
Strategic Sourcing from Low Cost Regions

INSIDE

Strategic Sourcing from Low Cost Regions	2
Benefits to You	2
Your Requirements	3
Proven Process	3
Technical Support	4
Contact Us	5

Strategic Sourcing From Low Cost Regions

We have extensive international business experiences helping clients improve their competitive position through cost reduction and product re-engineering initiatives.



Implementing a successful Strategic Sourcing Program depends on these critical factors:

- Knowledge of your own cost drivers and the cost drivers of the Low Cost Region
- Technical expertise to redesign products, when appropriate, to enjoy the benefits of sourcing from Low Cost Region
- Understanding how business is conducted and social cultures of the Low Cost Region
- On the ground resources in the Low Cost Region that are competent, reliable, and trustworthy

Benefits to You

At one time the conventional wisdom is that sourcing from China is only beneficial for large companies with high volume/low mix product lines.



Not anymore. Small and Medium Sized Enterprises (SMEs) can benefit as well.

While building your own Strategic Sourcing Team is an option, leveraging our expertise and experience will significantly reduce your risks, time spent and expenses.

We design the best cost model for both your:

- High volume/Low mix product lines
- Low volume/High mix product lines

We know well the industry standards and technical requirements of these markets:

- > Communications
- > Medical
- > Computing
- > Industrial
- > Aerospace
- > Defence

We work with your Engineering, Procurement and Logistics teams, to target cost reductions ranging from 15% to 30%.

Your Requirements

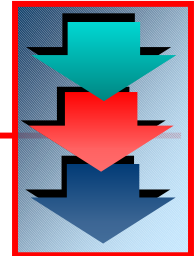
We can fulfill your requirements for:

- Hard tooling and soft tooling
- Plastic injection moulding
- Metal and plastic piece parts
- Investment cast, diecast and precision machined components
- Mechanical, electrical, and electronic components
- Finishing – painting or plating
- Wire and cable harnesses
- Metal and plastic extrusions
- Power supplies
- Thermal management
- Chassis, subassemblies and assemblies



Proven Process

Based on our extensive Electronic Manufacturing Services (EMS) experiences, we have fine-tuned a practical process.

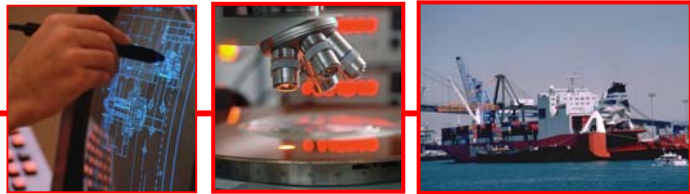


Proven Process	Our Critical Success Factors	Client Participation
Review Products	Understanding the Cost Drivers in Asia, we review your products and identify those best suited for manufacture in Asia	Commit to cost reduction and actively engage in Product Review
Select Products for Sampling	Select from your BOM items for budgetary costing and manufacturing first off samples. We submit a Sourcing Feasibility Report to you at no charge	Provide: <ul style="list-style-type: none"> ○ Engineering drawings and specifications ○ Volume requirements ○ Current price points ○ Target price (optional)
Manufacture and Inspect Prototypes	On your own, communicating with two languages at a long distance can readily cause problems. Your risks, time spent and costs are significantly reduced by working with us. Our engineers translate your drawings and specifications into Chinese as required. We work with your procurement and technical staff to ensure that your quality, technical and price requirements are met. Look for opportunities to reengineer product for improved performance and quality at reduced cost.	Actively participate in selecting the products for sampling and inspecting the finished prototypes. Commit to pay for the prototypes.

Proven Process	Our Critical Success Factors	Client Participation
Supplier Audit	<p>All our pre-qualified suppliers are subjected to a rigorous qualification process.</p> <p>It is our job to ensure that your expectations are met.</p> <p>We follow a formal prototype approval procedure.</p> <p>We have extensive New Product Introduction (NPI) experiences and will guide you away from pitfalls.</p>	<p>Client may want to visit factories prior to prototyping. We will be pleased to arrange plant visits.</p> <p>Trip expenses will be the responsibility of the Client.</p>
Small Batch Production	Starting out with a small order is prudent.	Issue PO for small batch
Normal Batch Production supported by: <ul style="list-style-type: none"> o Onsite Quality Assurance Team o Logistics professionals 	<p>We have our own onsite Quality Assurance staff, including North American professionals familiar with global engineering and quality assurance standards, to make modifications and adjustments at the plant, if required.</p> <p>All your shipping/logistics arrangements are taken care of by our Logistics team.</p> <ul style="list-style-type: none"> o Aggressively push for on-time delivery o Allow 6-8 weeks for delivery by ocean freight o Optional airfreight if require o Build in buffer time to mitigate impacts due shipping and customs clearance delays 	Issue PO for normal batch

Technical Support

Our team of experienced professionals fully supports all our manufacturing capabilities.



Engineering

Mechanical, Thermal, Electrical, Electronics, and Manufacturing Engineering are part of our support services for your projects. At your request, we look for product reengineering opportunities to improve performance and quality at reduced cost.

Quality Assurance

Our Onsite Quality Assurance Team ensures that your products will meet both quality and budget targets. Make any necessary modifications/adjustments at the factory before goods leave China.

Supply Chain Management

Our Logistics experts work with your Procurement and Logistics Teams to ensure your delivery requirements and cost expectations are met.

We know very well industry standards. Examples of Technical Specifications:

- o NEMA 250, UL50, UL508 and CSA C22.2No.94 - Enclosures for Electrical Equipment
- o EU Directive 2002/95/EC Restriction of Hazardous Substances (RoHS) and Directive 2002/96/EC Waste Electrical and Electronic Equipment (WEEE)
- o Telcordia GR 487 Generic Requirements for Electronic Equipment Cabinets
- o GR 63 NEB (TM) Requirements: Physical Protection
- o FCC (Federal Communications Commission) Part 18 Class B
- o MIL-STD-167 Mechanical Vibrations and MIL-STD-401 General Test Methods

Our design tools include:

- > Pro Engineer
- > SolidWorks
- > Pro/Mechanica
- > Flowtherm
- > IcePack
- > AutoCad
- > Inventor

Contact Us



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