

2025 ▲

BOLV BIZ LANDING
COMPANY PROFILE





Basic Company Information



BIZ LANDING

BOLV Consulting (China+Singapore)

Established in 2016, BOLV Biz Landing China is dedicated to providing comprehensive support for global businesses entering the Chinese market. Founded in response to the vast opportunities and unique challenges of China's business landscape, BOLV China offers professional services to facilitate successful market expansion for international companies.

As the regional headquarters for the ASEAN market, BOLV Singapore is committed to bridging Chinese technology with global opportunities. Our vision is to become the premier technology aggregator, driving the digital transformation of the ASEAN region by leveraging China's advanced technology and digital talent pool. BOLV Singapore serves as a key liaison, collaborating with more than 500+ partners and advisors globally for connecting Chinese technology companies to access ASEAN market and foster international partnerships.

Core Service Items

01



Landing Services

The company provides market research, analysis, and promotion services to help businesses gain a deep understanding of the target market's needs and competitive landscape.

With a professional market development team, it formulates personalized market entry strategies to help businesses quickly establish a foothold in the target market.

02



Representative Services

As a representative of businesses, it communicates and coordinates with local governments, industry associations, and potential customers to help businesses establish good market relationships.

It provides business negotiation support to assist businesses in signing cooperation agreements and ensuring smooth market expansion.

03



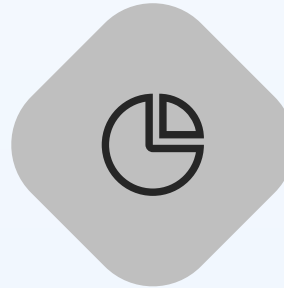
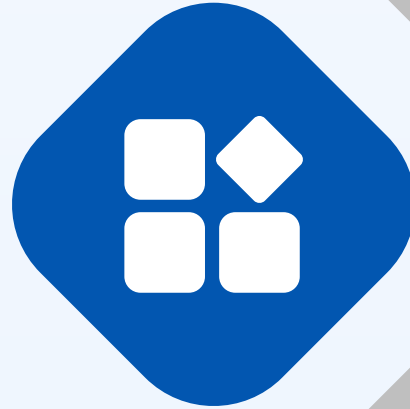
End-end matchmaking Services

BOLV delivers comprehensive matchmaking solutions to connect clients with overseas partners. We offer flexible collaboration models—including tech OEM, IP licensing, joint ventures, and co-branding—supporting both parties in reaching agreements and sustaining long-term relationships

Service Features and Advantages

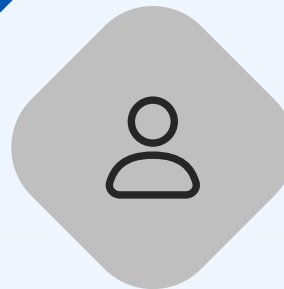
Professional Team and Rich Experience

BOLV boasts a skilled service team with deep expertise in market expansion and a thorough understanding of the Chinese business environment. Our professionals deliver high-quality, actionable insights and recommendations to drive success.



Customized Service Solutions

We craft bespoke service plans tailored to each client's unique needs and market conditions, ensuring relevance and impact. Through close collaboration, we continuously refine these solutions to address evolving demands during market entry and growth.



Strong Partner Network

BOLV has cultivated strong alliances with renowned institutions and businesses, creating a powerful ecosystem of resources. This network enhances our ability to provide clients with extensive support and opportunities for rapid market development.





Partnership Model

Market Access Program/Global Business Landing

- Introducing Ecosystem network
- Business Matching, Demand Creation
- Testbeds & Pilot Projects
- Shared Resources for Data Collection and Analysis
- Joint market research initiatives

Technology sourcing/Innovation Programs

- Open Innovations
- Ecosystem Networking – Access to cutting-edge technology solutions.
- Testbeds & Pilot Projects
- Local Teaming
- Co-branded technology showcase and demos

