

联动中外，创惠天下

Crayfish.io
FOR BETTER ENGAGEMENT WITH CHINA

| 跨境合作面临的挑战

企业向海外拓展会面临陌生的商业环境、稀缺的市场和人力资源、不同的运营规则、跨文化沟通等挑战。值得信赖、高效而低成本的专业服务是帮助企业进入和开拓市场的关键。

在有限的预算范围内寻找和管理多个提供优质服务的供应商



更为灵活地获取多语种和跨文化人才



降低高交易成本（解决支付方式和合法性的问题）



迫切需要一个国际型、数字化服务解决方案

Crayfish.io 是全球首个支持一站式跨境合作的数字化服务平台

专才+

- 市场洞察
- 商务翻译
- 知识产权服务
- 公司设立
- 运营支持
- 市场营销
- 人力资源服务
- 采购及供应链管理

人脉+

- 政府关系
- 高端会议
- 合作伙伴介绍
- 高端商务交流
- 定制管理课程
- 跨文化培训

资本+

- 策略建议
- 商业计划书
- 融资服务
- 投资人关系管理
- 执行支持
- 投资协助

一站式服务平台

对接合作伙伴



拓展市场资源

品牌建设
营销推广
合作伙伴对接
生产、原材料
供应链管理
渠道拓展

匹配双语人才

设立海外分支
招聘及HR服务
法律法规
知识产权保护
财务、税务和金融

中国企业服务精选

中英跨境合作服务平台

中英双语人才对接

市场准入、评估与策略

中英合作伙伴对接

中英投融资项目

从战略到执行的全方位跨境服务

由Crayfish的项目经理来专门管理和监督项目执行

只有经过严格认证的双语供应商才能参与项目运营

全线上的项目管理和执行流程，对所有项目进行系统性评价

核心团队累计50多年中英跨境合作经验主力企业对接市场和人力资源

剑桥加速器由Crayfish.io发起，与锚定投资者合作运营，依托于剑桥圣约翰创新中心

Crayfish.io是英国政府及多家知名机构的合作伙伴



Department for
International Trade



客户感言

”



“Excellent service!”

“这是一个时间非常紧迫的项目，截止日期很紧，但是Crayfish做到了提前交付并且细节也尽善尽美。非常优质的服务”

”



“tremendously useful”

“我们认为Crayfish.io的中国商业研讨会非常有用，希望这是我们两家企业长期合作的开始”

”



“clear, effective China strategy”

“在短短的三个月里，我们取得了如此大的进步，包括一次出乎意料地令人满意的中国之行。我们现在有了一个清晰有效的中国市场战略。”

”



“Can't recommend enough”

“我们强烈推荐 Crayfish.io！我们有足够的信心在中国扩张，因为我们知道我们有Crayfish.io作为我们的合作伙伴。”

Crayfish.io的成立背景

Crayfish创始团队在促进中西方合作方面有着多年的经验

创始人张婷设立了第一家企业
China Business Solutions
(CBS)，帮助英国科技公司进入中国市场

2001

2004

CBS在竞标中赢取多个为英国政府和芬兰政府服务的咨询项目

CBS 为英国大型跨国公司在中国的业务提供战略咨询服务

2008

2012

CBS 促进中英两国高级别的商务，民生和学术交流

Crayfish.io

2017

Crayfish.io 开始开展跨境服务业务，同时线上平台开始试运营；Crayfish.io 成为剑桥天使投资组织的成员公司

2018

Crayfish.io 发展企业服务业务并且成功为100+家客户服务



Crayfish.io 被中英媒体广泛报道

全英报纸/网站

CHINA DAILY | GLOBAL EDITION
WORLD
Program opens up China to UK startups
China's companies to receive crucial support in form to visit business matches
Investment trusts face survival challenge 'Wealth-Adeser'
Aviva invests in financing package for Milan underground line
Victory Capital invests in Greenhalghs Capital - Hedgefunder

Chingya
China Watch Business
China Watch Home Business Culture Politics Society Sport Technology Travel
Wolves raise trophy and profile in China
Incubator programme opens up China to UK start-ups
Accelerator raises \$1.2 million to help British firms into Chinese market
ENGAGE WITH CHINA, THE BETTER WAY
How can we help you today?

privateequitywire
Operational Resource Centre | Spotlight
NEWS | SPECIAL REPORTS | DIRECTORY | GUIDES | EVENTS | TRAINING | WEBINARS | AWARDS

Crayfish.io Accelerator funding increases five-fold with DBI as second anchor investor
Crash & Transactions | Investments

Crash & Transactions | Investments

Crash & Transactions | Investments

Cambridge Business
Why it's so important to get a China strategy in your hand

Cambridge
Independent

Get ready for China
A GUIDE TO DOING BUSINESS IN THE FAR EAST
Are you happy with your salary?
Seeing a better future with Sorex

Get your China strategy in hand

1. China's Economic Outlook
2. China's Investment Opportunities

Cambridge Independent
July 17, July 21, 2019

Get China-ready, firms urged

By Adrian Curtis
adrian.curtis@cambridgeindependent.co.uk

A global online platform has launched a ground-breaking initiative in Cambridge with a £250k investment fund dedicated to helping UK businesses get China-ready.

Crash & Transactions | Investments

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Crayfish.io 丰富多彩的线上线下活动

Events & Webinars

Crayfish Webinar: CONVERT OPPORTUNITIES TO SALES THE FOUR "C"s THAT MATTER

10/12/19 | Crayfish Webinar: Convert opportunities to sales - the Four "C"s that matter

Date and Time: 10th December 2019, Tuesday 09:30AM - 10:30AM GMT. This event is a free online webinar. Regardless where your exact location, you're more than welcome to join us in it.

Crayfish Webinar: Enter the Chinese Market through Cross-border Ecommerce

27/11/19 | Crayfish Webinar: Enter the Chinese Market through Cross-border Ecommerce

Description: China is on track to become the world's biggest economy. The massive market potential makes it super attractive for all businesses. However, entering China could be difficult as it...

Crayfish Webinar: The current trends & business opportunities in the EdTech Industry in China

12/11/19 | Crayfish Webinar: The current trends & business opportunities in the EdTech Industry in China

Description: In recent years, the educational technology industry in China has been growing rapidly. In fact, with compelling investments and funds flowing into the sector, China has become the world...

Crayfish Accelerator Workshop: Engaging with Chinese Investors

30/10/19 | Crayfish Accelerator Workshop - Engaging with Chinese Investors

Date: 30th October 2019, Thursday Time: 5:00 pm - 7:00 pm BST. Location: PwC, Cowley Road, Cambridge CB4 0DS. China is increasingly becoming a source of investments.

Crayfish Webinar: Top 5 trends in Digital Marketing in China 2019

09/10/19 | Crayfish Webinar: Top 5 trends in Digital Marketing in China 2019

Crayfish Webinar: Innovation in China and Implications for Tech Business

30/09/19 | Crayfish Webinar: Innovation in China and Implications for Tech Business



Contact us



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