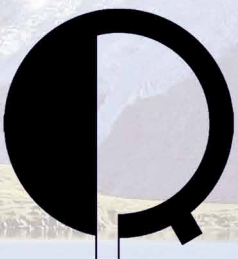


International expertise,
local practice and
clear understanding
make Quality Partnerships your trustworthy choice
for obtaining speedily market access licenses in **China**



QUALITY PARTNERSHIPS LLC
瑞士质量合作有限公司北京代表处

Company profile

Quality Partnerships LLC (QP) was founded in Switzerland in order to meet the needs of the growing number of companies looking for a professional standard of technical support to **enter the Chinese market** with products and services.

QP assembles international and Chinese experts with **long-term experience** in quality infrastructure and standards in China and abroad.

We assist companies with market access support and deliver business services for **rapid licensing of products and services**, with a focus on **China Compulsory Certification (CCC)**.



QP Headquarters in Wollerau, Switzerland

We provide answers to governments, NGOs, and businesses on questions related to quality infrastructure, conformity assessment, and market surveillance. QP is actively engaged in fostering **EU-China co-operation** on standards and operates, for the European standardization organizations – CEN, CENELEC, and ETSI –, the Seconded European Standardization Expert for China (SESEC) Project.

QP is the **Merger and Acquisitions** expert in the testing, inspection and certification market. Our company provides a developed process management in all three M&A phases: preparation, transaction and integration. This unique combination of know-how and project management experience ensures smooth and successful deals and allows clients to have full transparency.

Our pragmatic approach, extensive knowledge, and thorough quality control make **QP the ideal choice** for accessing the Chinese market.

Our services

Furthermore, QP supports you with:

✓ Comprehensive information

Everything you need to know about the process will be explained to you from the very beginning; moreover, all the information about China market access is carefully prepared and clearly organized for you on www.quality-partnerships.cn.

✓ Practical documentation-handling plan

You will be provided with an exhaustive check-list of the documentation needed for processing your application and QP will review everything carefully beforehand so that, once the official process begins, nothing is missing.

✓ Rigid selection of information to be disclosed

In order to protect your ideas – your most valuable asset – we prepare the registration documentation in a way that reduces the disclosure of possibly sensitive information to an absolute minimum.

✓ Protection of the samples

QP takes very seriously the protection of your intellectual property with dedicated personnel guarding your testing samples.

✓ International know-how

Chinese and foreign experts work together to be able to provide you with international know-how, best practice, and the most suitable solutions.

✓ Professional client service

Your personal QP account manager will duly and promptly keep you informed about developments in a clear and comprehensive way.

QP provides you with an all-round service and custom-tailored strategies that allow you to **enter the Chinese market ahead of your competitors.**

How? Follow our policy of:

✓ **No surprises!**

QP's personalized planning gives you a detailed overview of the whole licensing process.

Through our **comprehensive service package**, your needs will be accurately evaluated and you will be provided with a clear outline of the licenses you need to enter the market.

No Surprises! means a **well defined strategy** where the potential obstacles are identified early and minimized.

✓ **Time – Optimized!**

QP's effective way of operating values time as an essential factor for your success.

The **painstaking preparation** of documentation and **intelligent scheduling** of all stages of the certification process, both in China and overseas, ensures that the license is obtained in the shortest time possible.

✓ **Costs – Predictable!**

QP's in-advance agreed costs make the whole procedure budgetable.

We offer you **fully inclusive, comprehensive rates**: you know exactly the expenditure for the whole process from the very beginning.

✓ **Intellectual Property – Protected!**

QP cares for the safety of your intangible assets so you can maintain your competitive edge in the market.

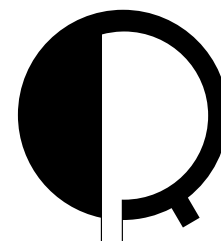
The risk of disclosing sensitive information to third parties is always present. Hence, QP takes the **maximum care** in handling and protecting your **testing samples** and guarantees that **sensitive documentation** is made available only when it is absolutely necessary.

✓ **Prompt personalized up-dates**

The QP database records the standards and conformity assessment regulations relevant to your products and services – as soon as we know about a change in the rules affecting your business, we immediately inform you.

✓ **All-round after-sales support**

You do not have to think about 'what's next'; we are here to help you plan your future steps.



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✓ **Documented samples disposal**

Should you prefer not to have your testing samples sent back to you, we can organize their documented disposal.

China Compulsory Certification



QP offers support and consulting for certification and licensing schemes in China, with a focus on **China Compulsory Certification (CCC)**.

The CCC is a compulsory market-access scheme that applies to a broad range of products and is based on the compulsory national Chinese standards (GB Standards).

All products listed in the *Catalogue of Products subject to Compulsory Certification*, regardless of whether they are produced domestically or imported, must obtain the CCC approval if they are to be sold in the Chinese market.

CCC consists of a **certificate** issued by a government approved certification body - in most cases *China Quality Centre (CQC)* - and a **mark** to be placed either on the product itself, the packaging, or both. Products which are not placed on the market but that are, for example, meant to be for personal use or for export only, do not require CCC.

