
Digital Signature Market Entry to China

Avaintec Ltd

- Founded in 1997 - an employee-owned company
- Personnel 28
- Offices: Helsinki, Hangzhou, Chengdu
- AI-as-a-Service Provider to Health and Social care sectors
- Certificates: ISO 27001 (Information security), ISO 9001 (Quality), ISO 13485 (Healthcare software and equipment)

Clear assignment

- Clear assignment to the team
 - Target groups etc
 - Clear scope
- Clear service or product description
- Clear business model and delivery model

Management and control of the project

- Weekly team meetings - heavy control on teamwork to achieve results
- Avaintec's local China team played key role in the project, even though Chinese team members were in the research team
- The team presented too optimistic results time to time

Results

- The final report recommended to make “no go decision” to entry China Digital Signature market
 - Market is heavily controlled by the Government of China

Thank you



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