses <input type="checkbox"/> Displays <input type="checkbox"/> Recorders <input type="checkbox"/> Matrix Controls <input type="checkbox"/> Accessories and Peripherals
Digital & Network Surveillance	<input type="checkbox"/> Network/IP Cameras <input type="checkbox"/> Digital Video Recording <input type="checkbox"/> Codecs <input type="checkbox"/> Video Software <input type="checkbox"/> Video Storage/NVR
Access Control	<input type="checkbox"/> Controllers <input type="checkbox"/> Readers <input type="checkbox"/> Cards <input type="checkbox"/> Biometrics <input type="checkbox"/> Access Control Software <input type="checkbox"/> Locks <input type="checkbox"/> Others, Please specify _____
Intrusion Detection	<input type="checkbox"/> Dialers <input type="checkbox"/> Panels <input type="checkbox"/> Detectors / Sensors <input type="checkbox"/> Residential Security Alarm System <input type="checkbox"/> Fog Cloak <input type="checkbox"/> Electronic Article Surveillance System <input type="checkbox"/> Global Positioning System <input type="checkbox"/> Car Alarm System <input type="checkbox"/> Vault/Safe <input type="checkbox"/> Accessories and Peripherals <input type="checkbox"/> Others, Please specify _____
Intercoms	<input type="checkbox"/> Video Door Phone <input type="checkbox"/> Entrance Intercom and Buzzer <input type="checkbox"/> Two-Way Intercom <input type="checkbox"/> Professional Communication System <input type="checkbox"/> Public Address / Party Paging System <input type="checkbox"/> Others, Please specify _____
Transmission	<input type="checkbox"/> Analog Transmission <input type="checkbox"/> Digital Transmission <input type="checkbox"/> Wireless Transmission <input type="checkbox"/> Fiber-Optic Transmission <input type="checkbox"/> Others, Please specify _____
Management Platform	<input type="checkbox"/> Central Monitoring / Management Software <input type="checkbox"/> Physical Security Information Management Software <input type="checkbox"/> Others, Please specify _____
Building Automation	<input type="checkbox"/> Intelligent Wiring System <input type="checkbox"/> Central Control System <input type="checkbox"/> System Software <input type="checkbox"/> System Integration <input type="checkbox"/> Energy Efficiency <input type="checkbox"/> Others, Please specify _____
Home Automation	<input type="checkbox"/> Intelligent Control Panel <input type="checkbox"/> Software <input type="checkbox"/> Energy Efficiency <input type="checkbox"/> Lighting Control <input type="checkbox"/> Audio / Visual <input type="checkbox"/> Residential Security <input type="checkbox"/> Others, Please specify _____
Security Services	<input type="checkbox"/> System Service <input type="checkbox"/> Guard Service <input type="checkbox"/> Cash/Valuable in Transit <input type="checkbox"/> VIP Protection / Bodyguards <input type="checkbox"/> Property Management <input type="checkbox"/> Others, Please specify _____
Personal Safety	<input type="checkbox"/> Location Tracking <input type="checkbox"/> Portable Siren <input type="checkbox"/> Spray <input type="checkbox"/> Stun Gun <input type="checkbox"/> Hidden Camera Detector <input type="checkbox"/> Others, Please specify _____
Police Equipment	<input type="checkbox"/> Explosives Detector <input type="checkbox"/> Chemical / Biological Detector <input type="checkbox"/> Radiological / Nuclear Detector <input type="checkbox"/> X-Ray Scanner <input type="checkbox"/> Body Imager / Scanner <input type="checkbox"/> Metal Detector <input type="checkbox"/> Explosion-Proof Equipment <input type="checkbox"/> Anti-Riot Gear <input type="checkbox"/> Bullet-Proof Vest <input type="checkbox"/> Others, Please specify _____
Fire and Safety	<input type="checkbox"/> Active Fire Safety <input type="checkbox"/> Passive Fire Safety <input type="checkbox"/> Disaster Prevention and Rescue Equipment <input type="checkbox"/> Industrial Safety and Environmental Sanitation

10. Which country's products are you interested in ?

1. Japan 2. Korea 3. Taiwan 4. China 5. Southeast Asia 6. USA 7. Europe 8. Others,

11. How many times have you visited Secutech?

1. First time 2. 2-3 times 3. 4-6 times 4. More than 7 times

12. Are you interested in Taipei City Tour

1. YES 2. NO

Organizer :

Messe Frankfurt New Era Business Media Ltd. Taiwan Branch

Location:

Area J, K, L, M, N Hall, Taipei World Trade Center Nangang Exhibition Hall, Taipei City, Taiwan

Date of Event

20 – 22 April, 2011

Organizer's Correspondence address for enquiries

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Taiwan Branch

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