

Agenda 2: Attracting international innovation manufacturing need and startups to Taiwan with Taiwan's rapid prototyping capabilities

1. Findings:

- (1) Supply chain trends: The current vertically integrated supply chain relies on a large number of needs, but the future demand is fragmented, small, and customized. In mass production, Taiwan depends on the efficiency of the supply chain, but in a small variety of demands relies on customer trust.
- (2) The future market comes from innovation: At present, most products are oversupply. To upgrade products in Taiwan, the speed of manufacturing transformation is very important. Taiwan rapid prototyping capabilities should be viewed from a global perspective, and how to complement with Shenzhen.
- (3) Rapid prototyping matching platform: Taiwan has strong manufacturing capabilities. Integrating all Taiwan's supply chain into one platform that entrepreneurs from all over the world who want to solve the manufacturing problems can get a preliminary solution from the rapid prototyping platform.
- (4) Matching services: After the platform is built, the prototyping matching process should be service-oriented.
- (5) Project Manager (PM): The true function of PM is to assist in the negotiation, persuasion and decision-making of startups.
- (6) Taiwan's SMEs are facing two major crises: second-generation succession and traditional cost-oriented thinking; therefore, the digital transformation of SMEs must be implemented quickly.
- (7) Improved engineering analysis capabilities: Taiwanese SMEs have strong manufacturing capabilities, but weak analysis capabilities. Engineering analysis should be introduced into the NPI (New Product Introduction) process, and use these data to persuade foreign customers, while verifying and ensuring future mass production possibilities.

2. Suggestions:

- (1) Attracting talents to return to Taiwan: Taiwan has a lot of talents in mainland China. This is an important source of PM. To call these people back to Taiwan, only the government can do it.
- (2) Policy thinking: The role of the government needs to be transformed and changed and formed future innovation-oriented policies.
- (3) Overseas promotion: The representatives of mainland China to

access startups in the San Francisco Bay Area are all young people, and it is easier to dialog with startups. Although Taiwan also has offices in the Bay Area, we need more suitable promotion activities or institutions.

- (4) Early stage of production discussion: Government can help evaluate the future of startups for more efficient manufacturing and R &D, and avoid falling into the financial dilemma.
- (5) Products marketing: New products will eventually enter the market, and they are very costly in brand promotion or marketing; government can help to extend the resources of subsidies for marketing.
- (6) Integration of R & D institutions: The value of Taiwanese R&D institutions should be highlighted in the future. At the same time, the government needs to integrate these institutions.