



Hit the ground running...

The Technology and Development Network (TDN) is the gateway for fast and in-expensive access to the Southeast Asian market for proven, sustainable and renewable technologies.

Version: 1.4

What can TDN offer you?



- The TDN is a network of regional businesses with local market knowledge, implementation capacity and credibility on the ground.
- The TDB management team combined has more the half a century of technology and project experience from all the remote corners of SE Asia.
- Typically businesses spend 18 to 24 Months researching new markets, trying business models and engaging local BD staff.
- TDN cuts the time to first sale to 3 to 6 months from first meeting to sales.
- TDN has a ready made distribution network for products and services to provide technology providers with valuable local knowledge and access to markets.

The Starting Point

International companies with proven technology in the home market are looking for expansion opportunities in Southeast Asia, but lack knowledge about and access to this market.

Local companies are looking for technologies/products to buy, license and/or distribute to fulfill local market demands

Technology Development Network

Technology Development Network (TDN) is the node where technology meets the market; it is where technologies are prepared to meet the requirements of the customers in Southeast Asia. TDN is the link between sellers and buyers.

The Southeast Asia opportunity

- One of the fastest growing regions in the world.
- Southeast Asia is home to 593 million people on half the area of Europe.
- A strong trend towards urbanization and modernized lifestyles will increase the need for energy, water and food.
- The Cleantech industry in SEA grows at an estimated rate of 30 per cent per year.
- In 2009, Asia-Pacific was the only region with a growing total Clean Energy investment: plus 25%, to a total of USD37.3bn (above that in the Americas).
- Barriers to enter SEA must be overcome by increased local knowledge, connections and determined presence.

