

International Cooperation Department of Yangtze Delta Region Institute of Tsinghua University, Zhejiang

Who We Are

Established on March 18th, 2010, International Cooperation Department (ICD, formerly Silicon Valley Innovation Center) is the intermediary arm of *the Yangtze Delta Region Institute of Tsinghua University, Zhejiang*. ICD aims to promote international technology cooperation and investment between identities (such as enterprises, investment companies, high-tech zones, etc.) in Zhejiang Province and overseas areas, and to recruit overseas professionals to either work in or collaborate with identities in Zhejiang Province, so as to create value and provide win-win solution for all participants.

How We Think

The role of ICD is to bridge cross-border identities with complementary competitive advantages, and to promote international cooperation (such as technology licensing, investment, joint venture, M&A, etc.) through accelerating information exchange, reducing resource consumption, shortening transaction time, and lowering transaction costs. On one hand, ICD enhances the capability of product innovation of enterprises in Zhejiang province and guides them into the global market; on the other hand, ICD also assists overseas identities in making full use of resources in China, such as investment, market channel, manpower, government support, etc., to penetrate into the fast growing China market.

What We Do

- International Technology Transfer

Through strategic collaboration with technology associations, hi-tech incubators, small-cap and mid-cap companies (SMCs) in US, UK, Japan, Finland, and Israel, ICD has set up a strong network around the world to source technologies with great potential in China market. ICD provides an all-in-one service in technology transfer process following the international standards, including deal sourcing, match making, legal consulting, etc. On top of that, ICD also adds extra value in securing investment, negotiating terms of local government support in Zhejiang province, building internationalized operational team, promoting sales and locating marketing channels in China.

- International Start-up Incubation

ICD has established a few innovation centers in technology concentrated areas in US, including Silicon Valley, San Diego, and Detroit, and incubates high-tech start-up projects together with local professionals. A total of more than 80 projects had been incubated by the end of 2013; over 40 of the incubated projects had been successfully transferred to or collaborated with Zhejiang province, among which 20 received over 10 million RMB investment each. ICD is expanding the international start-up incubation model to areas beyond US, and is actively seeking overseas collaborators and projects to be incubated.

- International Technology Transfer Fund

ICD established a pilot international technology transfer fund (named Zhejiang Haihe Investment Management Co. Ltd.) in 2011. By the end of 2013, Zhejiang Haihe had invested ~10 million RMB into 9 projects, with an average IRR of ~50%. ICD is currently closing the 2nd fund which is also dedicated to international technology transfer, with a total investment capital of 200 million RMB. ICD welcomes parties who share similar values either to join this fund as financial investors, or to run parallel funds abroad as collaborators.

- International Technology Delegation

Each year, ICD organizes several delegations (named as “Overseas Hi-Tech Delegation to Zhejiang Province”) for overseas professionals to go visit Zhejiang province, and delegations for investors and heads of companies from Zhejiang province to visit hi-tech areas abroad. ICD’s delegations, in the past few years, have attracted interest of more than 5,000 participants from Zhejiang province and abroad. Through these activities, people with diverse backgrounds understand mutual benefits across border and build strong trust which promotes international collaboration in the future.