

出國報告（出國類別：國際會議）

出席「第 9 屆台以經技合作會議」報告

服務機關：台灣自來水股份有限公司

姓名職稱：周國鼎組長

派赴國家：以色列

出國期間：100 年 11 月 12 日至 21 日

報告日期：101 年 2 月 7 日

摘要

本次出席「第 9 屆台以（以色列）經技合作會議」之我國代表團由經濟部次長黃振球率外交部、財政部及經濟部所屬單位人員共 16 人所組成，期程為 2011 年 11 月 12 日至 21 日。

本次以國之行除應邀出席「第 9 屆台以（以色列）經技合作會議」，並順道參訪 WATEC Israel 2011 會展，藉以收集世界上最新水科技發展現況之相關資料，包括廢水處理、水質監測、都市供水、海水淡化、節水技術、生物科技之突破等，以汲取先進國家之自來水處理發展與應用經驗，同時進一步瞭解自來水事業的未來發展趨勢，以供我國自來水經營、管理之相關機關參考。

本次「第 9 屆台以（以色列）經技合作會議」除完成簽署「台以水科技合作瞭解備忘錄」及「台以中小企業合作瞭解備忘錄」，期盼透過上述 2 項合作協議之簽署，共同拓展台以兩國水科技交流及中小企業間之密切合作關係，並達成以下重要決議：

- 一、台以間將進行更廣泛經技合作往來平台，特別是在具強烈互補之科技產業；
- 二、雙方就貿易便捷化措施達成具體共識，未來將簽署數項合作備忘錄；
- 三、雙方同意在 2013 年前應組成工作小組進行洽簽自由貿易協定之可行性研究。

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出席第 9 屆台以（以色列）經技合作會議報告

一、前言

台以雙方基於兩國共同利益，期盼結合政府與民間力量，共同拓展商機，俾加強雙邊實質經貿關係，台以雙方乃於 1995 年由經濟部李前次長樹久率團訪以在以色列舉行首屆台以經技合作會議，雙方同意加強經貿科技合作，迄今已舉行 8 屆會議，以國在資通訊、醫療設備、生物科技等產業均具有卓越研發能力與先進技術，與我國擅長之製造、行銷能力具互補作用，台以雙方期盼透過密切經技合作，共同開拓國際市場，俾提升雙方國際競爭力。

二、目的

本次以國之行除應邀出席「第 9 屆台以（以色列）經技合作會議」，並順道參訪 WATEC Israel 2011 會展（識別標誌見圖 1，會展簡介見附錄 1），藉以收集世界上最新水科技發展現況之相關資料，包括廢水處理、水質監測、都市供水、海水淡化、節水技術、生物科技之突破等，以汲取先進國家之自來水處理發展與應用經驗，同時進一步瞭解自來水事業的未來發展趨勢，以供我國自來水經營、管理之相關機關參考。



圖 1 大會識別標誌

三、團員及行程

本次出席「第 9 屆台以（以色列）經技合作會議」之我國代表團由經濟部次長黃振球率外交部、財政部及經濟部所屬單位人員共 16 人（部分團員合影見圖 2）所組成，其中台水公司奉派隨行出席者為周國鼎組長；期程為 2011 年 11 月 12 日至 21 日（行程表詳見附錄 2）。



圖 2 部分團員合影

四、會議概述

第 9 屆台以經技合作會議（見圖 3）由黃次長重球率團於 2011 年 11 月 16 日在以色列特拉維夫舉行，由以國工貿勞工部長辛宏(Shalom Simhon)與黃次長共同主持會議開幕式，會前拜會辛宏部長表示渠曾於 2004 年擔任國會議員期間應邀訪台，對我國經濟建設及兩岸關係均有深刻之瞭解。黃次長除就我國近年來經貿發展情形予以說明外，並就兩岸經貿現況及我與中國大陸簽署 ECFA 之重點報告，辛宏部長對此項發展表示高度肯定，並指出台以經貿關係具高度互補性，彼此應加強合作並共同開拓第三國市場。



圖 3 第 9 屆台以經技合作會議

本屆會議之討論分別由以國工貿部副局長 Rafi Brender 及經濟部國際合作處處長童益民共同主持，雙方分別就我國所提之 3 項議題及以國所提 11 項議題進行廣泛熱烈討論，包括洽簽經濟合作協定、水資源產業技術合作機

制、再生能源技術合作、工業研發、關務、農業科技、水科技、觀光業等合作之領域，會議圓滿完成並達成下列三項結論（英、中文會議紀錄分見附錄 3 及附錄 4）：

- (一) 台以間將進行更廣泛經技合作往來平台，特別是在具強烈互補之科技產業；
- (二) 雙方就貿易便捷化措施達成具體共識，未來將簽署數項合作備忘錄；
- (三) 雙方同意在 2013 年前應組成工作小組進行洽簽自由貿易協定之可行性研究。

五、拜會活動

台方代表團停留以色列於 14 日至 17 日期間，進行在以之參訪活動，重要行程如下：

- (一) 參觀 IDE 海水淡化公司：IDE 海水淡化公司所建造之 Ashkelon 海淡廠係採用逆滲透(Reverse Osmosis, RO)薄膜式技術，日產量約 37 萬噸，曾經是全世界日產量最大的 RO 式海淡廠。產水成本約每噸 0.52 美元，耗電量約每噸水 3.5 至 4 度，二者均較澎湖海淡廠（產水成本新台幣 20 元、耗電 4.1 度）為低。目前薄膜式操作海水淡化之成功關鍵在於提高能源回收效率並降低電力耗損，黃次長爰指示參團之工研院與台灣自來水公司人員應共同合作研發海淡設備之高效能源回收裝置。
- (二) 參觀 Netafim 滴灌技術公司：Netafim 為全球智慧型滴水灌溉技術的先驅，其技術核心在以滴水方式直接輸送水份與肥料至植物根部周圍，有助於根部對水份及養份之吸收，達到省水、省肥料及提高產量目的。該公司水肥自動化控制系統之組成包括首部樞紐系統、輸配管線、調節閥門與噴頭等。其系統特別適用於大面積可機械化之農田，亦可用於起伏變化地形之農田，惟系統建置複雜，維修成本相對較大，對台灣雨量充沛的環境，節約用水之誘因不大，然對於精緻溫室農業，可有效控制產量及品質及降低水肥成本，仍具有推廣之潛能。
- (三) 參觀 White Water 公司：該公司旗下之 Checklight 公司利用海洋發光細菌在面臨污染之情況下，可改變發光強度之特性，以作為測試水質污染的指標，其對於污染物之敏感度可高至 ppm 或 ppb 的等級，其關鍵技

術為提升該細菌發光能力之添加物配方。故其產品適合作為「早期警告」，在數分鐘內即可測知水源是否遭受污染。惟以國飽受恐怖威脅，爰有此需求，在我國則需求性較低。

(四) 11月14日駐以代表處張代表良任以晚宴款待台以官方及民間代表團全部團員，席間並邀請以國國會議員 Mr. Yoel Hasson、外交部副總司長 Rafi Gamzou、外交部司長 Hagai Shagrir、工貿部副局長 Mr. Brender 及特拉維夫副市長 Doron Sapir 與會並致詞，餘與會尚包括台以企業代表計 80 餘人，氣氛融洽賓主盡歡，有效增進台以交流。

(五) 11月15日上午舉辦第 5 屆台以民間經濟合作會議：本屆會議我方係由國際經濟合作發展協會與以方出口國際協會共同舉辦，我代表團由我以色列委員會李昌屏主任委員擔任團長率團與會，黃次長於致詞中說明台灣產業政策強調產業創新、塑造產品價值及功能多元性，以提升台灣產業在全球供應鏈的競爭力。會中雙方簡報台、以兩國綠色能源與再生能源及水資源產業合作新模式探討等專題報告。當日出席廠商計有節能、綠能、水科技、再生能源及環保科技產業等 40 餘家，彼此交換資訊並提供意見，以作為未來雙方合作之基礎。

(六) 11月15日參加由以國工貿部主辦之 2011 年 WATEC 活動，該活動為以色列水資源、環保及能源等科技產業最重要展覽。黃次長率團在駐台北以列色經濟文化辦事處代表 Halperin 陪同下，主要參觀下列三家公司：