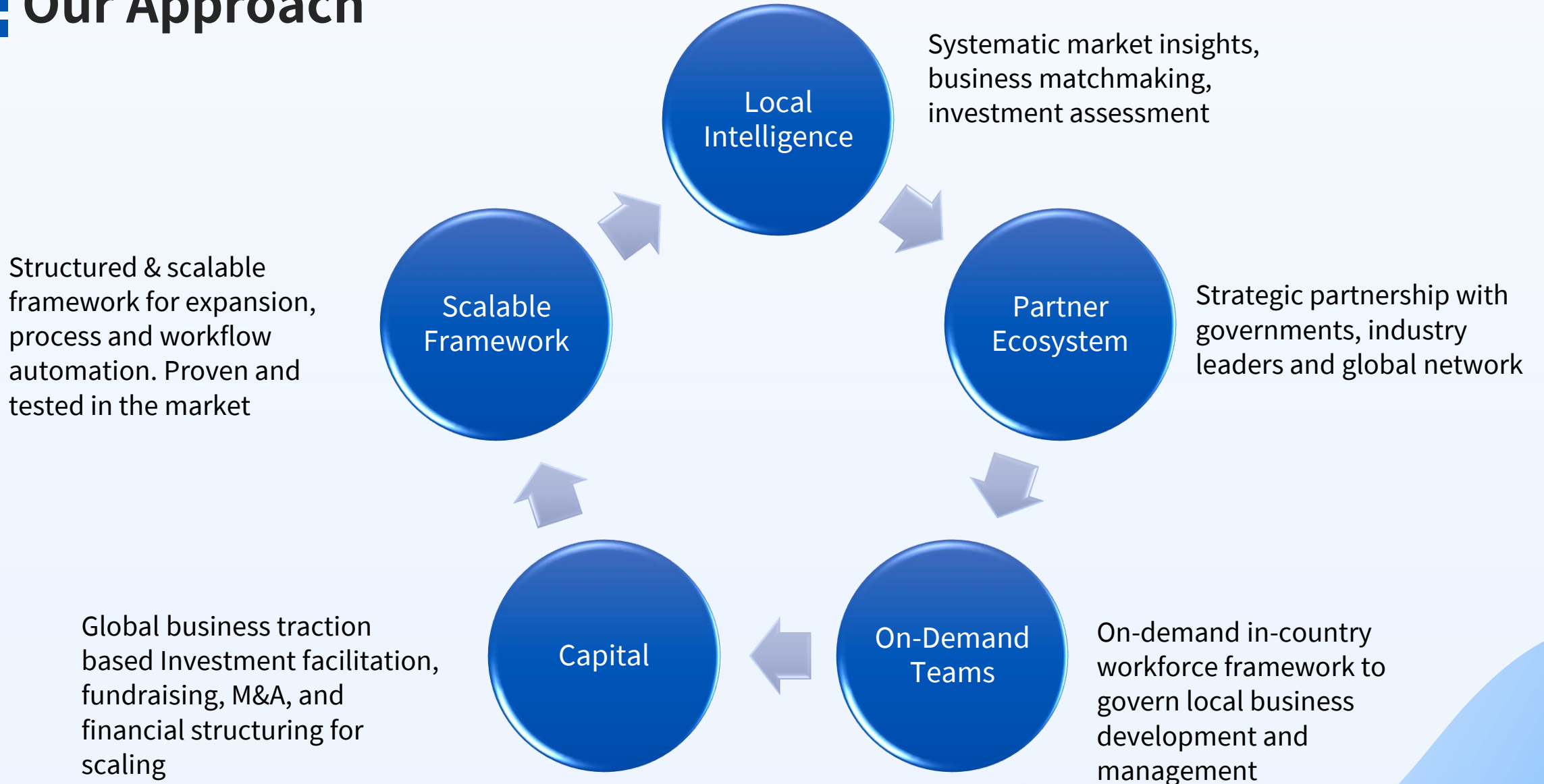
Market & Industry Promotion

- Ecosystem networking
- Co-hosted events, Seminars, Webinars
- Collaborative marketing campaigns and content creation
- Sponsorship or Advertising arrangements

Investment Portfolio Management

- Global Investors
- Diversified Investment Opportunities
- Joint Client Presentations and Advisory Services

