

## WINNING SOLUTIONS WITH INDUSTRIAL LINKAGE DEVELOPMENT DIVISION

Reduce Difficulties of  
Sourcing Industrial Parts

Access New Potential  
Part Suppliers

Become Part of Strong  
Industrial Network

Opportunities to  
Meet Customers /  
Business Partners

Upgrade Technology and  
Management Skills

Save Cost and  
Save Time

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## INTRODUCING ILDD

In June 1992, the BOI Unit for Industrial Linkage Development or BUILD was established under Thailand Board of Investment (BOI) to support industrial linkages and use of industrial parts manufactured in Thailand. BUILD services offer channels to connect competitive Thai small and medium enterprises (SMEs) and large manufacturers with parts and components suppliers.

With the success of its activities, BUILD has been upgraded into a division under the BOI, the Industrial Linkage Development Division or ILDD.

ILDD will continue to encourage growth in supporting industries in Thailand through providing information on subcontracting opportunities by linking parts suppliers with the right manufacturers. ILDD also assists Thai SMEs to achieve industrial standards required for entering into productive subcontracting arrangements. With its extensive database on subcontractors in Thailand, ILDD is now your best partner to provide sourcing and business matching services. With these services, firms can be assured that their procurement process is well facilitated while saving production costs and time spent in finding domestic parts manufacturers.

ILDD will further strengthen its activities by organizing seminars, workshops, and networking forums in targeted industries of Thailand to provide in-depth information and help support Thai SMEs to be part of global supply chain of the growing next-generation industries.

## BUILD INDUSTRIAL LINKAGE DEVELOPMENT DIVISION

WE LINK FOR YOUR BUSINESS

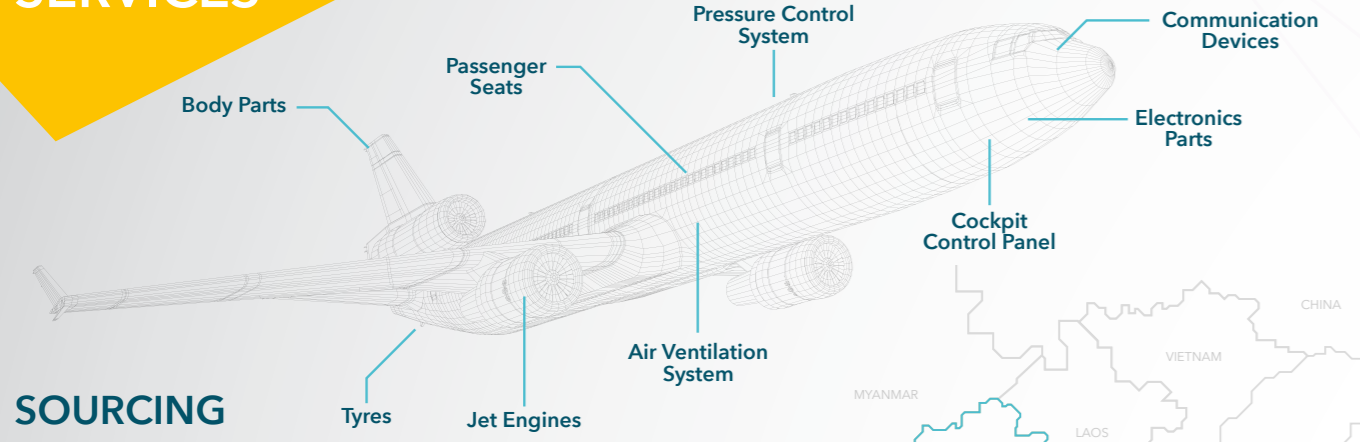
## OUR KEY SERVICES

- Sourcing
- Business Matching
- Online Database
- SUBCON Thailand
- International Exhibitions
- Local Activities

- Vendors Meet Customers (VMC) «
- Market Place «
- Seminars «
- Joint Venture (JV) «

Thailand Board of Investment  
www.boi.go.th

# SERVICES



## SOURCING

ILDD provides sourcing service free of charge to both Thai and foreign buyers seeking parts and components in Thailand by identifying potential suppliers through email: [sourcing@boi.go.th](mailto:sourcing@boi.go.th). In addition, one-on-one meeting can also be arranged.