1. Takadu：該公司係開發監測軟體系統，可將自來水管網即時監測數據與歷史資料庫作比對，以判斷漏水發生之可能區域，此法可大幅提高漏水檢測之效率。黃次長即指示台灣自來水公司與會代表擇一適當區域執行示範計畫(Pilot Study)，以驗證其可行性。

2. Miya：該公司之核心技術為防治漏水，黃次長指示水利署與會代表進行研究，並請台水公司擇一適當區域執行示範計畫(Pilot Study)，以驗證其可行性。

3. Arad Technologies: 該公司係專業先進電子水表製造商，其展示之各式水表能配合各種應用場合使用，除精確顯示用水量外，並有數位無線通訊傳輸功能，運用後端電腦伺服器系統適度收集並結合多個水表量測資訊作有效判讀，可以監控用水狀況、自動收集用水資訊、偵測水管

漏水程度及判斷漏水區域。目前台灣相關之資通訊技術成熟，有可能建立自主的研發技術與開發更精進的自來水讀表系統，黃次長指示工研院代表深入研究我國自行開發該系統之可行性。

- (七) 11月15日晚應以色列 GIZA 基金主席 Zeev Holzman 之邀餐敘，席間雙方就目前合作情形表示滿意（我行政院國發基金投資 GIZA 基金新台幣約 14 億元，該基金則投資達能科技、祥茂光電、台灣立凱電能科技及太聚能源 4 家台灣公司），黃次長向 H 主席表示該基金應至台發掘更多投資標的，以鞏固雙方合作基礎。
- (八) 參觀 Amiad 公司：該公司業務領域包括飲用水、工業用水及農業灌溉用水，專長為各類型過濾程序或高級處理程序提供客製化之前處理設備，以減輕過濾薄膜或高級處理設備之負荷。該設備雖有創新之處，且採用環境友善材質，惟如應用於我國自來水事業，除在暴雨期間恐無法應付濁度高達數萬度之原水，供水成本亦將大幅度提高至無法承擔之程度。
- (九) 參觀 Mekorot 公司：該公司為以色列國營自來水公司，與台水公司最大差異在於業務範圍擴及污水處理。以色列的回收淨化後的廢水大多運用於農業用途，其廢水回收再利用率達到 75%，遙遙領先世界其他國家，非常值得我國效法，黃次長旋指示台水公司代表攜回研議。
- (十) 參觀 DSP 公司：該公司係以色列最大之家用無線通訊晶片模組生產廠商，其在關鍵晶片模組市場佔有率高達 70%，並與台灣 IC 晶片製造、封裝與測試等供應鏈廠商合作，每年從台灣進口約 1 億美元之相關產品與服務，此模式可作為台以未來在海水淡化、綠能產業合作之參考。
- (十一) 參觀 Mega-fabs Motion Systems 公司：其為我上銀公司在以國併購之研發實驗室，且銷售運動控制器及模組，適用於半導體製造設備、電子檢測設備、影像系統及高品質印刷機器等先進工業應用，為台以產業互補之成功最佳模式。
- (十二) 參觀 Bio Pure Technology 公司：該公司所研發可耐酸鹼及有機溶劑之薄膜，適用於農業、採礦等工業廢水處理。該公司之薄膜具有應用於半導體、光電產業、廢水處理之潛力，工研院材化所將在與其簽訂保密協定後，進一步瞭解技術細節及薄膜測試，以尋求台灣環工系統廠

與以色列系統廠共同合資之可行性。

(十三) 參觀 Urban Aeronautics 公司：該公司製造無人飛機，目前尚未量產，盼我方赴以投資。黃次長指示駐以經濟組與該公司加強聯繫，並將相關資料送漢翔公司評估投資之可行性。

(十四) 參觀 Zenith Solar 公司：為高聚光型太陽能發電系統公司，所開發的產品利用反射鏡將太陽光集中投射於效率達 36%的砷化鎵太陽能晶片，並利用聚光所產生的熱能提升循環水溫，可同時提供電力及熱水。目前已發展至成熟產品並已有多處架設實績，其產品成熟度高於目前台灣的核能研究所之研究成果。所設計系統複雜，水循環散熱系統雖可提供熱水，惟大幅增加太陽光電模組防水需求及成本，且聚光型追日系統固可提升陽光利用效率，而動態龐大反射鏡系統將降低系統可靠度，提升維護成本，並不適合台灣太陽能發展。

六、簽署協議書

會議結束後黃次長與以國工貿部總司長 Sharon Kedmi 共同見證我駐以代表張良任與以國駐台代表何璽夢(Simona Halperin)簽署(見圖4)「台以水科技合作瞭解備忘錄」及「台以中小企業合作瞭解備忘錄」，期盼透過上述2項合作協議之簽署，共同拓展台以兩國水科技交流及中小企業間之密切合作關係。

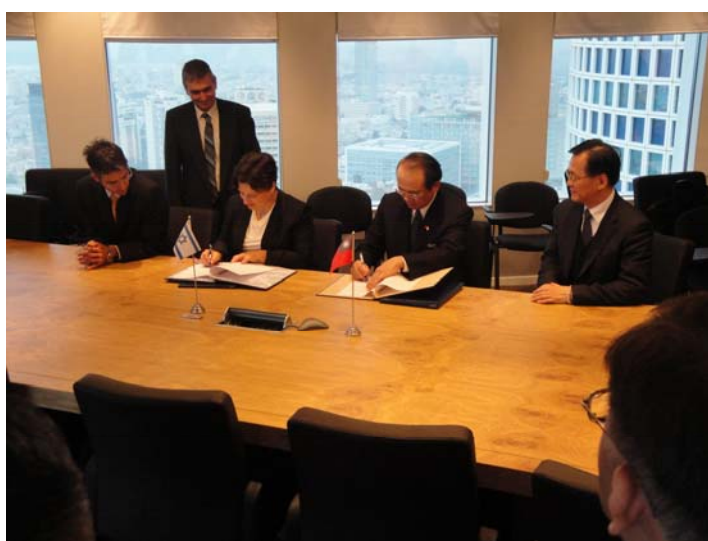


圖 4 台以雙方簽署協議

七、心得與建議

- (一) 本屆會議在以國特拉維夫舉行，以國工貿勞工部長辛宏親臨與會，並與黃次長共同為此次會議致開幕詞，顯見其重視台以雙方經貿及技術合作關係，會議在坦誠友好氣氛下進行，充分討論雙方關切 14 項議題，並作出具體回應，對促進雙方邦誼，提升雙邊實質經貿關係頗有助益。
- (二) 本屆台以經技合作會議對於建置兩國經貿合作往來平台，特別是在具強烈互補之科技產業達成具體成果，宜將此次會議雙方達成之具體共識落實推動，俾增強台以雙方關係。
- (三) 透過台以雙邊會議之機制，對國際 WATEC 活動之參與及推動、投資貿易關係拓展、國家科技研發合作、技術移轉與水資源等領域之合作，具有互補互利之綜效。
- (四) 對於參訪活動如拜會 IDE 海水淡化、Netafim 滴灌技術、Miya 公司之核心技術是防治漏水、Arad Technologies 以製造先進電子水表之技術等，均值得我相關單位省思與後續努力之方向。由於以國天然水資源條件不佳，其降雨量約僅世界平均值之 3 成，因此積極投入海水淡化、民生污水回收再利用及農業節水灌溉技術之提升，其技術已臻世界先進國家之林，成功奠定該國於國際海淡市場之地位，另對於國內仍停留在噴灌、漫灌之技術及水科技市場逐漸飽和必須向外拓展之際，此種經驗頗值得學習與參考。尤其面對全球化競爭與知識經濟時代之來臨，如何積極培育具備水資源專業技術能力與宏觀視野，以國家永續發展為目標，是刻不容緩之當前要務。
- (五) 綜觀此次以方舉辦之 WATEC 水科技展，參展廠商及與會人員均嫻熟英語，且以國普遍之英語聽說讀寫能力均具相當之水準，較之我國雙語教育環境欠佳，外語能力普遍不足，甚至與亞洲之香港、新加坡及中國大陸相比，我國已相較落後，政府相關機構及社會大眾確實應正視此問題。

The 6th International Exhibition & the
3rd International Conference on Water Technologies,
Renewable Energy & Environmental Control

November 15-17 | Tel Aviv
Tel Aviv Exhibition Center | **2011**



WATEC
Israel 2011
An Ocean of Innovations





WATEC

Israel 2011

Where Innovation meets Implementation



Following the successful WATEC 2009 event – attended by more than 20,000 visitors from 94 countries – I would like to invite you to participate in – WATEC 2011.

