The 1-to-1 support was incredibly helpful for us to answer questions we had that were only relevant for our business.

Michael Spori | Co-Founder & COO of SUIND

SUIND provides a robust and lightweight solution to the challenges of precise navigation, safe landing, and obstacle avoidance.

Our China Market

Potential
Drones’ application has been put into mass usage in the Chinese agriculture sector. The estimated number of agricultural drones in China was an impressive 40,000 in 2020.

Expectation
SUIND expects to learn about the market insight from China, and validate their potential market opportunity through feedback from potential clients, experts and market research.

Camp Experience Sharing
Some of the workshops helped us tremendously in understanding what entrance into the Chinese market would propose from an organizational perspective. We now have a much clearer view of how a presence in China would have to be established if we ever decide to do so. For example, we now have some valuable contacts of people who have experience in helping companies manage IP protection. The market research report allowed us to gain a much better understanding of our potential target market in China. Moreover, it provided us with crucial insights into what competition we will face from Chinese companies and on which key features we'll have to compete with them.

ARE YOU A SWISS STARTUP LOOKING FOR 1 TO 1 SUPPORT FOR CHINA SUCCESS?

Click here to get in touch with us