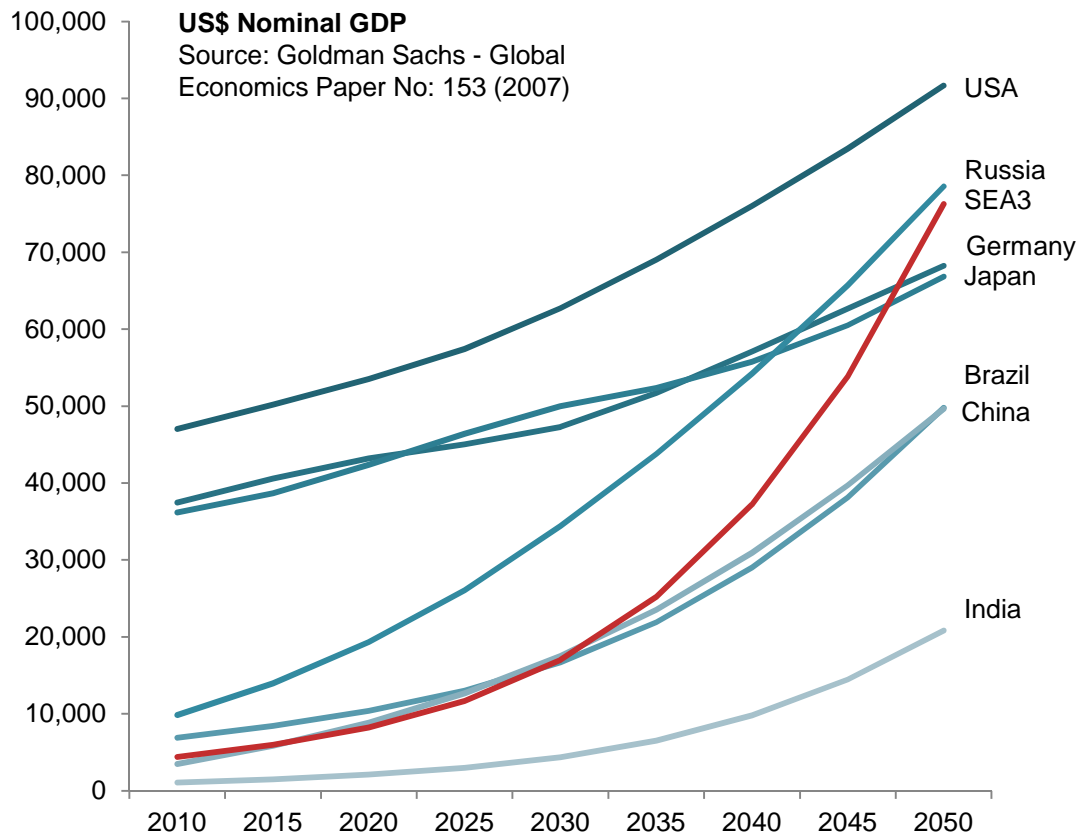


H Long Bay – Vietnam, UNESCO World Heritage Site



Manila - Philippines, 20M inhabitants, one of the busiest cities in the region

Projected growth for 2010-2050



- The combined economy of SEA3 (Indonesia, Philippines and Vietnam) is today (2010) four times (4x) larger than India
- SEA3 is today larger than China and by 2035 SEA3 will grow faster to become x1.5 larger than China by 2050
- Of the BRIC countries only Russia is larger than SEA3
- By 2050 SEA3 will be larger than both Germany and Japan, and 3.6x larger than India, fast approaching the GDP of the USA
- Combined growth expected to be 7-10% annually with an average growth of 8.57% annually over 40 years
- 427 million people in SEA3 in 2010 will grow to 569 million (+33%) by 2050

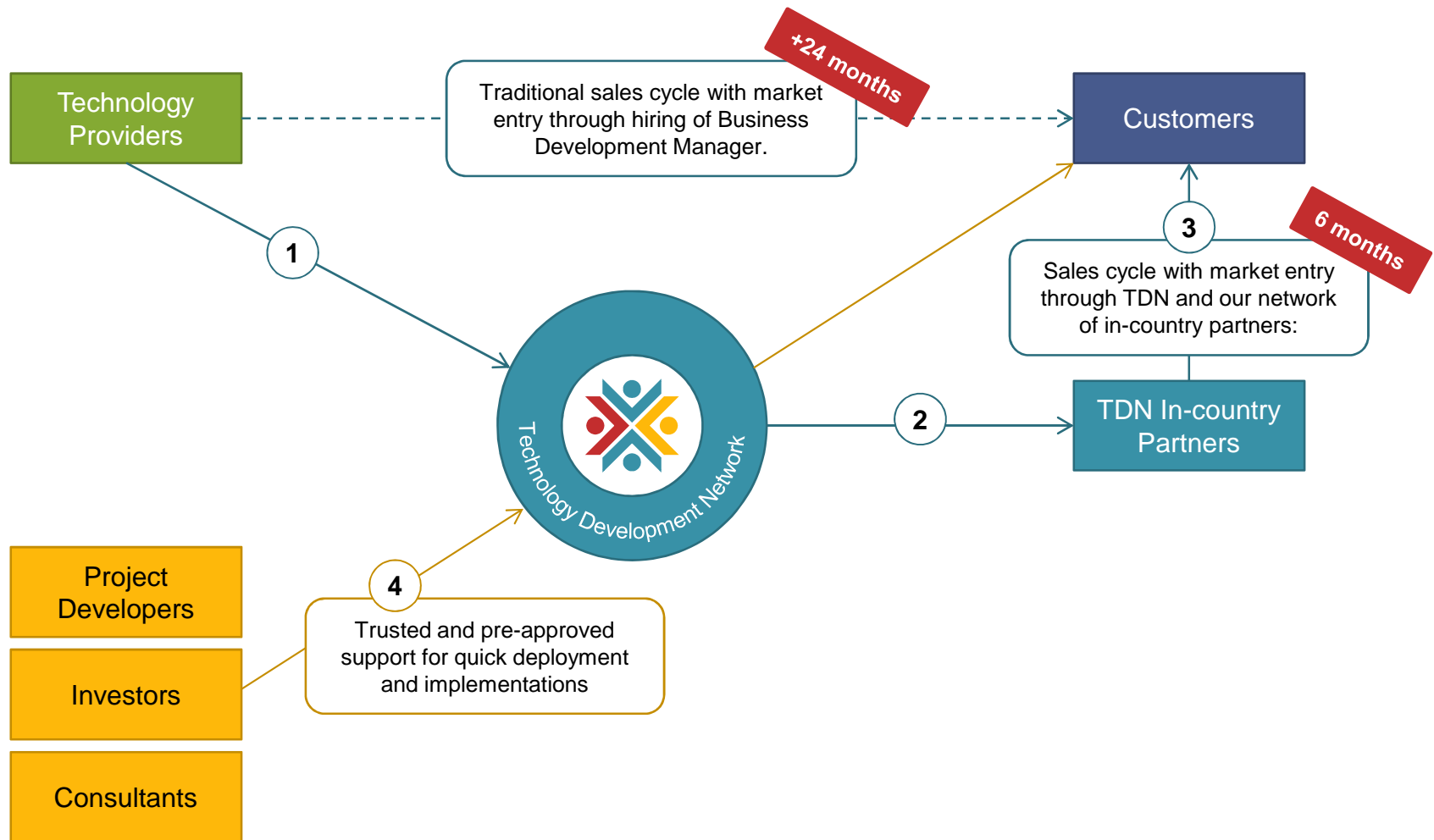
Southeast Asia – The fastest growing developing region in the world.