Due to its continuous necessity supported by entrepreneurial culture, Israel has become a Water Solution Hub and is expanding its activity to alternative energy and environmental solutions too.

One of the most significant challenges in the global arena today is Innovation to Implementation - "i2i". At WATEC 2011, you will join world key decision-makers shaping the debates on "i2i" challenges – and crafting the solutions. Bringing together Israeli and international business executives, political decision makers, and leading researchers, WATEC 2011 will also be a showcase for the most advanced technologies and solutions from around the world.

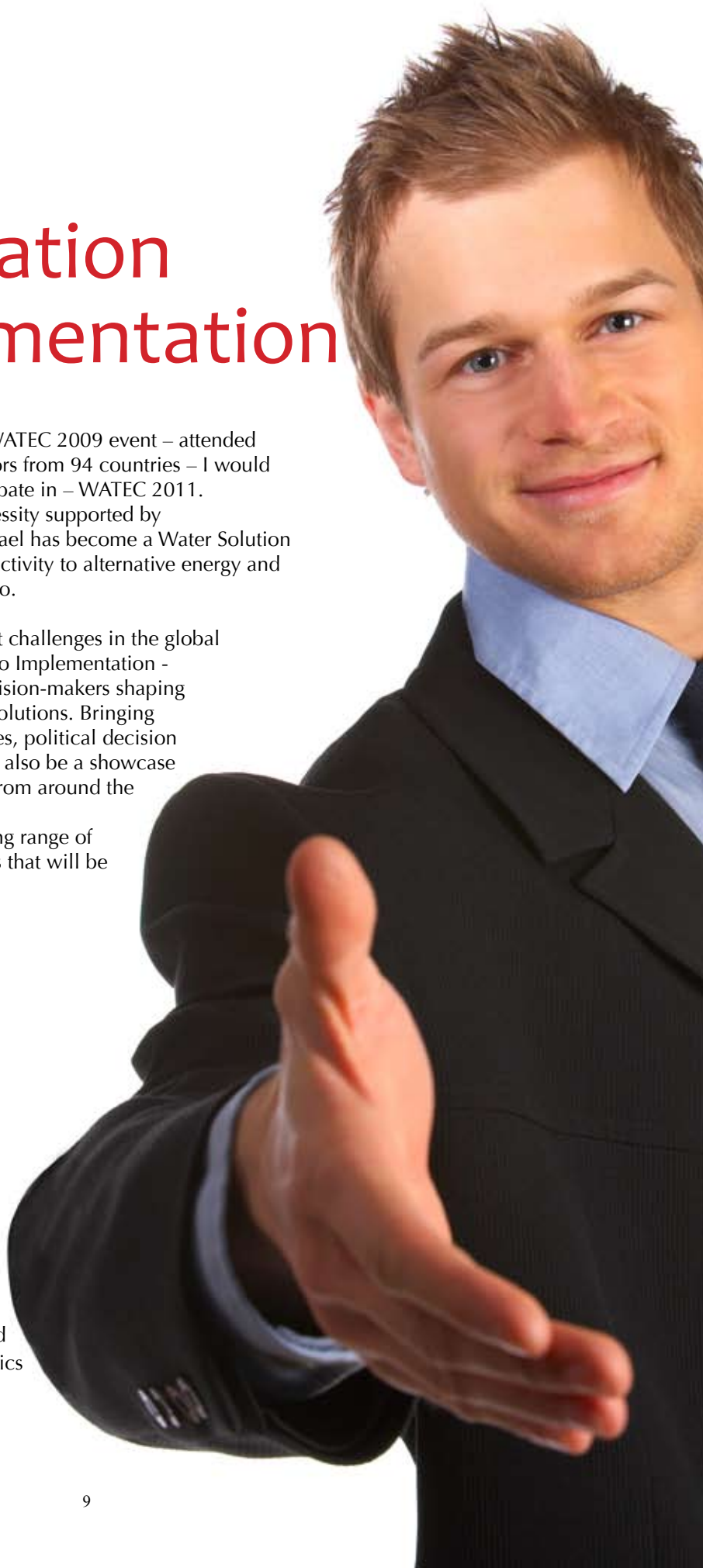
I am confident that you will benefit from the exciting range of topics and the technological and business solutions that will be presented at this event.

Sincerely,

Booky Oren
Chairman, WATEC 2011

HERE ARE A FEW HIGHLIGHTS THAT MAKE ATTENDANCE A TOP PRIORITY:

- 20,000+ exhibition attendees projected
- 150+ international delegations expected
- 95+ countries
- 150+ Illuminating presentations on current and emerging water, energy and environmental topics
- Launch of new product and solutions
- Major networking opportunities





WATEC THE NEXUS OF ENVIROTECH

THE WATEC 2011 EXPERIENCE – THE LATEST IN ENVIROTECH

- Learn about solutions to water, energy and environmental challenges
- Seek partners for projects and business ventures
- Find the technologies that will address your most pressing problems
- Raise your public profile and build on your brand image
- Meet colleagues, solution providers, potential customers, and other decision-makers – on a global level
- Advance your career through networking and education
- Leverage your time in a single cost- and time-effective forum for professionals in the industry

ISRAEL, GENERATIONS OF INNOVATION

THE NATIONAL PROGRAM FOR PROMOTING WATER TECHNOLOGIES

The Israeli water market is internationally conceived as highly developed, benefiting from the several years of experience in managing scarce water resources, while the national industry is widely regarded as a nexus of world-class expertise in the water field. The volume of Israeli water-related industrial export has doubled between 2006-2009, the sector numbers about 200 companies using a range of technologies.

Israel is considered a world expert in the fields of desalination, water treatment and reclamation, water safety, and agricultural water consumption via drip irrigation – an Israeli innovation.

The country's specific needs have brought about a number of prominent developments:

- Several of the world's largest RO desalination plants are located in Israel (Ashkelon and Hadera)
- World leadership in using recycled water (about 75% of agricultural consumption)
- One of the world's most advanced systems of wastewater treatment and decontamination
- Unique integrative management of varied water sources
- Construction, operation and maintenance of the one-of-the-kind national water carrier

THE NATIONAL PROGRAM FOR ALTERNATIVE ENERGY TECHNOLOGIES

Based on decades of Israeli experience in the field of renewable energy and recognizing the strategic importance of alternative energy technologies, the government of Israel launched in 2008 the National Program for Alternative Energy Technologies - the NEWTech renewable energy sector. The objective of the program is to keep Israel's renewable energy industry at the forefront of the global arena. Israeli alternative energy companies are considered industry pioneers in solar and geothermal technologies.

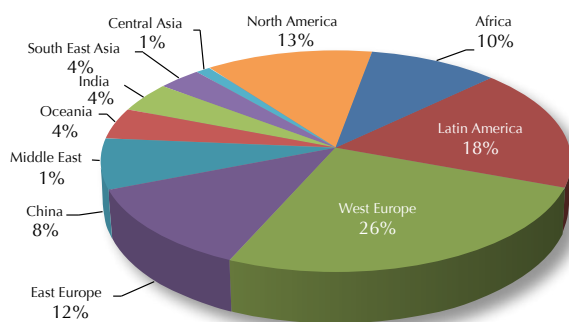
Quoted from the National Programme website

WATEC – ONE OF THE LARGEST AND MOST IMPORTANT WATER, RENEWABLE ENERGY & ENVIRONMENT INDUSTRIES EVENT!

