

Our supply chain development divided in steps RFQ, RFS, P1

We develop and manage supply chain for our customers in China according to the following phases:

1. Quotation Request (it is also called RFQ phase, “Request For Quotation”).

During this “RFQ” phase we do all tasks necessary to search for potential suppliers, and collect information and evidences through Internet and our data base to provide a detailed “RFQ” report to our CUSTOMERS. Such report consists of comprehensive benchmarking survey, providing information about price, range of products, standard payment terms, Minimum Quantity Order, technical specifications and other customer requirements. The information sources are e-mails from suppliers contacted, internet surfing, specialized browser on suppliers like “Alibaba”, “Made-in-China” and visits to exhibitions of specific fairs like “International Canton Fair” and others specific fairs as well. Additionally SC&COE shall also provide conclusions and clear recommendations to CUSTOMER according to previous experience and knowledge by SC&COE to ensure that CUSTOMER shall have the right information to take the best decision.

SC&COE shall not ever add any cost, commission or service cost on price provided in suppliers’ quotations. No commissions or mark-up will be added, so quotation provided will be the price directly supplied by supplier (FOB or any other INCOTERM). Our CUSTOMER shall always have access to all supplier data to contact directly if necessary.

CUSTOMER shall have the right to commission next phases to SC&COE keep working on the supply chain development according to conclusions during RFQ phase, so that the CUSTOMER shall not have any commitment with SC&COE in next phases.

2. Samples Approval (it is also called RFS phase, “Request For Samples”).

If the above mentioned “RFQ” phase is successful for CUSTOMER then it is highly recommended to confirm quality standard of products quoted by the most interesting suppliers according to the RFQ Report. Then, as per CUSTOMER’s request, SC&COE shall place samples order to the eligible suppliers in order to test samples and duly confirm quality requirements agreed with CUSTOMER previously in RFQ phase.

SC&COE shall run inspection on samples with their own resources so additionally it is possible to place testing service order at external qualified labs in China and send samples wherever it is required by the CUSTOMER.

The final aim of RFS tasks is to confirm accomplishment of quality and technical specifications of products quoted by suppliers.

The aim of RFS tasks is to confirm quality and technical specifications of products quoted by suppliers.

3. Pre-order technical visit for supplier assessment (it is also called PTV phase).

Once we have got clear information about purchasing terms (RFQ report) and quality approval of samples (RFS report), then it is highly recommended to visit supplier’s facilities to check capacity, technology capability and constrains, organization, responsiveness, quality assurance, detailed purchasing agreement and final business negotiation. This visit is previously prepared with specific documents like questionnaire, check-list and objectives agreed with CUSTOMER. After that visit, SC&COE shall release detailed report with conclusions and recommendations as well.

Such PTV report shall be released to CUSTOMER within the next 10 days after last visit scheduled, anyhow, during the visits quick reports by e-mails, phone call and conference call will be done in order to update to CUSTOMER quickly.

4. Production validation and Pre-shipment Quality Control Inspection (PV or PSQCI)

Once the CUSTOMER places the Purchase Order to supplier, it is recommended us to get involved in follow-up of production to fix any technical or/and business issues, always well-coordinated with the management team of the CUSTOMER. Additionally, we will support on logistic procedures with local forwarder when necessary to assure right delivery on time.

Just before shipment, when production is ready to ship, then SC&COE team shall run quality inspection in supplier plant to assure no critical or major quality issue. Just in case we find out any blocking non-conformity, we will immediately work out and discuss corrective and preventive actions, and even we will negotiate any compensation due to delay or damages to CUSTOMER in the same way as a manager of CUSTOMER company could do.

