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Coleen Yoshina

From: Janice Kato [janicek@htdc.org]
Sent: Friday, June 09, 2006 10:25 AM
To: 'Theodore E Liu'; bowu@263.net; 'Bo Wu'; 'Dennis Ling'; 'Richard Bahar'; lauriea@htdc.org
Cc: brian@bgoldstein.com; Sharon Wong; 'James Laclair'; sandi@htdc.org; 'Sandy Park'; steves@htdc.org
Subject: RE: Dragonbridge

Ted,
Thank you for the China Office coordination meeting yesterday and your support in getting the office opened quickly. I'm very glad to hear that Barry is still interested in developing joint programs with HTDC—we look forward to meeting with him.

I completely agree with your thoughts about providing levels of service based upon the constraints of current resources. Over time, as we become more experienced with managing the office and understanding our clients' needs, we can add more business services.

Thank you again for your support.

--Janice

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From: Theodore E Liu [mailto:TLiu@dbedt.hawaii.gov]
Sent: Friday, June 09, 2006 9:57 AM
To: bowu@263.net; Bo Wu; janicek; Dennis Ling; Richard Bahar; lauriea@htdc.org
Subject: Dragonbridge

Barry called. He is leaving tomorrow for China and cannot meet today. He will be in Beijing next week. Bo Wu:

He will be meeting with IDG on Tuesday and will try to drop by to see you either before his 11:00 AM meeting with Hugo or after it. Please be in the office, if you can, 10:30 AM to 12:30 PM on Tuesday. Barry will discuss his operational ideas with you.

Laurie: Barry is very interested in joint programs with HTDC -- outreach seminars (here and in China), etc. We'll need to speak with him when he gets back.

In reflecting on yesterday, I think we come up with some "levels" of services, based on our abilities to deliver and constraints. We may also need to stratify potential tenants, i.e., a "tech" vs. a "commercial" tenant. So, at the most basic level, we have physical office space only (i.e., no services) and for a tech company we may have a certain fee level and a non-tech/commercial company, another fee schedule. Same, think, for a virtual office. Then on those 2 basic levels, we "layer in" additional services, each pegged to ,ur ability (and our costs) for delivering the same.

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