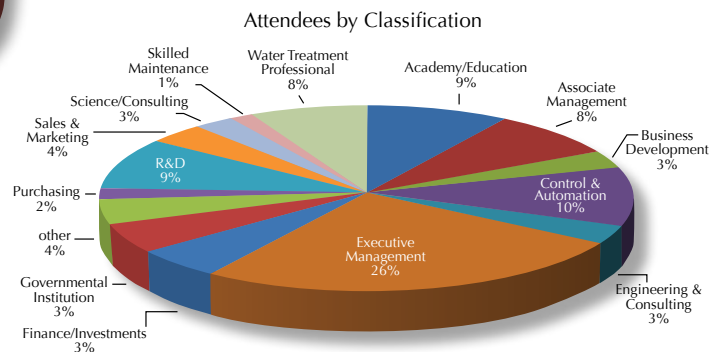
AT A GLANCE, STATISTICS FROM WATEC 2009:

- 2,661 foreign water and environment industry experts and decision makers from 94 different countries
- Approx. 18,000 local professional visitors
- 265 exhibitions showcased on a space of 10,000-sqm space, 41 exhibitors from abroad
- 1,850 business meetings were scheduled
- 30 Foreign Ministers and Deputy Ministers graced the occasion
- 150 official delegations accompanied by Israeli Commercial Attachés visited the show: 18% from Asia, 38% from Europe, 10% from Africa, 13% from North & Central America, 17% from Latin America and 4% from Oceania
- 2,950 participated in the conference and professional seminars, led by 125 world renown keynote speakers, 37 from abroad

BREAKDOWN BY REGION (NOT INCLUDING ISRAEL)



BREAKDOWN OF PROFESSIONALS ATTENDING



OUR GROWTH RATE IS IMPRESSIVE!

WATEC	2007	2009
Total Exhibitors	247	265
Non-Israeli Exhibitors	30	41
Visitors	17,000	20,000
Non-Israeli Visitors	2,000	2,661
Business Meetings	1,650	1,850
Official Delegations	72	150
Worldwide Countries	81	94
WATEC Conferences Participants	1,400	1,700
Seminar Participants	500	1,250

SIGN UP NOW FOR ENCOUNTERS WITH NEW TECHNOLOGIES AND SOLUTIONS



EXHIBITION

Water Technologies

- Advanced Water Solutions
- Advanced Irrigation Systems
- Water & Wastewater Projects
- Monitoring and Analyzing Water and Pollution
- Mobile Desalination Units
- Water Saving Devices
- Desalination
- Water Management & Flow Control
- Water Quality & Water Treatment
- Waste Water Treatment (Reclamation & Purification)
- Monitoring & Measurement Devices
- Leakage Control
- Water Security
- Water & Environmental R&D



MAIN

Environmental Technologies

- Air pollution monitoring, control and prevention
- Ecological agriculture
- Treatment and management of hazardous materials
- Noise monitoring, control and prevention
- Waste recycling and recovery methods
- Waste separation and treatment
- Wastewater treatment, purification and reclamation
- Green building
- Environmental education
- Sustainability and sustainable development



TOPICS:

Renewable Energy

- Solar energy
- Wind energy
- Thermal energy
- Energy conservation
- Insulation
- Electrical vehicles

ADDITIONAL INCENTIVES TO ATTRACT INDUSTRY PLAYERS, ACADEMIC SPECIALISTS AND PROFESSIONAL BUYERS

WATEC 2011 CONFERENCE - WHERE INNOVATION MEETS IMPLEMENTATION AND CREATES PARTNERSHIP

One of the most significant challenges in the global environment arena today is Innovation to Implementation - "i2i". In order to overcome the "i2i" challenges we assume that we should initiate partnership that can provide: Know How in the local markets, credibility, local experience and financial leverage, and has the power to improve the situation of billions of people.

At **WATEC 2011 Conference**, the world key decision-makers will contribute to the debates on "i2i" challenges – and will craft the solution toward partnership between all involved.

ISRAELI START-UPS IN THE SPOTLIGHT

As in previous years, WATEC 2011 will include the Innovation Pavilion, a spotlight on Israeli start-ups. The Innovation Pavilion will be promoted prior to the exhibition through Israeli economic attaches worldwide as well as through multiple media channels. It is a unique opportunity for start-ups to promote their products, explore partnerships, attract investors, and expand international exposure.

INTERNATIONAL PAVILIONS

WATEC 2011 conference will play host to prominent companies covering a range of environmental technology solutions in the global market. The companies will be divided by country in the International Pavilion section, including Belgium, Italy, France, South Korea, Sweden, Denmark, China and other. We are pleased to announce that the prestigious WEF – Water Environmental Federation – will sponsor the US pavilion.

NETWORKING OPPORTUNITIES

This is the perfect opportunity to hear from and meet a range of growing water, energy & environment companies seeking a combination of partners, investment and professional services to develop their companies. There are plenty of networking opportunities to meet with potential investors and collaborators during the three days of the event. The Chance2Meet online tool will give you direct access to the other participants' profiles, and help you make new connections PRIOR to the conference, thus maximizing your presence at the show.





TEL AVIV – THE CITY THAT NEVER STOPS

Tel Aviv, often called “the city that never stops,” was the first modern Jewish city built in Israel, and is the country’s economic and cultural center. It is a lively, active city with entertainment, culture and art, festivals, and a rich night life. Situated on a 14-kilometer-long strip on the Mediterranean seacoast, Tel Aviv extends beyond the Yarkon River to the north and the Ayalon River to the east. Hundreds of thousands of workers, visitors, tourists, and partygoers move about the city each day until the early hours of the morning, seeking out the city’s nightclubs, restaurants, and centers of entertainment. Visible from a distance with its seafront skyscrapers and exclusive hotels, Tel-Aviv presents a lively combination of entertainment venues, shopping malls, exotic markets, nonstop active nightlife, gorgeous golden beaches and wonderful restaurants of all kinds. This special blend of Mediterranean ambience, seaside resort and modern facade is what makes the city so uniquely appealing.

Exhibition dates:

Tuesday-Thursday;
November 15-17, 2011
10:00-18:00 hrs

Conference dates:

Tuesday-Wednesday
November 15,16, 2011

WISH TO BECOME AN EXHIBITOR?



WATEC DELIVERS:

- WATEC Israel attracts targeted buyers!
- WATEC Israel attracts decision makers!
- WATEC Israel provides returns!

EXHIBIT AT WATEC 2011 AND BENEFIT:

- Watec spends the year ensuring attendance of the people you want to meet including key decision makers and industry regulatory bodies
- Meet thousands of new buyers and develop a quality database
- Attendees include individuals, corporations and large international trade delegations
- Reach your target audience through editorial coverage and adverts in key trade magazines.
- Press coverage and massive media exposure to leverage your products and technologies
- Israeli Commercial Attachés will promote your products and ideas thru embassy contacts throughout the world



MAXIMIZE YOUR EXPOSURE AT THE SHOW

ENJOY MORE EXHIBITION BENEFITS

FREE LISTING

- English/Hebrew-language company promotion in the *Official Exhibition Guide* – The Guide will be distributed to all visitors on-site and used as a promotional tool in the future for Israeli Commerce Attaché around the world.
- English-language listings on Watec's official website

PUBLICATION SUPPORT

- PR services - A comprehensive and frequently updated source of news and information to be presented at WATEC 2011, both before and during the event.
- Dedicated e-mail blasts to the entire WATEC data base

PROMOTIONAL SUPPORT

- Exit-Twit - Full list of visitor contact details, and areas of interest for each visitor.
- Targeting companies in specific countries – the Israeli Commerce Attaché of your country will do his/her utmost to bring the companies that most interest you to the event. Exhibitors may send a detailed list of companies to help us find them for you.

NETWORKING EVENTS

- B2B Networking
- WATEC Conference
- Official Welcome Reception
- Satellites & Social Events
- Professional Seminars
- Pre-scheduled meeting with foreign delegations

SPONSORSHIP & ADVERTISING OPPORTUNITIES

- WATEC official publications
- E-mail blast's promotions
- Platinum, Gold and Silver Sponsorship packages



PRACTICAL INFORMATION FOR EXHIBITORS

EXHIBITION HOURS:

Tuesday-Thursday	November 15-17, 2011	10:00-18:00 hrs
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BUILD-UP DAYS:

Friday	November 11, 2011	12:00-15:00 hrs
Sunday, Monday	November 13-14, 2011	08:00-23:00 hrs

DISMANTLING DAY:

Thursday	November 17, 2011	18:00-24:00 hrs
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BOOTH PACKAGES & SPACE ALLOCATION

The space allocation will be made according to the receipt of a signed Exhibit Space Contract.

A completed Exhibit Space Contract accompanied by advance payment should be mailed/faxed to exhibition manager to ensure reservation of a desired location.

