

Strategic & Institutional Q&A

1. Why is this proposal relevant for an Investment Promotion Center (IPC)?

Because it provides a structured pathway:

PoC → Measurable KPI Report → Industrial Roadmap → Scale.

It reduces risk for incoming projects and transforms innovation into a demonstrable asset.

2. What concrete value does the Center gain from hosting the PoC?

- A visible innovation case inside the region
 - Measurable KPI-based reports
 - A replicable industrialization model
 - Increased attractiveness for OEMs and investors
 - A structured EU↔CN cooperation pathway
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3. What ensures this is not just an experiment?

The PoC is governed by **GO/NO-GO gates**, producing:

- Technical validation
- Safety confirmation
- Operational data
- Industrialization roadmap

If KPIs are achieved, transition to small batch production is prepared.

4. What resources are required from the Center?

- 1–2 pilot assets (device or site)
- A technical and a business contact
- Support in connecting with local OEM/ODM
- Clear NDA and IP governance framework

Roles are defined before launch.

5. How is IP protected?

Through:

- NDA-controlled disclosure
- Black-box module delivery
- Controlled access to sensitive parameters
- Clear ownership of improvements

Full technical transfer only after governance alignment.

6. How scalable is the model?

Once validated, it can be replicated across:

- Unattended retail systems
- Smart lockers
- Kiosks
- Building technical zones

This creates a **portfolio effect** within the park.

7. What differentiates this from a simple licensing deal?

It is not “license first.”

It is:

Engineering validation → Measurable KPIs → Decision gate → Industrial pathway.

Governance and traceability are embedded from the beginning.

8. What are the main risks?

- Mechanical integration constraints
- Power/thermal considerations
- Interlock synchronization
- Telemetry integration
- Regulatory adaptation

These are addressed during the 6–8 week PoC.

9. What happens after a successful PoC?

Four cooperation paths:

- OEM supply
- Licensing (royalties)
- Milestone-based joint development
- Joint lab or testing center

The Center selects the strategic path.

10. Why move quickly?

Because:

- Hygiene compliance and auditability are rising global priorities
- Structured pilots reduce risk
- Early adoption positions the region as innovation leader
- Industrial pipelines create long-term ecosystem value

Delay reduces first-mover advantage.

中文 — 战略与机构问答

1. 为什么该方案适合投资促进中心？

因为它提供完整路径：

PoC → **KPI**报告 → 工业化路线图 → 规模化。
帮助降低项目落地风险，把创新转化为可展示资产。

2. 中心承载**PoC**的具体价值是什么？

- 区域内可展示创新案例
 - 可量化KPI报告
 - 可复制产业化模型
 - 提升对OEM与投资者吸引力
 - 构建EU↔CN合作通道
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3. 如何保证不是单纯实验？

PoC设有**GO/NO-GO**决策门控，输出：

- 技术集成验证
- 安全确认
- 运行数据
- 工业化路线图

达标后即可进入小批量阶段。

4. 中心需要提供哪些资源？

- 1-2个试点资产
- 技术与业务对接人
- 协助对接本地OEM/ODM
- 明确NDA与IP规则

启动前明确角色与责任。

5. 如何保护知识产权？

- NDA控制披露
- 黑盒模块交付
- 核心参数受控访问
- 改进成果归属明确

在治理框架清晰后再进行全面技术转移。

6. 是否可在园区多企业复制？

可以, 适用于:

- 无人零售
- 智能柜
- 自助终端
- 楼宇技术区域

可形成技术组合效应。

7. 与普通技术许可有何不同？

不是先授权, 而是:

工程验证 → KPI报告 → 决策门控 → 工业化路径。

8. 主要风险是什么？

- 集成空间限制
- 电源与散热
- 联锁同步
- 数据系统对接
- 法规适配

这些风险在6-8周PoC中系统管理。

9. 成功PoC后合作模式？

- OEM供货
- 技术许可(版税)
- 里程碑联合开发
- 共建实验室

由中心根据战略选择。

10. 为什么现在应快速行动？

- 合规与可审计需求快速增长
- 结构化试点降低风险
- 早期部署建立领先优势
- 产业化管线创造长期价值