

FOR ANY MARITIME TECHNOLOGY SUPPLIERS

Zhejiang Maritime Drone Market Entry

The RMB 227m market pool is infrastructure-led. The practical entry route is through differentiated technology and a capable local prime.

INITIAL DEEP-COVERAGE MARKET • ZHEJIANG, CHINA

RMB 227m

evidence-backed
project-value pool

84%

outside direct
UAV systems

87%

concentrated in the
top three value blocks

ENTRY LOGIC

Differentiated technology → Chinese prime / integrator → Local buyer

Sensors • payloads • docks • connectivity •
mission software

VALUE BRIDGE

RMB 227m sizes the pool; RMB 33m/year frames demand

Cumulative attributable value → component-life annualisation → annual demand analogue

CUMULATIVE / PROJECT VALUE

RMB 226.9m

maritime-attributable baseline

ANNUAL DEMAND ANALOGUE

RMB 33.0m/yr

THE CONVERSION LOGIC

01

ATTRIBUTE

Shared infrastructure is first attributed to maritime use.

02

ANNUALISE

CAPEX is spread by component life; services by contract term.

03

INTERPRET

The result is a demand analogue—not realized supplier revenue.

PUBLIC-SAFE OUTPUT

RMB 227m

market pool

↓

RMB 33m/year

demand analogue

METHOD

1 Attribute shared infrastructure to maritime use

2 Annualise CAPEX by useful life

3 Recognize services by contract term

Not a shortcut: RMB 227m ÷ four years is not the method — and the result is not realized supplier revenue.

HOW THE EVIDENCE WORKS

One official record shows how raw evidence becomes a commercial question

The free brief demonstrates source quality, structure, status and attribution discipline—without giving away a vendor-specific answer.

PUBLIC RECORD

Framework + award

RMB 4.8m

BUYER

Wenzhou Port Group

MISSION

Port waters integrated service support

THE RECORD CONFIRMS

3-year 1+1+1 framework • first-year award RMB 1.5m • vessel/UAV support • safety IT

WHAT THE METHOD ADDS

SOURCE IDENTITY

Official source, buyer, framework value, first-year award and term are preserved.

STRUCTURE

Mixed service package is separated into UAV, information and consulting layers.

STATUS CONTROL

Framework value ≠ annual UAV revenue. UAV share is undisclosed; annual renewal depends on performance and internal approval.

COMMERCIAL QUESTION

Which technologies can enter the incumbent delivery stack—and when is the account externally contestable again?

FREE BRIEF = METHOD + MARKET PROOF • MATCHED SAMPLE = ONE PRODUCT-SPECIFIC QUESTION

Source: official Wenzhou Port Group tender and award records; supplied Zhejiang evidence ledger. Public proof only; product-specific fit, route and action remain protected.

PUBLIC EVIDENCE STATES

Two public records show different types of commercial evidence

One planning-stage signal, one repeat-buyer signal. Neither is presented as a client-specific action recommendation.

PUBLIC RECORD	VALUE / CONF.	EVIDENCE ROLE	RELEVANT TECH LAYER	STATUS
Coastal smart-supervision network	Not public Medium	Planning-stage infrastructure signal	Unattended UAV • sensing • coastal monitoring	PLANNING
Daxie terminal UAV procurement records	RMB 0.124m RMB 0.318m	Repeat-buyer signal continuity under review	Terminal UAV • operations • account lifecycle	AWARDED

THREE ADDITIONAL RECORD FAMILIES

FIT • ROUTE • ACTION PROTECTED

Multi-dock platform expansionIntegrated maritime serviceLong-range mission system

Public version demonstrates evidence roles and market relevance. Product-specific fit, partner route and action remain paid.

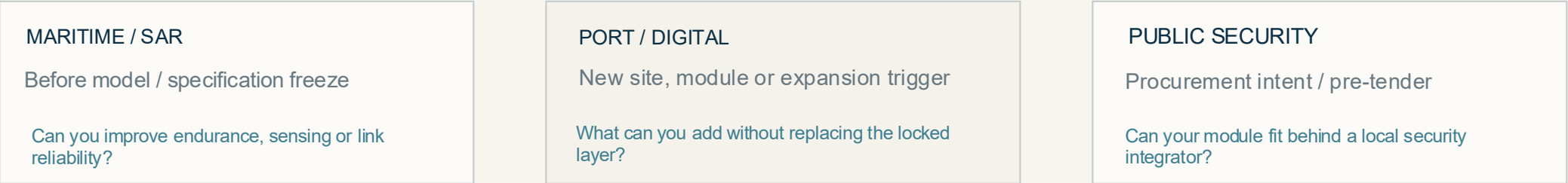
BUYER ROUTES

Different buyers lock different technology layers—and require different local entry routes

Observed buyer patterns from Zhejiang procurement and project records



WHEN TO ENTER



Source: Zhejiang procurement and project records; buyer/mission patterns are public-safe synthesis. Opportunity-specific partner mapping remains paid.

NEXT STEP

Start with one matched record

A low-friction proof of relevance before a paid screen.

ONE PRODUCT LINE

You Got it for Free:

- one public Zhejiang record
- exact status preserved
- one product-relevance question



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MATCHED-RECORD SAMPLE

Test China relevance with one product-matched public record

The free brief proves the market. The matched sample tests whether one specific Zhejiang record is relevant enough to justify deeper research.

YOU PROVIDE

- Product / product line
- Target maritime mission
- Current China-market question

MATCHED SAMPLE

1 public record

buyer • mission • project • status

Why it may match

technical environment + one unresolved entry question

SOURCE CONTROL

- ✓ Source link
- ✓ Status preserved
- ✓ Public facts vs analyst interpretation
- ✓ No fit conclusion

NOT INCLUDED

Fit score • partner names • account ranking • 30-90 days action plan

REQUEST A MATCHED SAMPLE

No fee / no obligation. If the record is relevant, the next step is a **fixed-scope Founding Vendor Screen**.