

We cordially invite you to attend

International Cooperation Symposium of China Software and IT Industries

Beijing • China
September 8th – 9th, 2005

<http://www.BPO.org.cn>

HOSTS

Ministry of Science and Technology (MOST), P.R. China
Ministry of Commerce (MOC), P.R. China
China Council for the Promotion of International Trade (CCPIT)
People's Government of Beijing Municipality

SUPPORTERS

Ministry of Information Industry (MII), P.R. China
Ministry of Education (MOE), P.R. China
Ministry of Labor and Social Security (MOLSS), P.R. China
Beijing Science and Technology Commission

ORGANIZERS

People's Government of Haidian District, Beijing
Zhongguancun Science Park Administrative Committee
Zhongguancun IT Festival
Beijing Software Enterprise Advisory Center (BSEAC)

1. EVENT OVERVIEW

International Cooperation Symposium of China Software and IT Industry is the most important component of Zhongguancun IT Festival (ZITF), a largest IT event in Beijing, China. The Symposium is also an important government initiative to enhance the international cooperation between foreign countries and China in the fields of IT outsourcing, software and IT development. Supported by the Ministry of Science and Technology and other relevant ministries, the Symposium aims to

- provide a unique platform for matchmaking business meetings and contacts
- bridge the international IT outsourcing buyers and Chinese providers
- promote the practical cooperation between international IT companies and domestic companies
- inform potential international players about business opportunities that Chinese IT companies can provide as technological and business partners

The Symposium is composed of two integral parts, namely China IT Outsourcing Summit (CITOS) on September 8th and Bilateral IT Collaboration Seminar (BITCS) on September 9th.

Tentative Agenda

Date	Activities
September 7 th (Optional)	09:00-09:30 Opening Ceremony of the 8 th Zhongguancun IT Festival 10:00-16:00 Visit to ZITF Exhibition at the Haidian Exhibition Hall 19:00-21:00 Cultural Program
September 8 th	China IT Outsourcing Summit (CITOS' 2005) 09:00-17:00 Plenary Conference
September 9 th	Bilateral IT Collaboration Seminar (BITCS) 09:00-12:00 Business Workshop 13:30-17:00 One-on-One Business Meeting
September 10 th -11 th (Optional)	Sightseeing & Shopping The Great Wall, the Summer Palace, Tiananmen Square, the Forbidden City, the Temple of Heaven

2. ACTIVITIES INTRODUCTION

I. China IT Outsourcing Summit (CITOS)

Date and Venue

September 8th, 2005
3/F Lenovo Mansion, Zhongguancun Software Park
Beijing, China

Brief Introduction

China IT Outsourcing Summit (CITOS) is the highest-level conference in the field of Business Process Outsourcing (BPO) in China. With the successful experience gained during the first Summit held in 2004, the second Summit will highlight the cooperation between China and foreign countries, especially from Europe and North America in the field of software outsourcing. The objective of the Summit is to get up-to-date information about state and prospects of software development and outsourcing industry in China, about practices of development of this industry in the leading competitive countries, to share experience of software market participants in China, Europe and America, to highlight best outsourcing practice and success cases, and certainly to establish direct contacts between customers and service/product providers in the sphere of software development, strengthening the cooperation between China and foreign countries.

Who should attend?

Decision-makers, senior managers, IT service providers, software developers, investors, IT consultants, software industry associations, software universities, and potential customers.

The Summit is expected to have 300-500 attendees from Beijing and other software parks in different parts of China.

Benefits of the Summit

- ✓ Attendees will be able to see the best examples, success stories and lessons learned by leading international outsourcing users and outsourcers.
- ✓ For outsourcers, it will be the unique opportunity to meet in one place all

leading software development companies from China. The latter will establish relationship with outsourcers for future cooperation.

- ✓ Attendees can get the very up-to-date information on Chinese government's initiatives to boost software outsourcing, and get to know the latest policies in this field.
- ✓ The networking activities are the effective and practical part of the summit, which will lead to direct contacts with potential customers or vendors

** Call for Papers

The Call for Papers is open now until August 27th, 2005. Please send 1-2 page presentation abstracts to bpo@bpo.org.cn or ec-bridge@126.com.

