

*(Final as of 16 August 2018)*

### **Thai JCM Seminar (11 September 2018) – Business Matching Procedures**

To make the business matching as productive as possible, the organizers would like to arrange individual meetings as follows. For simplicity we use “a potential buyer” and “a potential seller” to indicate an organization that is considering introducing low carbon or zero emission technologies, and that can provide relevant technologies, respectively.

- (i) Areas of interest: When registering for business matching on the website, a potential buyer and a potential seller is kindly asked to indicate their areas of interest: i.e., energy efficiency, renewable energy, waste handling and disposal and transportation.
- (ii) Detailed information: Then please describe the needs (for a potential buyer) and the expertise (for a potential seller) in up to approx. 200 characters. We would suggest that confidential information such as investment plan should not be included.
- (iii) Preliminary list: Global Environment Centre Foundation (GEC), on behalf of the organizers, will prepare a preliminary list of potential buyers and potential sellers, indicating the company names and the information collected as described above.
- (iv) Request for a meeting: Upon receipt of the list, potential buyers and potential sellers will be asked to select the organizations that they are interested in meeting individually, and let GEC know.
- (v) Confirmation of a meeting: If either a potential buyer or a potential seller would like to have a meeting with one or more of the companies on the list, GEC will advise the other party accordingly. Once both parties have confirmed their interest in having a meeting, GEC will send confirmation to both parties. If one of the parties declines to meet for any reason, which will not be shared with the other party, no meeting will be arranged.
- (vi) Final meeting timetable: GEC is currently planning to advise the participants of the meeting time by Tuesday, 4 September.

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