Exhibitors are welcome to modify any spaces to their specific requirements. A revised floor plan will be included with the booth confirmation. Please note that alternatives should be clearly indicated on Exhibition Booking Form.

Participation will be finalized only upon confirmation of the payment. Allocation is on a "first-come first-served" basis.

Any space not fully paid for by **August 30, 2011** will be subject to resale.

PRICE LIST

	Hall 1	Halls Maxi-dome, 10
Registration Fee	\$350	\$350

Basic Stand Construction	\$330 per 1 sq.m	\$310 per 1 sq.m
"Raw Space"/ Island Display	\$290 per 1 sq.m	\$270 per 1 sq.m

Outdoor Exhibition Area	
1 – 100 sq.m	\$105
101 – 200 sq.m	\$100 (for 1 sq.m above 100 sq.m)
201 – 300 sq.m	\$95 (for 1 sq.m above 200 sq.m)

* Prices do not include V.A.T. Foreign exhibitors are exempt from V.A.T

Registration before January 31, 2011 will be entitled to a 10% on the price.

IEICI Members will receive a discount of 5% on the price.

SPACE DEFINITION:

Basic Stand Construction includes: (min. 9m²-stand size)

- White walls, fitted in aluminum frame, 250 cm high
- Fascia board with company name and stand number (in standard lettering)
- 2 plastic chairs, 1 desk
- One spotlight per 3m², excluding electricity and main connection
- One 2-kilowatt electrical socket for the first 10 sq.m, 1-kilowatt for any additional 10 sq.m.
- Carpeting
- Exhibitor Badges (5 badges for each 9 sq.m.)
- Pavilion security (from 6 p.m. till 9 a.m.)
- Up to 100 Word Company/product profile in the Official Exhibition Catalogue

The "Raw Space"/Island display includes :(min. 20m² space area)

- Area reserved by the exhibitor
- One 2-kilowatt electrical socket for the first 10 sq.m., 1-kilowatt for any additional 10 sq.m.
- Exhibitors who do not have a standard building system must present their building plans to the exhibition manager in advance.
- Exhibitor Badges (5 badges for each 9 sq.m.)
- Pavilion security (from 6 p.m. till 9 a.m.)
- Up to 100 Word Company/product profile in the Official Exhibition Catalogue



**DON'T MISS THE OPPORTUNITY TO
EXHIBIT AT WATEC! RESERVE YOUR
SPACE TODAY!**

To enquire booking space at WATEC 2011, please fill in and submit the Space Booking form. For more information, please contact our representatives.



WATEC Israel 2011

TO FIND OUT MORE INFORMATION, PLEASE CONTACT

Exhibition Organizers

Kenes Exhibitions

P.O.Box 56, Ben Gurion Airport 70100, Israel
Tel: 972-3-9727500
Fax: 972-3-9727588
Website: www.kenesexhibitions.com

The Israel Trade Fairs & Convention Center Ltd.

P.O.Box 21075, Tel Aviv 61210, Israel
Tel: 972-3-6404422
Fax: +972-3-6404660
Website: www.fairs.co.il

Conference Organizer

Kenes International

P.O.Box 56, Ben Gurion Airport 70100, Israel
Tel: +972-3-9727500
Fax: +972-3-9727555
Website: www.kenes.com

Exhibition and Conference Venue

The Israel Trade Fairs & Convention Center Ltd.

P.O.Box 21075, Tel Aviv 61210, Israel
Tel: +972-3-6404444
Fax: +972-3-6404494
Website: www.fairs.co.il



Exhibition Sales & General Information

The Israel Trade Fairs & Convention Center Ltd.

Renewable Energy & Environment Technologies Exhibitors:

Kineret Cohen Jano, Project Manager
Tel: +972-3-6404422
Fax: +972-3-6404660
 kineret@fairs.co.il


Kenes Exhibitions

Water Technologies Exhibitors:


Yael Landa, Project Manager
Tel: +972-3-9727582
Fax: +972-74-7536482
 ylanda@kenes.com

Eva Waisler, Project Manager



Tel: +972-3-9727589
Fax: +972-3-9727588

 ewaisler@kenes.com



Conference Registration & Accommodation

Tel: +972-3-9727500
Fax: +972-3-9727555
 reg_watec2011@kenes.com

Sponsorships & Advertising Opportunities

Tel: +972-3-6404422 ;+972-3-9727589/2
Fax: +972-3-6404660 ;+972-3-9727588
 kineret@fairs.co.il
 ylanda@kenes.com

Social & Satellite Events

Tel: +972-3-9727589/2; +972-3-6404422
Fax: +972-3-9727588; +972-3-6404660
 kineret@fairs.co.il
 ylanda@kenes.com



WATEC Israel 2011

WATEC Organizers



Official Government Support



In Cooperation with



World Water - The official magazine of WATEC 2011



出席第9屆台以（以色列）經技合作會議暨參訪以國經建設施
行程表

日期	事由	行程
11/12	啟程	台北→Tel Aviv
11/13	行程	抵達 Tel Aviv
11/14	經建設施參訪	Tel Aviv
11/15	第5屆台以（民間）經濟聯席會議 暨 WATEC 會展	Tel Aviv
11/16	第9屆台以經技合作會議	Tel Aviv
11/17	經建設施參訪	Jerusalem
11/18	經建設施參訪	Jerusalem
11/19	經建設施參訪	Tel Aviv
11/20	返程	Tel Aviv→台北
11/21	行程	抵達台北

The Ninth Taiwan-Israel Economic and Technological Cooperation Conference

November 2011, Tel-Aviv

The Ninth Taiwan-Israel Economic and Technological Cooperation Conference was held in Israel on November 16, 2011. The conference was presided over jointly by H.E. Dr. Hwang, Jung-Chiou, Vice Minister, Ministry of Economic Affairs, from the Taiwanese side. H.E. Shalom Simhon, Minister of Industry, Trade and Labor, from the Israeli side.

The list of participants to The Ninth Taiwan-Israel Economic and Technological Cooperation Conference is attached herewith as appendix A.

The meeting was held in a friendly atmosphere of mutual understanding and constructive dialogue on the background of deepening the relations.

Agreed Minutes

Review of the Bilateral Economic Relations

The two sides reviewed the overall economic relations between Taiwan and Israel and expressed their satisfaction with the growth-path taken by the bilateral trade volume, which reached 1.435 billion U.S. dollars in 2010. The two sides shared the view that they should persevere in continuing this trend of growth. They agreed on the importance of economic cooperation given the uncertainty of the global markets, which continues to affect the international market, and exchanged views on governmental policy to overcome the challenges.

TOPICS PROPOSED BY THE TAIWAN SIDE

1. Promoting a Taiwan and Israel Economic Cooperation Agreement (ECA)

The Taiwan side was pleased to brief Israel on its FTA policy and implementation. Likewise, Israel updated on its FTA policy.

The Israeli side assured Taiwan at their 7th Conference of its survey on the attitudes of Israeli industries toward an FTA with Taiwan.

The Israeli side informed that the results of the survey showed an interest from the Israeli industry in an FTA with Taiwan.

Both sides agree to establish a working group no later than the end of 2013, due to the ongoing FTA negotiations between Israel and its other trading partners. This working group will formulate the issues and schedule for the feasibility studies.

2. Israel-Taiwan collaboration in the fast-growing water market in Asia

Both sides recognize the opportunities in the fast-growing water market in Asia. Both sides see the benefits of cooperation in this field and wish to enhance it. In order to facilitate the dialogue towards a cooperative work plan, both sides will nominate an entity that will represent the interests of each side in these discussions.

From the Taiwanese side, the Industrial Technology Research Institute (ITRI) will be designated as the contact window for Taiwan. From the Israeli side, NewTech program in MOITAL will be designated as the contact window for Israel.

It is suggested that preliminary discussions on the contents of the work plan focus on prioritization of technology and application items, the model of collaboration and partnership relations, technology transfer and cross-licensing, targeted markets and penetration strategies. The draft work plan would have to be reviewed and approved by a Steering Committee appointed by both parties for further action and implementation.

3. Cooperation on Renewable Energy and Energy Conservation Technology

Both sides recognize the opportunities in the Energy sector, especially in the fast growing area of Smart Grids. The two industries can combine their respective technological and industrial strengths in order to develop solutions for smart grids integrated with Energy Information and Communication Technology (EICT) so as to achieve stable power supply.

