

BUSINESS MODEL & MARKETING VALIDATION



Support Research & Development



Vending Service Demonstration

Business Model

Who Pays

- B2B, Research Institute & Property Management (end-user)

For What is Paid?

- Autonomous Vehicle Trial Project
- Application for Autonomous Vehicle Licenses in Hong Kong
- Documentation including Operating Guidelines, Insurance, Training Records

How It is Paid?

- Service Contract

Social Activities and Feedback Collection

Feedback from Potential Target Customers

Marketing Strategy

- Set up posts about TecMart on Social Media
- Join Professional or Technology Groups to enhance Networking Opportunities
- Active Scouting
- Regularly Monitor the Tran website for relevant update
- Actively engage with key st Kong Tech Market



Feedback from Potential Target Customers



"Light Up and Enliven Aberdeen" (26 December 2024)
Hosted a booth and Int Kong's First Autonomo the public in the South

New Bond Limited
Cross Starry (Ideation)

Visit Lenovo to explore the use of Robots and Real-Time Data

Feedback from Current Customers' Social Media



《車路雲：香港智慧交通》 - 香港「智慧交通」發展

We successfully obtained Movement Permits for the AVs and addressed road safety measures for the running routes on the Hong Kong Science Park for two autonomous vehicles (AVs) named "Hercules" provided by Yijing Innovation Technology Co Ltd on 23 Nov 2024.

The outcome of our work supported the Hong Kong Applied Science and Technology Research Institute (ASTRI), the end user, in implementing their Smart Traffic Fund (STF) Project, titled "Evaluation of Smart Mobility Roadside Infrastructure for Connected Autonomous Vehicles" (Ref: P58N/52/22/00/RA).

Hong Kong's First-ever Autonomous Vending Cart at Cyberport Waterfront Park 四四

The Advanced Autonomous Vending Cart reached Cyberport Waterfront Parks in March 2024. In the past few months, we have completed all evaluations from the Transport Department and submitted Movement Permit Applications for Business operation.

Currently, we are discussing the second phase of the project, which will involve enhancing the autonomous vehicle monitoring system.

1. <https://www.facebook.com/techmart.hk/>
2. <https://www.facebook.com/techmart.hk/>
3. <https://www.facebook.com/techmart.hk/>
4. <https://www.facebook.com/techmart.hk/>
5. <https://www.facebook.com/techmart.hk/>