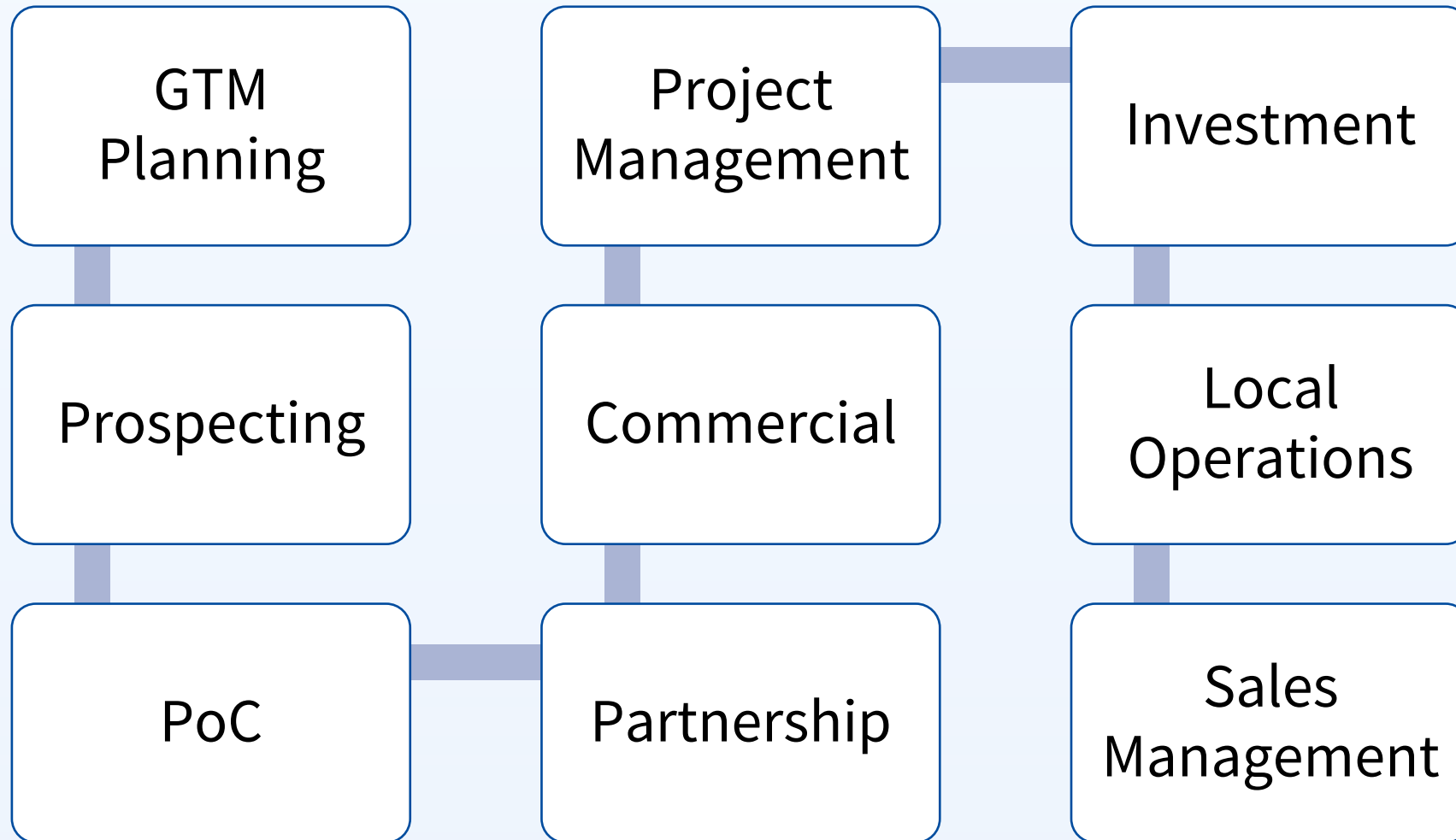
Our Approach



Leverage local Resources



Project Operation Process Overview



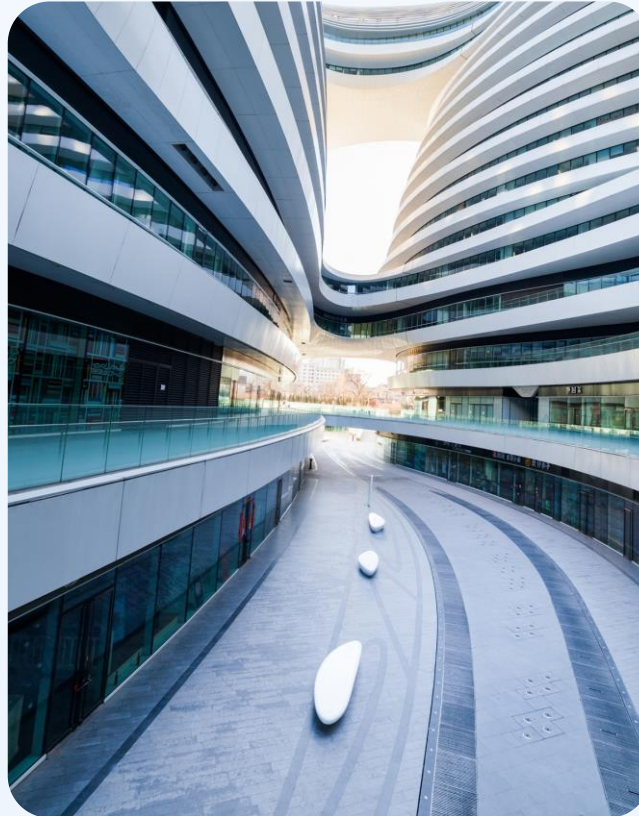
Operational support

01

Ensuring Legal and Compliant Business Operations

The company has a professional legal compliance team that can provide legal consulting and compliance services to ensure the legal and compliant operations of businesses during market expansion.

By deeply understanding and analyzing the business operations, it provides comprehensive legal risk assessments and compliance suggestions to help businesses avoid legal risks.



02

Ecosystem Navigation Capability

The company has a strong ecosystem navigation capability, able to build a strong ecosystem for businesses and provide comprehensive support.

Consulting team engages throughout the project lifecycle, aiding in negotiations, cross-border communication, and progress tracking to help businesses achieve their goals.

CHINA PARTNERS



GATEWAY

Founded in 1988, Shanghai Technology Innovation Center (STIC) is a governmental innovation agency affiliated to Science and Technology Commission of Shanghai Municipality (STCSM). STIC is responsible for a series of tech-SMEs policy implementation as well as technology transfer networking and incubation coordinating. GATEWAY Community has been initiated by STIC in 2016 with STCSM supporting. 30+ accelerators and services providers have been carefully selected as the GATEWAY members. The GATEWAY community focuses on “internationalization” and “startups”, helping overseas SMEs to land in China (Shanghai) and assisting local ones in going global.



TusStar