It was agreed that the two sides will start preliminary discussions in order to pave the way to achieve this cooperation. The aim of these discussions will be to establish a cooperation mechanism that will include delegation visits to each other's country, as well as seminars and enterprise exchanges, in order to enhance bilateral industrial cooperation.

TOPICS PROPOSED BY THE ISRAELI SIDE

1. Industrial R&D cooperation

The Israeli side has emphasized that the connections between the support systems of both sides for industrial R&D can serve as one of the best channels for increasing the cooperation between the countries.

As mentioned in article 1 to the protocol of the Eighth Taiwan-Israel Economic and Technological Cooperation Conference, both sides, by their designated agencies, the Economic Department of ISECO and MATIMOP of the Israeli side and ITRI and the DoIT of the Taiwanese side have agreed to promote the cooperation between the sides.

Neither of the sides is aware of any joint project which was proposed to the designated agencies during the last two years.

Both sides should raise awareness of this cooperation mechanism among the relevant industries.

The Taiwan side noted that the Taiwan-Israel Joint Call-for-Proposal provides support only for collaboration between industries and excludes collaboration between research institutes. The Taiwan side proposed that Israel and Taiwan engage in prompting R&D

collaboration on advanced technology between research institutes together with the industry in each side. Successful results in this area will eventually lead to collaboration between industries of the two sides.

2. Life sciences and medical devices

The Israeli side believes that there is great potential for cooperation between Taiwan's medical industry, and the Israeli industries of health, medicine, biomedical and life sciences.

The Israeli side expressed its interest in the "Taiwan Medtech Fund" that had been approved in Taiwan and raised the idea that this fund could also be used for funding joint cooperation (R&D, delegations etc.) with Israel, since one of the fund's targets is improving international collaborations in the bio-tech field.

The Israeli side requested Taiwan's side's assistance in organizing, together with ISECO, a delegation from Taiwan to the Medax 2012 exhibition, which is to take place in Tel Aviv in February 2012 and BioMed in May 2012.

The Israeli side raised the matter of Quality System Documentation (QSD) for medical devices. The Israeli side proposed to have an exchange of letters regarding the mutual exchange of information on medical devices, especially quality systems requirements and audits of quality systems. This exchange of letters will further the cooperation between health professionals from Taiwan and Israel and will facilitate trade.

The Israeli side also offered to share its know-how in setting up bio-tech incubation centers in Taiwan. The Taiwan side is willing to organize, with the assistance of the Israeli, a delegation from Taiwan, which will include representatives from the government and academic sectors, to Israel in order to visit the technological incubators and the Office of the Chief Scientist of the Ministry of Industry Trade and Labor.

The Taiwan side suggested that Israel use R&D funds or other funds to co-invest with TMF or other Taiwan funds for joint bio-development. Israel could also transfer technology to Taiwan for commercialization, manufacturing, and Asian/global marketing. The Biotechnology & Pharmaceutical Industries Program Office (BPIPO) will provide requested assistance to the Israel Economic and Cultural Office in Taipei (ISECO) to organize a Taiwanese delegation to take part in the Medax 2012 and

BioMed 2012 exhibition, and is willing to serve as a contact window and arrange the Taiwanese delegation's itinerary during its stay in Israel.

The Taiwan side noted that it has worked hard to harmonize with international rules and regulations on medical devices. It is therefore willing to discuss quality system requirements and auditing with relevant health agencies in Israel to work toward the signing of an MOU on quality system documentation. In addition, to ensure patient's safety when using medical devices, Taiwan would also like to include monitoring of products on the market as another possible area of cooperation between Israel and Taiwan.

3. Cooperation between customs authorities

An Agreement Regarding Mutual Assistance in Customs Matters was signed between the Taipei Economic and Cultural Office in Tel Aviv and the Israeli Economic and Cultural Office in Taipei in June 2009 to enhance collaboration on customs matters.

To further enhance bilateral trade between the two sides, the Israeli side recommended that the mutual recognition of Authorized Economic Operators (AEOs) be promoted according to the following steps:

1. A side-by-side comparison of the AEO systems and security certification criteria of both sides;
2. A program of joint validation visits;
3. The signing of a mutual recognition agreement; and
4. The development of mutual recognition operational procedures.

The Taiwan side recommended that in order to proceed with cooperation between customs authorities of the two sides, the following time frame should be followed. Namely, establishing contact points between the two customs agencies by the end of November 2011; exchanging AEO eligibility and security criteria by the end of December 2011; completing a side-by-side comparison of AEO eligibility and security criteria between the two sides by the end of February 2012; conducting joint-validation visits by the end of May 2012; signing an AEO Mutual Recognition Agreement by the end of 2012; and developing mutual recognition of the operational procedures by the end of Q1 2013.

4. Establishment of operations in Israel

The Israeli Investment Promotion Center offered to provide services for Taiwanese companies interested in establishing R&D centers or investigating direct investment opportunities or joint ventures in Israel. The Israeli side also noted that the Israeli Economic and Cultural Office in Taipei provide services such as business and industry consulting for entrepreneurs wishing to develop their business in Israel.

The Israeli side requested the Taiwan side's assistance in promoting the establishment of R&D centers of Taiwanese companies in Israel. The Israeli side also requested the Taiwan side's assistance in organizing, together with ISECO, a delegation from Taiwan, which will include representatives from the private sector, to visit Israel and examine the possibility of opening R&D center.

The Taiwan side said it would use the Department of Investment Service as a contact window to strengthen Taiwan-Israel bilateral investment and R&D cooperation in the future, and it requested that Israel also set up such a contact window.

The Taiwan side also requested that the Israeli side encourage its enterprises to invest in Taiwan or cooperate with Taiwanese companies via strategic alliances. Taiwanese enterprises can also engage in cooperation with Israeli companies, through mergers and acquisitions or by emulating the mutual investment model of Taiwan's National Development Fund and Israel's Giza Fund, for joint R&D work and the development of global markets.

5. Cooperation between the Israeli Hi-tech Industry and the Taiwanese Hardware Industry

The Israeli side emphasized the great potential for cooperation between the Israeli electronics industry and the Taiwan's industry.

Israel compound industry, fabless design and semiconductor industry with cutting edge technology which targets consumer technology such as consumer electronics, telecommunication industry etc. is a natural partner of Taiwan's companies dealing with manufacturing consumer electronics, mobile handset and handheld devices.

Israel encourages cooperation between Israeli equipment for semiconductors companies and Taiwanese semiconductor manufacturing industries and equipment for semiconductor industries.

Both sides agreed to promote cooperation between these two industries through

information exchange, joint R&D, industrial and marketing projects and arranging joint seminars, brokerage events and delegations. The Israeli side noted that the point of contact for these activities will be MATIMOP and the IEICI.

The Taiwan side noted that the Advanced Stacked-System Technology and Application Consortium (Ad-STAC) continues its drive to recruit companies with expertise in materials, equipment, EDA tools, design, manufacturing, packaging, and testing to join the Consortium. It suggested that Israel's government help to raise awareness and encourage Israeli IC companies to participate in Taiwan's Ad-STAC.

Taiwan is more than willing to engage in closer cooperation with Israel in the semiconductor industry, and it hopes there can be collaboration in the manufacturing of required equipment and the IC design industry.

The Taiwan side said it would form a delegation of industry, government and academic representatives as soon as possible to begin detailed discussions, and it recommended that the Israeli side set up a contact window to discuss cooperation details with Taiwan.

Noting that establishing an R&D center involves a wide range of issues, the Taiwan side said that this should be viewed as a long-term goal, and that the initial focus should be on talent exchanges and cross-border industry cooperation so as to lay a foundation for future cooperation.

The Israeli side noted that the point of contact for these activities offered by the Taiwan side will be the IEICI and The Israel Association of Electronic & Software Industries (IAESI).

6. Tourism relations

The sides noted with satisfaction the agreement on the waiver of visa requirements for mutual visits, which entered into force in August 2011, thus enabling further development of travel and tourism between the countries.

With this in mind, the Israeli side is stepping up its promotional efforts, presenting Israel to the Taiwanese tourism market as a destination for Christian pilgrimage, Dead Sea health and spa tourism, and for cultural tourism.

