

附件 2：第 2 期工作说明书

Appendix 2: Statement of Work — Phase 2

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	1.0
日期 / Date	2026-____-____

1. 项目背景

1. Background

在第 1 期工作完成对安琪酵母等现有客户北美物流状况的调研基础上，委托方希望进一步了解北美市场整体的中亚方向出口货运需求，以评估在北美开拓中亚货运业务的市场潜力。

Building on the Phase 1 analysis of the North American logistics landscape for existing clients such as Angel Yeast, the Client now seeks to understand the broader demand for Central Asia-bound freight originating from North America, in order to assess the market potential for developing Central Asia freight services in the region.

2. 第 2 期工作目标

2. Phase 2 Objectives

本期工作的核心目标是回答一个问题：北美市场对中亚方向的货运需求规模有多大？哪些行业和企业是潜在目标客户？

The core objective of this phase is to answer one question: How large is the North American market's demand for Central Asia-bound freight? Which industries and companies are potential target customers?

3. 交付成果

3. Deliverables

交付物 2：北美至中亚方向货运需求扫描

Deliverable 2: North America-Central Asia Freight Demand Scan

研究内容包括：

Research scope includes:

- 重点行业识别：油气设备、矿业机械、农业设备、食品加工设备等与铁路运输适配度高的品类
Key industry identification: oil & gas equipment, mining machinery, agricultural equipment, food processing equipment, and other categories with high rail transport compatibility.
- 基于美国贸易统计数据，量化各品类对中亚五国的出口规模与趋势
Quantification of export volumes and trends to the five Central Asian countries, based on U.S. trade statistics.
- 初步目标企业清单，标注企业规模、主要出口产品及现有物流方式
Preliminary target company list, noting company size, main export products, and current logistics arrangements.

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	美国贸易统计数据收集; 重点行业识别与分类 Collect U.S. trade statistics; identify and categorize key industries.	进度备忘录 Progress memo
第 2 个月 Month 2	各品类对中亚五国出口规模与趋势量化分析; 初步目标企业筛选 Quantify export volumes and trends by category; compile preliminary target company list.	交付物 2 初稿 Draft of Deliverable 2
第 3 个月 Month 3	根据委托方反馈补充调研与修订; 报告定稿 Supplement research and revise based on Client feedback; finalize report.	交付物 2 定稿 Final Deliverable 2

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>
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