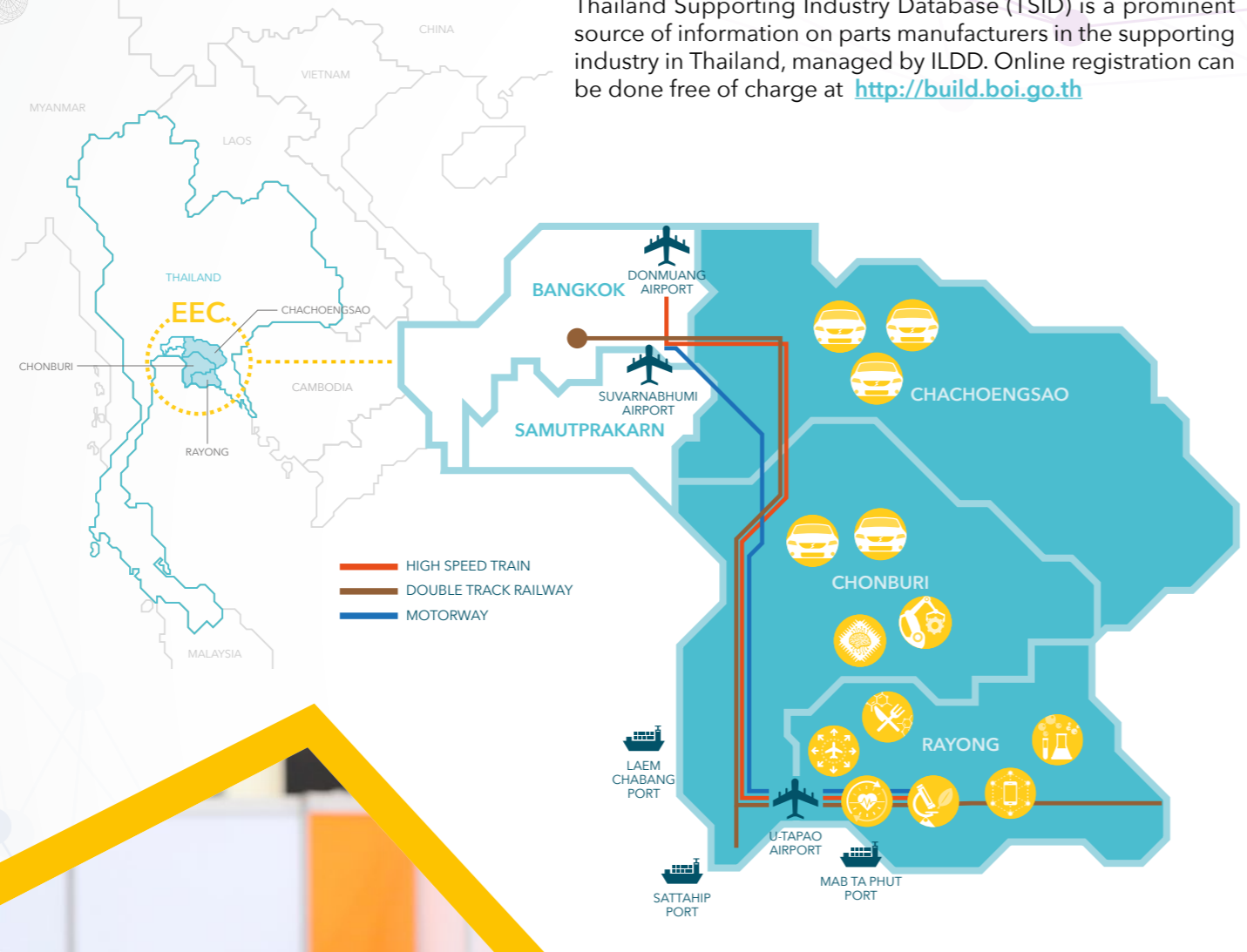
## BUSINESS MATCHING

ILDD organizes and co-organizes numerous business matching events to offer opportunities for both foreign or local buyers and suppliers to meet and discuss the possibilities to be business partners. Business Matching sessions with our network of members are also held regularly throughout the year both in Thailand and in international events.



## ONLINE DATABASE

Thailand Supporting Industry Database (TSID) is a prominent source of information on parts manufacturers in the supporting industry in Thailand, managed by ILDD. Online registration can be done free of charge at <http://build.boi.go.th>



## SUBCON THAILAND

ASEAN'S LEADING INDUSTRIAL SUBCONTRACTING AND BUSINESS MATCHING EVENT

SUBCON Thailand is a prime regional event for the procurement of industrial parts and sourcing. This event is very well-received from foreign buyers and it is held every year in the middle of May at Bangkok International Trade & Exhibition Center (BITEC).

## INTERNATIONAL EXHIBITIONS

Every year, ILDD leads Thai companies to exhibit their industrial parts in many notable overseas trade shows in ASEAN, Japan, European countries, and others. This provides an opportunity for Thai companies to penetrate into the international market and become an integral part of the global supply chain.



## LOCAL ACTIVITIES

ILDD also organizes other local activities that support business linkage and connect the supply chain of parts manufacturers such as :

**Vendors Meet Customers (VMC):** A group of potential suppliers will be invited to visit buyer's factory to learn and receive insights on buyer's procurement selection criteria as well as specific know-how on products manufacturing.

**Market Place:** The industrial venue will be arranged for buyers and suppliers to display their parts, which will open for business opportunities.

**Seminars:** ILDD arranges seminars on various interesting topics to enhance knowledge on particular industrial issues as well as BOI's current policies in order to help increase competitiveness of Thai parts manufacturers.

**Joint Venture (JV):** ILDD helps connect investors interested to do joint venture by publicizing requests via website.

