

Taiwan Business Briefing: Pursuing Government Procurement & Business Opportunities

Taiwan's recent accession to the WTO's Government Procurement Agreement (GPA) opens a large potential market for US companies interested in selling to government entities. Join this half-day seminar to gain insight on: Taiwan's market for US companies, GPA opportunities, an overview of upcoming projects and tendering procedures, general export opportunities, tips on navigating Taiwan's business environment, and relevant legal considerations.

Draft Agenda

Registration/Continental Breakfast/Welcome

"Market Overview: Doing Business in Taiwan"

Janee Pierre-Louis, Commercial Officer
US Commercial Service – Baltimore, US Department of Commerce

"What Taiwan's Accession to the GPA Means for US Companies"

Joshua Pierce, International Trade Specialist
Office of Taiwan & Korea, US Department of Commerce

"US Government Advocacy: Bidding on Taiwan Government Tenders"

Malcolm Burke, Regional Manager – East Asia
Advocacy Center, US Department of Commerce

"The U.S., Taiwan & WTO: Legal Issues Pertaining to the GPA"

Alex Koff, Partner & **Dorothy Deng**, Associate Counsel
Whiteford, Taylor & Preston, LLC

"Topic TBD"

Rupert Hammond-Chambers, President
US-Taiwan Business Council

"A Company Perspective: The Realities of Doing Business in Taiwan" (INVITED)

Date/Time: November 13, 2009
8:30 am – 12:00 pm

Venue: Whitford, Taylor & Preston,
LLC – 7 Saint Paul Street, 19th Fl,
Baltimore, MD

Registration: Please register online no
later than November 9:
<http://www.buyusa.gov/baltimore/taiwanseminar.html>

Fee: \$20



WhitefordTaylorPreston^{LLP}



For questions regarding this event, please contact: Janee.Pierre-Louis@mail.doc.gov or call (410)962-4582.