Barriers to South East Asia market entry

- No knowledge about the potential Business Opportunities
- Unawareness of how to do business in the region
- IP – fear of copying, unwillingness to share own IP
- Lack of connectivity to potential partners and clients
- Manpower – Expatriation expenses & limited trust in locals
- Infrastructure – Lack of office and operations support
- Management time – Diversifying focus from core markets to learn about new markets and business risks
- Insecurity - the legal/political situation and FCP risks
- Funding – Lack of venture funds, relationships with locally operating banks and other financial support



Reduce costs and time to contract with clients



Technologies already working with TDB



www.xzeres.com

Xzeres Wind Power generation units.

All parts built and assembled in the USA from high grade steel. Marine and coastal options. Self Raising Tower options. Grid-Tie Battery Backup w/ Fossil Fuel Generator System options. On and Off-grid, and WIFI management options. Grid connected turbine systems, includes wind turbine, turbine controller, SMA inverters, diversion load, service disconnect and lighting protection system.



www.xzeres.com

Xzeres Energy Efficiency Power units and Micro Grids.

Can reduce potential energy loss up to 10%, and 20 on electricity costs, reduced heat from appliances, ships directly with installation instructions, spike free electricity contributing to longer life bulbs and appliances, Increased life of inductive motors including air conditioners, lower business overheads, lower facilities charges, Payback Period as Fast as 2 Years With a 20 Year Service Life.



www.airbarriertech.com.au

Air Barrier Technologies Pty Ltd (ABT)

have been operating in Australia for ten years. ABT uses technology adapted from the UK to test buildings areas where airflow isn't happening correctly internally. A great deal of energy is lost due to leakage and also incorrect airflow. ABT can save between 20-45% of a buildings operating air-condition costs by testing the building, identifying leaks and then can rectify these. The Airmonic brochure is a good guide to how they do it.



www.autodesk.com.sg/cleantech

The Autodesk Clean Tech Partner Program

supports the efforts, innovations and environmental advancements of clean technology pioneers to design, visualize and simulate their groundbreaking ideas through the creation of digital models and prototypes. clean tech innovators can explore and communicate ideas, test multiple concepts, and accelerate improvements, while supporting the reduction of potentially costly errors.

Technologies already working with TDB



www.stratcon.net

Stratcon, incorporated in Singapore in 1999 has a focus on Cambodia, Vietnam, Philippines, Malaysia, and Indonesia. Stratcon utilizes advanced anaerobic digestion technology to convert organic wastes such as factory waste water into a methane rich biogas that can be utilized to generate power for a factory. Stratcon has project experience to deliver the range of technologies provided by TDB



Verdicorp.com

Organic Rankine Cycle – Heat to Energy – World beating technology to convert heat to electrical power. Applications in process, industry, power plants, geothermal energy and any consistent heat source.



Stratcon.net/itzcool

Itzcool is a valve system added to a cooling circuit of a split air-conditioning unit, increasing the systems performance. The system cuts operating costs and reduces maintenance costs. Itzcool Technology can save more than 40% of electricity costs under standard conditions of TIS-1155-1993 at load factor of 30% in NO.5 A/C unit, capacity 13,818 BTU/H EER 11.93



Stratcon.net/itzon

ItzOn/Off is a value engineering system for HIGH BAY lighting using LED, T5 High output Fluorescent, and Magnetic Induction technologies in conjunction with a PIR Occupancy Sensor to manage lighting usage. Due to relative low investment costs the ROI is excellent and can be fitted in all buildings for residential, industrial and commercial use.