Exemptions from CCC regulations are possible for samples and very small series – **QP can help you** to identify the products which might fall under such exemptions and, if applicable, to initiate the respective procedures.

Other market access scheme

Whilst CCC is by far the most important regulation, it is not the only license for market access to China. For many trades, **additional sector-specific rules** apply; these rules are mostly based on either Chinese national standards or Chinese trade sector standards. An overview of all relevant Chinese standards for selected trades can be found on the website: www.eu-china-standards.eu.

Some of the most important regulations are:

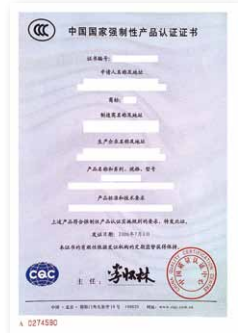
- A **radio-transmission type approval**, which applies to equipment transmitting electromagnetic wave signals;
- A **network access license** for telecom equipment, including cellular phones;
- A **homologation process** for vehicles to be used on public roads;
- An **approval process for high risk equipment** ('Special Equipment') – particularly, pressure vessels, pipelines, elevators, cranes and lifts;
- A **licensing scheme for heavy polluting equipment**, such as vehicles exhausts;
- A **registration scheme for Health Care Equipment** ('HCE') with the respective health authorities.

Many of these schemes are in addition to the CCC regulations; and depending on the specific type, combinations of two or even three of these licenses are needed before a product can be marketed in China. Depending on the case, it is possible to **combine the respective testing and inspection requirements** between different schemes.



QP can help you to identify the licenses required for your products and services and support you with most of these market access schemes. QP's network of qualified experts will be happy to evaluate costs and time-saving solutions for any combination of these schemes.

Some examples of certificates:



CCC Certificate, Chinese version and English version



SRRC certificate



NAL certificate



A maze of questions

Despite national regulations, obtaining a licence in China may take a much longer time than expected, due to incomplete documentation, failures in testing, missing references to Chinese standards, etc.. Usually those mistakes, which cause significant delays, could be easily avoided with better knowledge of the process and more careful preparation of documents.

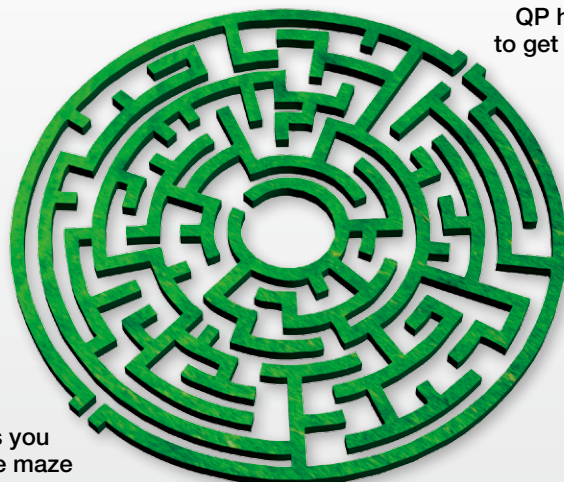
By knowing in-depth the regulations administering the different licences' processes and having, through its experts, long-term experience in the field, **QP knows** how to perfect the paper work and the fastest path to **get you through the maze of questions**.

By choosing us, you have **access to top-notch professional service**: our operating procedures will ensure that the results meet your specifications.

For you, this means, no more wasting of your time and money, doubts on how to proceed, problems with incomplete documentation or uncertainty with unclear replies.

Our goal is to **assist you thoroughly during the application process and thereafter**: you are sure to access the market **on time**, as defined and planned by you.

QP solutions




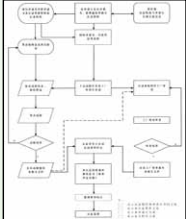
QP helps you to get the license

QP leads you through the maze


There are different channels for handling the licensing process:
 you can proceed yourself, you can appoint an intermediary, or you can chose QP.

Independently


Your company


Process Overview




TIME SPENT UNDERSTANDING THE
PROCESS REQUIREMENTS




DIFFERENT BUSINESS PRACTICE



LANGUAGE BARRIER



CULTURAL BARRIER



License

Through Intermediary

Your company




Process Overview



LACK OF CONTROL



DIFFERENT BUSINESS PRACTICE



LANGUAGE BARRIER



CULTURAL BARRIER



License

Through Quality Partnerships LLC

Your company




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License




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QP's maintenance package

What to do next: **contact us!**

We are glad to hear from you and provide you with an initial **plan of action and quotation**.

Our enquiry desk will promptly reply to you. Write to:

✉ info@quality-partnerships.cn

For **up-dated news on market access** to China for products and services click:

🌐 www.quality-partnerships.cn

You can also reach us at our office in Beijing, China, either via phone or fax:

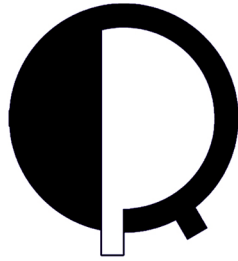
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All-round service
for obtaining speedily market access licenses in China