The Israeli side will welcome the proposal of cooperation ideas by the competent

tourism authorities in Taiwan.

The Taiwan side noted that the two sides agree to cooperate in the development of tourism and the joint promotion of the tourism industry.

7. Taiwan participation in major exhibitions and conferences in Israel

The Israeli side encourages Taiwanese companies to participate in major exhibitions in Israel in the coming year, such as Medax in February and Agritech in May 2012.

The Taiwan side requested that the Israeli side provide information on Medax, Agritech and other major exhibitions in Israel to Taiwan External Trade Development Council (TAITRA) to assist it in promoting the events to Taiwanese enterprises to encourage them to take part.

8. Promoting Cooperation between the Business sectors through Exhibitions and Events in Third Countries.

The Israeli side encourages cooperation between the Israel Export and International Cooperation Institute and the Taiwan External Trade Development Council, in order to facilitate cooperation between sectorial delegations from both sides participating in international events and exhibitions in third countries, such as Mobile World Congress in Spain, Medica in Germany and others.

Both sides will exchange the relevant information and details about the participants of these delegations and promote joint events of B2B meetings during those events.

The Taiwan side said it invites TAITRA and the Israel Export and International Cooperation Institute (IEICI), under the framework of their bilateral cooperation agreement, to engage in exchanges of information on delegations participating in trade shows in third countries, and to jointly hold B2B meetings during such events.

9. Water Technologies and Clean-tech cooperation

The Israeli side believes that there is great potential for cooperation between Taiwan's and Israel's water technology and clean-tech industries.

The Israel Economic and Cultural Office in Taipei and the Taipei Economic and Cultural Office in Tel-Aviv have signed a Memorandum of Understanding (MOU) on

November 2011 for water technologies industry collaboration between Israel and Taiwan, nominating respective points of contact - Division Chief, Planning Division of Water Resources Agency Ministry of Economic Affairs for Taiwan, and Director, Israel NEWTech Ministry of Industry, Trade and Labor for Israel.

Both sides should promote cooperation in the water technology industry through mutual information exchange, industrial projects and arranging joint seminars.

The Taiwan side suggested that the two sides could, under the framework of their bilateral water technologies cooperation MOU, collaborate in areas of interest to both sides.

10. Agriculture Technologies cooperation

The Israeli side emphasized there is significant potential for cooperation in agricultural technologies including dairy farming, greenhouse technology, seed and propagation materials, poultry, fishery and aquaculture, organic farming, irrigation, machinery, pesticides and fertilizers etc.

The Israeli side would like to enhance the collaboration between Taiwanese and Israeli agriculture companies and enterprises.

Both sides should promote cooperation in the agriculture industry through mutual information exchange, joint seminars, industrial projects and arranging joint business seminars.

This proposed framework will be used as an additional tool for collaboration between the private sectors.

The Israeli side requests the Taiwanese side's assistance in organizing, together with ISECO, a delegation from Taiwan, to Agritech 2012 exhibition and conference, which will be held in Tel-Aviv in May 2012.

The Taiwan side suggested that the Israeli side put forward clear and concrete proposals on future agricultural cooperation between the two countries for further discussion at the Fourth Israel-Taiwan AWG Meeting in Israel in 2012. Regarding organizing a Taiwan delegation to participate in the Agritech 2012 in Tel Aviv, the Taiwan side said that the Council of Agriculture would evaluate the feasibility and respond to the ISECO in due time.

11. Standardization

Israel appreciates the significant efforts that have been made by both sides during the past year to reach the MOU concerning Standardization, Conformity Assessment and Metrology between Israel Economic and Cultural Office in Taipei And Taipei Economic and Cultural Representative Office in Tel Aviv.

The Taiwan side suggested that, in order to facilitate bilateral cooperation on standardization, conformity assessment and metrology, the two sides should actively consult with each other on this matter, so that an MOU can be concluded as soon as possible.

The Israeli side views this as an important step forward, and wishes to conclude the relevant consultations by the end of Q1 2012 and sign the MOU in 2012.

12. Tenth Joint Committee

The tenth Joint Committee will be held in Taiwan, at a time to be agreed upon by the two sides.

第9屆台以(以色列)經技合作會議紀錄(中文譯本)
特拉維夫
2011年11月16日

第9屆台以(以色列)經技合作會議於2011年11月16日在特拉維夫舉行。會議由台方經濟部黃次長重球與以方工貿勞工部長 Shalom Simhon 共同主持。

雙方代表團名單如附件。

會議係凝聚台以雙方共識與積極和諧關係之氣氛中進行。

雙邊經貿關係之回顧與檢視

台以雙方對於雙邊貿易額於2010年達到14.35億美元之佳績頗感欣慰，且加強推動雙邊經貿情勢與發展均持肯定，雙方面對全球市場之不確定性影響至國際市場尤需加強雙邊經濟合作之重要性達成共識，同時相互交換政府政策意見，俾能面對嚴峻挑戰。

台方提案：

1. 推動台灣與以色列洽簽經濟合作協定

台方欣然向以色列簡報該國 FTA 政策及執行情形。以方亦向台方簡報其最新 FTA 政策。

以方前於第7屆會議承諾將以國業界對台方洽簽 FTA 態度之調查結果告知台方。

以方告知該項調查結果顯示，以國業界對與台方洽簽 FTA 認為符合其利益。

由於以方仍須推動其與貿易夥伴進行之 FTA 諮商，台以雙方協議最遲在 2013 年年底前設立工作小組。該工作小

組將規劃可行性研究之議題及進程。

2. 建構台以間快速成長水資源市場之合作機制，共同開發亞太市場

台以雙方皆認知在亞洲快速成長之水資源市場充滿機會，亦瞭解雙方合作可提昇此領域及吸引商機，故期盼能加強拓展此市場。為促進雙方聯繫形塑合作方案，雙方各指定對口單位進行洽談。

台方指定工業技術研究院為聯繫窗口；以方則以工貿部之NewTech program 為其聯繫單位。

建議初步討論工作計畫內容聚焦在安排技術優先順序、應用項目、合作模式與夥伴關係、技術轉移和交互授權、目標市場及行銷策略。工作計畫草案需經由雙方指定之指導委員會認可後執行。

3. 進行再生能源與節能技術合作

台以雙方均認知能源方面之合作機會，尤其面對快速成長之智慧電網領域。雙方產業可結合自身技術及產業優勢共同完成智慧電網之解決途徑，並整合能源資通訊技術，俾獲致穩定供電之目標。

雙方同意展開初步溝通洽談，其目的係建立合作之機制，洽談內容包括代表團互訪、參與研討會及產業交流，以加強雙方產業合作。

以方提案：

1. 工業研發合作

以方強調連結雙方產業研發支援系統，係增進台以兩國合

作最佳管道之一。

第8屆台以經技合作會議決議第1條記載，雙方同意經由其指定之代表單位共同推動台以兩國合作，以方由工貿部之駐台北以色列經濟文化辦事處（ISECO）與以色列工業研發中心（MATIMOP）為代表，台方則以經濟部技術處和工研院為代表。

台以雙方在過去2年均未藉由代表機構提出合作計畫案。因此建議台以雙方應共同努力加強宣導合作機制。

台方指出台以共同徵求計畫提案機制只限於產業間之合作提供補助，並不包含研究機構之補助。爰建議，台以合作先從雙方研究機構前瞻研發合作，俟技術成熟後再由業界承接，成案機率較高。

2. 生命科學與醫療器材

以方表示台灣醫療產業與以色列醫療照護、生技醫藥、生命科學產業之間具有相當大之合作潛力。

以方對於「台灣生技創投基金（Taiwan Medtech Fund）」表示高度興趣，並指出該基金可用於資助共同研發及籌組代表團等用途，且該基金係以強化生物技術領域之國際合作為其重要目標之一。

以方期盼我方與駐台北以色列經濟文化辦事處（ISECO）共同籌組台灣代表團參加2012年2月在以色列特拉維夫舉辦之Medax展及5月之BioMed展。

以方對於醫療器材亦提出品質系統文件(Quality System Documentation, QSD)疑問。以方表示台以可就醫療器材品質系統之需求及品質系統稽核上，雙方資訊能有互換機制並進一步促使台以雙方健康產業專業人員之合作與貿易進