In-country Partners

- TDN In-country partners are all prequalified firms with years of shared working experience with the TDN management team.
- In-country partners follow strict compliance criteria:
 - Strict Confidentiality
 - No Reverse Engineering
 - No Foreign Corrupt Practices
- In-country partners act as local sales champion:
 - Identification of new market opportunities and introduction to sales opportunities
 - Local knowledge and network with access to business connections
 - Identify and support making use of synergies between TDN technologies; e.g. share infrastructure, industry best practices, business opportunities and challenges
 - Access to local and international business networks

In-country Partners



- Singapore
- Thailand
- Malaysia
- Vietnam
- Cambodia
- Indonesia
- Australia

How do you become a TDN member?



- TDN works on a fee-for-service model. TDN fees are less than it would cost you to hire, train and house a Business Development Manager and we get the job done in a quarter of the time.
- After an initial meeting and NDAs, TDN will ask you to provide your marketing materials and a brief outline of your business objectives and within 7 days we will reply with a response.
- Typically, a retainer and percentage of sales are payable. Additional services including translation, remodelling of business plans, staffing and events are available, if required.
- A promotion pack is prepared with localised content and sent to TDN in-country partners.
- Within 6 weeks, a road show is planned and you can start presenting your business to local implementers and taking sales leads. During this process you will learn valuable information about new markets and how they operate. More importantly, you will learn how to avoid common mistakes which could damage your business in these markets.
- We have found that there are a few golden rules for companies to succeed:
 1. The Principals of the business must be involved in the learning and sales process
 2. Businesses need to spend the time to localise their marketing materials and business models.
 3. Businesses need to commit to respond in professional manner to leads generated by TDN
 4. Businesses need to respect the local implementers and their advice.
- In return, TDN will give your business the safest and fastest route to regional markets with confidential, secure and world class service.

Meet the TDN Management Team



Geoffrey James – Executive Director

Geoff has 16 years experience throughout South East Asia as a senior professional engineer and manager. With stints in Singapore, Thailand and Hong Kong, Geoff has extensive local experience in designing, managing, constructing and developing projects throughout the region. Geoff holds Bachelor Degrees in Engineering and Business Administration from RMIT University, and an MBA from Latrobe University. Geoff is a member of the Institution of Engineers, Australia, and a member of the Institution of Engineers, Singapore. Geoff is the Deputy Managing Director of Stratcon Singapore Pte Ltd.



Colin Steley – Director of Operations

Program and Country Manager with over fifteen years living in Southeast Asia, four years experience in Carbon and Renewable Energy markets throughout Southeast Asia contracting over three million carbon credits and a further five years consulting and reporting within the energy, natural resources, development and climate change sectors. Colin holds a Bachelor of Science in Environmental Science, a Graduate Diploma in International Development Economics as well as a Masters in Environmental and Resource Economics from the ANU and has held Board positions on both the Australian Chamber of Commerce and Green Drinks in Hanoi, Vietnam.



Steve Peters – Director of Technology

Steve has twenty five years experience in the construction industry. He has worked for numerous multinationals providing project and construction management services. Steve has a Bachelor of Civil and Environmental Engineering degree and a Masters of Engineering Science in Project Management from the University of Melbourne. Steve is a Corporate Member of the Institution of Engineers Australia. He has been a Board Member of the Australian Chamber of Commerce in Singapore, and an Executive Director position on the board of W2E. Steve is the Group Managing Director of Stratcon Singapore Pte Ltd.



Per Dahlen – Director of Strategy

An international serial entrepreneur with an outstanding track record of business achievements. Prior to his return to Singapore, Per Dahlen, a Swedish national, successfully founded two software and internet related companies in Barcelona, Spain. He has 18 years of international experience as an entrepreneur and corporate professional. He is the Vice President of Bio-Energy Society of Singapore (BESS) and Vice Chairman of the globalisation committee of the Sustainable Energy Association of Singapore (SEAS). An Innovation Engineer by training and holding an MBA from IESE, Barcelona. Per is the Managing Director of AUM Business Creations Pte. Ltd.



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TECHNOLOGY DEVELOPMENT NETWORK