Topics may include, but not limited to:

- Globalization of IT outsourcing, new challenges and new opportunities for both developed countries and emerging economies.
- Success and lessons learnt in the software outsourcing
- Software outsourcing models and best practices
- Criteria and requirements set by foreign companies upon Chinese vendors
- Intellect nurturing and management improvement in software outsourcing
- New investment opportunities in the software development projects
- Latest research, insights, etc.
- Intellectual property in software outsourcing

II. Bilateral IT Collaboration Seminar (BITCS)

Date and Venue

September 9th, 2005
2/F Lenovo Mansion, Zhongguancun Software Park
Beijing, China

Brief Introduction

Bilateral IT Collaboration Seminar is specially developed as an important feature of the Symposium. The Seminar will provide foreign participants with an excellent opportunity to present their latest research achievements and publicize their intention or strategy about the Chinese market. Moreover, it provides a unique platform for foreign participants to meet with their potential Chinese partners, who are carefully pre-selected by the Organizer as per the requirements of the foreign participants, and

to carry on in-depth discussions on future cooperation in the fields of mutual interest.

The Seminar is composed of two sessions, i.e. the morning session for the public presentations and the afternoon session for the one-on-one meetings, during which the foreign companies will be divided into different groups as per their origins of the nations.

Who should attend?

Overseas IT companies wishing to establish partnership with Chinese companies.
Chinese IT service providers, software development companies, etc.

**Call for Papers

The Call for Papers is open now until August 27th, 2005. For IT companies, which intend to find business partners in China, please send your cooperation intention to bpo@bpo.org.cn and ec-bridge@126.com, which should at least include company profile, proposed cooperation field or project, selection criteria and requirements for partners, etc. With your prior permission, all the above information will be publicized on the website of the event (www.bpo.org.cn) and on the roll-up banner stands of the Seminar.

3. SPECIAL FEATURES

Networking Opportunities

The organizers understand that networking activities are very important for interaction between participants and for sharing ideas and experiences. Therefore,

- 1) A Welcome Gala Dinner will be hosted by Mayor of Haidian (or Mayor of Beijing) for all foreign participants and top managers of leading Chinese software companies.
- 2) High-level meetings with high-ranking Chinese government officials from the ministries, and CEOs of leading Chinese software companies, service providers before the official opening of the Symposium.
- 3) Working lunches for all participants during the Symposium.
- 4) Cocktail.

Media Coverage

As usual, the Symposium will be a subject of considerable mass media attention and will be extensively reported by leading TV stations, massive newspapers and magazines, internet news portals and other professional media.

Any requests for interviews may be arranged. Your specific request shall be addressed to the organizer by August 27th, 2005.

Sightseeing Program

An interesting sightseeing program has been prepared by organizers to entertain your stay in Beijing. Places of interests, which are most frequently visited, are included in the following program:

Date one (September 10th): the Great Wall and the Summer Palace

Date two (September 11th): the Tiananmen Square, the Forbidden City and the Temple of Heaven

Logistics Supports & Others

- **Accommodation: Corporate rate: only 58 Euros or 70 USD**
Tianhong Plaza Hotel is a four-star luxury hotel conveniently situated in northwestern Beijing, close to China's "Silicon Valley" and ideal for visiting the Summer Palace, the Great Wall and other city sights.
- **Visa Support**
The organizers will provide foreign participants with official Letter of Invitation to facilitate their Chinese visa applications. The Letter of Invitation will be sent to the invitee by fax. The electrical version of the letter is also available upon prior request of the invitee.
- **Welcome service**
The organizers will provide welcome service at the airport for foreign guests, who require such service in advance.
- **Personal requests**
The organizers will endeavor to provide supports to reasonable personal requests of the foreign guests. Those who have special requirements on the hotel room, and food, etc. shall notify the organizers in advance.

For more information about International Cooperation Symposium of China Software

and IT Industries, please contact:

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