

附件 1：第 1 期工作说明书

Appendix 1: Statement of Work — Phase 1

主合同 / Master Agreement	《关于优化中国出口货物在美国物流中转分拨环节的调研咨询协议》 Research and Consulting Agreement on Optimizing the Logistics Transfer and Distribution Process of Chinese Export Goods in the United States
委托方 / Client	北京畅世东方国际货运代理有限公司 Trans Orient Freight Service Co. Ltd
咨询方 / Consultant	IntechLegent LLC
版本 / Version	2.0
日期 / Date	2026-____-____

1. 项目背景

1. Background

委托方长期为安琪酵母股份有限公司、湖北宏裕新型包材股份有限公司等企业提供国际货运代理服务。随着这些客户的产品日益进入北美市场，委托方希望了解其客户产品在美国端的物流现状与优化空间，以期在北美物流环节提供增值服务。

The Client has long provided international freight forwarding services to enterprises including Angel Yeast Co., Ltd. and Hubei HongYu New Packaging Co., Ltd. As these clients' products increasingly enter the North American market, the Client seeks to understand the logistics landscape and optimization opportunities at the U.S. end, with the goal of offering value-added services in the North American logistics chain.

2. 第 1 期工作目标

2. Phase 1 Objectives

本期工作的核心目标是回答一个问题：委托方现有客户群及其上下游企业在北美的物流需求是什么？现有服务是否存在优化空间？

The core objective of this phase is to answer one question: What are the North American logistics needs of the Client's existing customers and their upstream/downstream partners? Are there optimization opportunities in the current service arrangements?

3. 交付成果

3. Deliverables

交付物 1：安琪酵母及其供应链生态圈北美物流分析

Deliverable 1: Angel Yeast Supply Chain Ecosystem - North American Logistics Analysis

研究内容包括：

Research scope includes:

- 安琪酵母产品进入北美市场的现有物流路径（海运/空运、港口/机场选择、内陆分拨方式）
Current logistics pathways for Angel Yeast products entering North America (ocean/air shipping, port/airport selection, inland distribution methods).
- 安琪酵母上下游企业（原料供应商、包装供应商如宏裕包材、设备供应商等）与北美的贸易往来情况
Trade activities between Angel Yeast's upstream/downstream partners and North America.

- 当前物流环节中可能存在的中转滞留、成本过高或服务空白等问题
Potential issues in current logistics processes, including excessive dwell time, high costs, or service gaps.

4. 时间安排

4. *Timeline*

本期工作周期约三个月。

The duration of this phase is approximately three months.

时间 / Time	工作内容 / Tasks	交付物 / Output
第 1 个月 Month 1	安琪酵母及其上下游企业北美业务信息收集; 委托方提供行业背景信息 Collect North American business information for Angel Yeast and supply chain partners; Client provides industry background.	进度备忘录 Progress memo
第 2 个月 Month 2	物流路径分析、中转停留时间与成本问题诊断 Analyze logistics pathways; diagnose dwell time and cost issues.	交付物 1 初稿 Draft of Deliverable 1
第 3 个月 Month 3	根据委托方反馈进行补充调研与报告修订; 定稿 Supplement research and revise report based on Client feedback; finalize.	交付物 1 定稿 Final Deliverable 1

5. 工作方式

5. *Working Arrangement*

- 咨询方北美团队负责英文资料收集、数据分析与报告撰写
The Consultant's North American team handles English-language research, data analysis, and report drafting.
- 委托方配合提供行业背景信息和客户侧的业务细节
The Client provides industry background information and business details from the customer side.
- 每两周一次进度沟通, 重要发现随时同步
Progress meetings every two weeks; significant findings communicated promptly.
- 报告以中英文双语提供, 英文版可直接用于未来北美商务场合
Reports delivered in bilingual Chinese-English format; English versions suitable for future North American business use.

6. 本期费用

6. *Fees for This Phase*

本期咨询服务总费用为美元伍仟元整 (USD \$5,000.00)。

The total consulting fee for this phase is Five Thousand United States Dollars (USD \$5,000.00).

付款方式: 本期费用于开工时一次性付清。

Payment: The fee for this phase shall be paid in full upon commencement of work.

7. 交付物形式与保密

7. *Deliverable Format and Confidentiality*

所有交付物以电子文件形式提交 (PDF 或 Word 格式)。交付物的具体内容、格式和篇幅由双方根据实际情况灵活商定。

All deliverables shall be submitted in electronic format (PDF or Word). The specific content,

format, and length of deliverables shall be flexibly determined by both Parties based on actual circumstances.

本项目涉及的所有商业信息（包括但不限于委托方客户信息、业务数据、调研结果）均属于双方商业机密，未经对方书面同意，任何一方不得向第三方披露。

All business information involved in this project shall be treated as confidential by both Parties and shall not be disclosed to any third party without the other Party's prior written consent.

8. 确认签署

8. Confirmation

本工作说明书经双方签署后生效，作为主合同的附件，与主合同具有同等法律效力。

This Statement of Work shall become effective upon signature by both Parties and, as an appendix to the Master Agreement, shall have the same legal effect as the Master Agreement.

<p>委托方 / Client 北京畅世东方国际货运代理有限公司 Trans Orient Freight Service Co. Ltd 签字 / Signature: _____ 日期 / Date: _____</p>	<p>咨询方 / Consultant IntechLegent LLC 签字 / Signature: <u>Lu Chungu</u> 日期 / Date: <u>2026-04-14</u></p> 
---	--