

The Operating Regulation of Business Opportunities Seminar

招商說明會作業要點

I. Basis

一、依據

Article 6 of the MND's "Regulations on Operating Industrial Cooperation" pursuant to letter Yuan-Fang No. 1100013559 issued by the Executive Yuan on May 13, 2021.

行政院 110 年 5 月 13 日院臺防字第 1100013559 號函核備國防部「工業合作作業規定」第 6 條。

II. Purpose

二、目的

1. The Industrial Development Bureau of the MOEA and potential foreign suppliers organize the business invitation conference aimed at the items required for ICP contractors to select potential domestic recipients as appropriate.

為經濟部工業局偕同國外潛在商源視需要就工業合作委商建置需求項目辦理招商說明會，遴選適切潛在國內承接單位。

2. To establish and carry out a fair supplier selection mechanism, expand the manufacturing and maintenance strength of the private sector to accept national defense projects, lead domestic industrial transformation to join the national defense industry, and stimulate domestic economic prosperity.

為建立並落實公平選商機制，擴大民間產業承接國防產製維修能量，帶動國內產業轉型，共同加入國防產業鏈，振興國內經濟繁榮。

III. Invitation strategies

三、招商策略

1. In the principle of leading the industrial chain from upstream to downstream.

以帶動上中下游產業鏈為原則。

2. In the principle of upgrading power with significant benefits.

以能量升級具顯著效益為原則。

3. In the principle of transferring technology, striving for procurement orders, and joining the global supply chain.

以技術移轉產製為原則，並以爭取採購訂單及加入全球供應鏈為目標。

IV. Implementation methods

四、執行作法

1. The Preparation and announcement process of the business opportunities seminar:

招商說明會先期準備及公告作業：

(1) The Process of Selection Criteria and Application Announcement:

選商條件及辦理公告作業：

A. Based on the requirements of the procurement unit of the R.O.C. Armed Forces, the Industrial Development Bureau of Ministry Economic Affairs arranges a seminar to coordinate with potential foreign suppliers to offer the basic criteria and conditions of the industrial cooperation projects (ICP) required by the domestic firms.

由經濟部工業局參照國軍建案單位需求規劃，協洽國外潛在工合承商提供國內廠商參與工業合作個案所需之基本資格條件。

B. Potential foreign suppliers shall comply with the processing time that the Industrial Development Bureau of Ministry Economic Affairs needs for the seminar arrangement. Specifically, these suppliers shall offer the introduction slides of industrial cooperation projects and other related files requested to process the business opportunities seminar at least 3 days in advance (Taiwan time zone).

國外潛在商源應配合經濟部工業局安排招商說明會辦理時間，至少於臺灣時區時間 3 天前，先行提供工業合作個案招商說明簡報及相關辦

理招商說明會所需資料。

- C. Except for the special situations that shall be confidential and report to supervisor institutes for approval, the Industrial Development Bureau of Ministry Economic Affairs shall announce the related information of business opportunities on the ICP website or release the information in other appropriate way for domestic firms' reference at least 25 days calendar days prior to the instruction conference of business opportunities.

除有特殊應保密而報請上級機關核定之情形外，經濟部工業局應於召開招商說明會議前至少 25 個日曆天前，將相關招商之資訊公告於工業合作計畫網站，或以其他適當之方式供國內廠商參考。

- D. Domestic firms shall deliver the related files in person or via registered mail within 21 calendar days starting from the day after the announcement (The send date refers to the postmark).

國內廠商應自公告日翌日起 21 個日曆天內以親送或掛號送請相關資料（郵寄日期以郵戳為憑）。

(2) The Essential Files for Domestic Firms:

國內廠商應備基本資格資料：

- A. Domestic firms of sole proprietorship, partnership or company which are legally registered, with documentation supporting the legal operation of the business.

依法登記成立之獨資、合夥事業或公司，具有合法營業證明文件之國內廠商。

- B. Have the ability to integrate the relevant industrial supply chain in domestic “or” the ability to produce and repair the components in factory, “the ability of technology development”.

具有國內相關產業供應鏈整合能力或廠級組件產製維修能力、科技研發能力。

C. Non-banks refuse current accounts, with a positive net value of the company (Shareholders' Equity).

非銀行拒絕往來戶，且公司淨值（股東權益）為正值。

D. Shall not be a China-invested firm (in accordance with the latest version of “The Business List of Permission of Investment by Capital from Mainland Area”, which is announced by the Investment Commission, Ministry of Economic Affairs).

不得為陸資投資企業（依經濟部投資審議委員會公布之最新陸資來台投資事業名錄為準）。

E. Other specialized qualification shall be determined case by case.

其他特定資格要求以個案公告為準。

2. Preparation of the Business Opportunities Seminar

辦理招商說明會

(1) The Industrial Development Bureau of Ministry Economic Affairs will select an appropriate venue to hold the seminar of business opportunities base on the number of applicant, and the potential foreign suppliers shall follow and complete the pre-work for the seminar of business opportunities.

經濟部工業局依據報名廠商人數，選擇適切會議場地辦理招商說明會，國外潛在商源須配合完成招商說明會所需相關事前作業。

(2) The Industrial Development Bureau of Ministry Economic Affairs may invite the procurement unit of the R.O.C. Armed Forces to attend the meeting depending on the circumstance.

經濟部工業局得視個案需求邀請國軍建案單位共同與會。

(3) The Industrial Development Bureau of Ministry Economic Affairs and the potential foreign suppliers are in charge of introducing the project plan (including the execution content, execution duration, selection criteria and so on) in the seminar.

招商說明會由工業局與國外潛在商源說明個案計畫規劃內容（包含執行項目內容、執行期程、選商條件等）。

(4) After the business opportunities seminar, the potential foreign suppliers shall have at least one individual interview with firms, and prepare the visiting plan of the domestic firm by itself if requested, to fully understand the power of domestic firms.

招商說明會完成後，國外潛在商源須辦理至少一次個別廠商面談，並視需要自行辦理國內廠商訪廠行程，以利充分了解國內廠商相關能量。

(5) The potential foreign suppliers shall submit the selection result report to the Industrial Development Bureau within one month after the seminar. (The report shall include the selection criteria, selection evaluation and selection priority.)

國外潛在商源須於招商說明會後1個月內以書面提供工業局選商結果(需包含選商條件、選商評分及選商順序)。

V. Selection results

五、選商結果

1. Potential foreign suppliers must include the selection results in the business invitation conference in the “Industrial Cooperation Program” proposed for subsequent review.

國外潛在商源須將招商說明會選商結果納入其提送之「工業合作個案計畫書」中，以供後續審查作業。

2. If no domestic recipient unit is appropriate, the Industrial Development Bureau of the MOEA will invite the Armaments Bureau of the MND to call an industrial cooperation demand review meeting for resolutions.

若無適當之國內承接單位，經濟部工業局協請國防部軍備局召開工業合作需求審議會審議決議。

VI. Supervision and evaluation

六、督導及管考

The effects of the business invitation conference shall be reported to the ICP Policy Steering Committee, as the case may be rolling revisions and flexible adjustments.

每年執行成效提報於經濟部國防部工業合作政策指導會，並視實需滾動修正與彈性調整。

VII. These directions shall be implemented once approved by the ICP Policy Steering Committee, which shall also be applied to the amendment.

七、本作業要點經經濟部國防部工業合作政策指導會核定後施行，修訂時亦同。