TusStar was started in 1999, initiated from Tsinghua University, and registered as TusPark Business Incubator Co., Ltd. in 2001. The company established the developing model of “incubation + seed investment” and the objective of professional incubator. It has been awarded as the Advanced Incubation Service Institution in National High-tech Parks and the Best Incubation Environment of High-tech and Innovation Base of Beijing, identified as one of the national incubators by the Torch Center and received the Award of Best Practice of Scientific Incubator.



SPSP

Shanghai Pudong Software Park expands six major cities with over 1,600 enterprises, 54 listed companies, and more than 40,000 employees. The main large companies include Texas Instruments, Qualcomm, NXP in IC sector, and SAP, Citibank, Kingstar in software sector.



Customer Case Showcase

Provide Tech OEM to a Singapore-listed company

Client Overview

The client is a globally recognized enterprise listed on the Singapore Stock Exchange, seeking to leverage BOLV's expertise to explore China's technology ecosystem and identify suitable technology partners to support its digital transformation initiatives.

BOLV's Solution

Based on the client's specific requirements, BOLV designed a tailored three-day itinerary, curating a selection of technology companies varying in size and specialization to align with the client's needs. Over the course of the itinerary, the client engaged in comprehensive face-to-face discussions with potential technology service providers and gained valuable insights into China's latest technological advancements and ecosystem. This exposure equipped the client to address both current and future business demands effectively.

Outcome

Following the itinerary, the client promptly initiated detailed technical discussions with the service providers introduced by BOLV to meet its technological requirements and strategic objectives. Both parties expressed interest in collaborating further to explore international market

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THANK YOU

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