



Silicon Valley Chinese Entrepreneur Forum

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Discussion Digest 00003

All creditors go to original posters.

Discussion: Copy Business Ideas From US to China

About Timing

Copying an successful business model(idea) from US to China has been proven to be an good approach. I am thinking along the line. Right now, I am particularly interested in two Web 2.0 business ideas (two companies in Silicon Valley are working on them), I am thinking to copy either one of their ideas to China. My question is about timing.

My plan is to wait till the US business achieves a certain level of success, then to copy it. If I copy it too early, then if the business fails in US, very likely, it will fail in China too. (An example, Friendster failed in US, then UUME failed in China and was acquired by mop.com) However, if I copy it too later, then there will be too many competitors.

So how to make judgment on timing of copying ?

How to get funding for a copycat idea ?

Copying a successful US business model from US to China looks like a less risky and proven model, my question is how to raise the funding for such company.

You go to a VC firm and say: "blahblah is successful in US, I want to be blahblah in China and I have 10 years software development experience". To me, it is a very weak proposal, why do VC want to fund you ?

How is about copy this idea to China: a computer Repair Franchiser ?

http://www.siliconvalley.com/mld/siliconvalley/business/technology/personal_technology/13388012.htm?template=contentModules/printstory.jsp

Silicon Valley Chinese Entrepreneur Forum (SVCEF)

<http://www.svcef.com>

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On Copy Web 2.0 Ideas to China

This issue had been discussed before on this group. Someone had asked question regarding to the timing to copy an idea. It is a good question, however, I have a question related to what to copy. Not all business ideas shall be copied to China.

Three recent failures in Internet related area I can see are:

- a. Friendster (US) copied to UUME (China)
- b. Craigslist(US) copied to huzhu (China) and many more. It has a few China copycat.
- c. Facebook (US) copied to xiaonei.com (China). This one is very new, but I think it will fail.

To me, these copycats failed because they tried to copy a model based on "content", while successful copycats, sohu, baidu and "易趣"(now part of ebay), etc were tried to copy "infrastructure".

My guess is that if anyone want to copy some web 2.0 ideas to China, I think it will be better to copy some "infrastructure" ideas, for example, www.jot.com and www.ning.com (Someone recommended these two on this group also).

Content related copycats are easy to do, there are too many "content" related copycats now, see: <http://web2.blogbeta.com/>, not sure how many of them will success.

On When to copy Internet ideas from China to USA

Given that Internet businesses and cell phone applications are more advanced in China than in USA, this will sure happen. It is only a question of when and what to copy.