展。

以方樂意分享並在台灣設立生物技術育成中心，並願意與台灣共同籌組代表團邀集產、官、學界等代表赴以參訪技術育成中心及工貿部首席科學研究辦公室。

台方建請以國投資「我國生技創投基金」或台灣其他生技基金，並將以國可商品化項目技術轉移於我國，在台灣生產製造並行銷亞太/全球市場，互利台以雙方生技產業。我生醫推動小組（BPIPO）將協助駐台北以色列經濟文化辦事處（ISECO）籌組台灣代表團，赴以參加 2012 年 2 月在特拉維夫舉行 2012 年 Medax 生技博覽會，並擔任台方聯絡窗口，協助安排該代表團赴以參訪行程。

台灣致力於醫療器材法規協和化，因此有意與以色列衛生單位針對品質系統要求及品質系統稽核進行討論或諮商，以利日後台以簽署備忘錄並建立品質系統文件相互認可機制。另外，為確保民眾使用醫療器材之安全性，台方亦希望能將上市產品監控納入合作討論議題。

3. 關務合作

為加強台以雙方關務合作，駐特拉維夫台北經濟文化辦事處與駐台北以色列經濟文化辦事處於 2009 年 6 月簽署台以關務互助協定。為進一步加強雙方貿易，以方建議依下列步驟進行雙方優質企業（Authorized Economic Operators, AEO）相互認證：

1. 比較雙邊 AEO 資格條件及安全要求；
2. 聯合實地驗證訪問計畫；
3. 簽署 AEO 相互承認協議；
4. 相互承認運作程序發展及相關資訊交換。

為利雙方海關於本議題之合作，台方建議依下列時程進行：2011年11月底前建立雙方海關聯繫窗口；2011年12月底前交換雙方優質企業資格條件及安全要求之規定；2012年2月底前完成雙方優質企業資格條件及安全要求之比對；2012年5月底前進行聯合驗證；2012年底前完成優質企業相互承認協議之簽署；2013年第1季結束前進行相互承認作業程序。

4. 在以國設立營運據點

以色列投資促進局對有興趣在以色列建立研發中心，考察投資機會或尋找合資夥伴之台灣廠商提供服務；另駐台北以色列經濟文化辦事處對有意願在以色列拓展業務之企業人士亦可提供商業和產業方面之諮詢。

以方建請台方協助推廣台灣廠商赴以色列設立研發中心，並建請台方協助駐台北以色列經濟文化辦事處共同籌組包含民間企業之訪問團，前往以色列考察，以評估在以國設立研發中心之可行性。

台方則以經濟部投資業務處作為未來加強台以雙邊投資研發合作關係之聯絡窗口，亦請以方指定聯絡窗口。

台方建請以方鼓勵該國廠商來台投資，或與我國廠商以策略聯盟方式進行合作，我商亦可透過併購或循我國發基金與以色列 Giza 創投基金相互投資模式，和以方共同研發投資合作，開拓全球市場。

5. 以色列高科技與台灣硬體業間之合作

以方強調，以色列電子產業與台灣產業間具潛在之合作機會。以色列之合成工業、設計公司與半導體產業具有引領

消費性產品（如消費性電子及電信產品）發展之尖端技術，是台灣生產消費性電子產品、手機和手持設備等企業之天生好夥伴。

以色列鼓勵其國內半導體設備公司和台灣半導體製造業及半導體設備產業間彼此合作。

台以雙方同意以資訊交流、共同研發、產業及市場行銷之計畫以及安排聯合研討會和經紀活動合作，促進雙方產業合作。以方由以色列工業研發中心（MATIMOP）與以色列出口國際合作協會（IEICI）為前述活動之聯繫窗口。

台方主導之「先進堆疊系統與應用研發聯盟（Advanced Stacked Application Consortium, Ad-STAC）」積極邀請具備材料、設備、EDA 工具、設計、製造、封裝、測試等產業共同加入，共創半導體新紀元。建議以國政府鼓勵廠商加入該聯盟，共同提升台以雙方在 IC 產業之競爭優勢。

台方亦非常樂意在半導體產業能與以方有更密切之合作，希望可以在製造業所需設備與 IC 設計業上進行合作。

台方將儘速組成產官學界之共同代表團，針對細節展開討論，亦建議以方設立聯絡窗口，與台方洽談合作細節。

至於設立研發中心牽連甚廣，台方表示此應為長期目標，初步以人才交流及跨國之業界合作案為主，以奠定未來合作基礎。

以方指定由以色列出口國際合作協會（IEICI）與以色列電子及軟體產業公會（IAESI）擔任以方之聯絡窗口。

6. 促進觀光業合作

台以互免簽證待遇已於 2011 年 8 月生效，有助於台以兩國旅遊及觀光發展。

以方表達拓展台以雙方觀光意願，推展基督徒朝聖之旅、死海健康之旅及文化觀光等行程。

以方歡迎台方觀光機構提出合作計畫。

台方同意雙方觀光合作，共同發展觀光產業。

7.台灣參加以色列主要展覽及會議

以方鼓勵台灣業者參加以國2012年重要展覽，如2月Medax及5月農業科技（Agritech）展。

台方請以方提供Medax及Agritech及其他主要展覽資訊，俾供外貿協會協助發布展會訊息，週知我國業者並鼓勵其參與。

8.促進企業在第三國參展活動之合作交流

以方鼓勵以色列出口國際合作協會與中華民國對外貿易發展協會之間合作，以促進雙方參與第三國國際活動和展覽，如在西班牙Mobile World Congress及德國Medica等活動。

雙方將交換代表團參團者名單及B2B會議聯合活動相關資訊和細節。

台方請外貿協會與以色列出口及國際合作協會（IEICI）在已簽署之合作協議架構下，交換參展團資料，並就雙方在相關第三國國際展會中共同辦理貿易洽談活動進行研商。

9.加強水科技與潔淨科技合作

以方認為台灣與以色列清潔技術產業具有相當大之合作潛力。

駐台北以色列經濟文化辦事處與駐特拉維夫經濟文化辦事處於2011年11月簽署水利合作備忘錄。此合作備忘錄之指

定聯絡機關分別為：台方之代表為經濟部水利署；以方之代表則為以國工貿部創新科技辦公室（Israel NEWTech）。

台方與以色列雙方可透過資訊交流、聯合研討會、相關產業計畫並共同舉辦研討會，以促進雙方清潔技術產業之合作。台方並建議雙方可在「台以水科技合作備忘錄」架構下，共同致力於對雙方有利之合作計畫來執行。

10. 農業科技合作

以方強調其在農業產業化方面具有顯著合作潛力，包括乳牛養殖場、溫室技術、種子和繁殖材料、家禽、漁業和水產養殖、有機農業、灌溉、農業與肥料。

以方盼與台方提升雙方農業與企業間之合作。

雙方經由資訊交換、舉辦研討會、產業合作計畫及安排產業研討會等方式以促進農業產業之合作交流。

雙方民間部門以此架構為合作之另一項管道。

以方建議台方與駐台北以色列經濟文化辦事處共同協助籌組代表團參加 2012 年 5 月在以國特拉維夫舉辦農業科技博覽會。

台方建議以方研提具體明確合作事項，俾於 2012 年在以色列舉辦之「第 4 屆台以農業合作會議」中討論。關於組團參加 2012 年在以國特拉維夫舉辦之農業科技博覽會，台方農委會將於評估可行性後函復駐台北經濟文化辦事處。

11. 標準化

以方感謝駐以色列代表處及駐台北以色列經濟文化辦事處過去一年間雙方對於「標準、符合性評鑑瞭解書」之重大努力。

台方建請雙方就草案內容積極進行協商，儘速就條文內容達成共識後完成簽署，以利雙方展開標準、符合性評鑑及度量衡之合作。

以方視本案為促進雙方關係之重要里程碑，並期盼能在 2012 年第一季末完成相關諮商並於 2012 年簽署備忘錄。

12. 第 10 屆會議

雙方同意下（第 10）屆台以（以色列）經技合作會議將於雙方同意之日期在台北舉行。

本會議紀錄於 2011 年 11 月 16 日在特拉維夫簽署。

台方簽署人

以方簽署人

黃重球
經濟部次長

Sharon Kedmi
工貿部總司長