



asiaction  
*sourcing*

**PROCUREMENT** FACILITATORS

&

**QUALITY** ASSURANCE

in **China**

# Hi!

*I am so grateful that you have taken the time to consider partnering with Asiaction to serve you. While we are proud of our work and the results we will help you achieve ... it is the relationships we build that will endure. I look forward to working closely with you and your team.*



*Aurélien Hivonnet*

Chief Executive Officer

# Full Management Services

## ... for a complete support

Two management services (**Product Dev. & Procurement**) for buyers in need of a dedicated buying office in China.

	PRODUCT DEVELOPMENT	PROCUREMENT			
		PURCHASE	LOGISTICS	MARKETING MATERIAL	AFTER-SALES
PREPARATION	<ul style="list-style-type: none"> <li>• Study product &amp; market specifications</li> <li>• Design</li> <li>• Optimize packaging</li> </ul>	<ul style="list-style-type: none"> <li>• Analyze order specifications</li> <li>• Select the right factory</li> <li>• Set up the production plan</li> </ul>	<ul style="list-style-type: none"> <li>• Suggest best route and price</li> <li>• Prepare full logistic solutions (simple or complex)</li> <li>• Arrange import &amp; export documents</li> </ul>	<ul style="list-style-type: none"> <li>• Study clients needs</li> <li>• Schedule photoshoot</li> <li>• Write product spec sheet, assembly instructions</li> </ul>	<ul style="list-style-type: none"> <li>• Negotiate before and after orders with factories</li> <li>• Prepare after-sales process</li> </ul>
MANAGEMENT	<ul style="list-style-type: none"> <li>• Follow up prototypes production</li> <li>• Control prototypes</li> <li>• Send reports to client</li> </ul>	<ul style="list-style-type: none"> <li>• Monitor the production</li> <li>• Quality control</li> <li>• Send regular and detailed reports</li> </ul>	<ul style="list-style-type: none"> <li>• Follow up door-to-door shipment</li> <li>• Send up to date information</li> <li>• Contact with forwarder</li> </ul>	<ul style="list-style-type: none"> <li>• Coordinate photographers and designers</li> <li>• Control and fix photos</li> <li>• Control printed documents</li> </ul>	<ul style="list-style-type: none"> <li>• Follow up clients feedback after delivery</li> <li>• Record all issues</li> </ul>
PROBLEM SOLVING	<ul style="list-style-type: none"> <li>• Analyze technical issues</li> <li>• Find solutions with client and factory</li> <li>• Improve prototypes</li> </ul>	<ul style="list-style-type: none"> <li>• Find solutions in case of production issue</li> <li>• Negotiate with factories</li> <li>• Implement solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Negotiate with forwarder in case of delivery issue</li> <li>• Retrieve missing documents and information</li> </ul>	<ul style="list-style-type: none"> <li>• Make sure everything is done as expected</li> </ul>	<ul style="list-style-type: none"> <li>• Analyze all problems from clients feedback</li> <li>• Search for product improvements</li> <li>• Confirm improvements for next orders</li> </ul>
PRICE	ask for quote	ask for quote (% on FOB value)			

# Services « à la carte » ... for your specific needs

NAME	OBJECTIVE	FRAMEWORK	RESULT	COST	
<b>Sourcing</b>	<b>Identify 3 potential suppliers presenting low risk of cooperation</b>	Search for capable factories, matching requirements and target prices, with appropriate certifications	<ul style="list-style-type: none"> <li>• <b>Sourcing Report presenting:</b> <ul style="list-style-type: none"> <li>- Introduction of 3 potential suppliers with low risk estimation</li> <li>- Catalogues, price lists, samples quotations and samples collections</li> </ul> </li> <li>• <b>3 Investigation Reports (facts + authenticated documents + analysis + advice)</b></li> </ul>	<b>\$ 2 300</b>	per product type
<b>Company Investigation</b>	<b>Detect fraud and anomaly before ordering</b>	Check on companies mentioned on commercial documents or could be involved in the purchasing transaction to evaluate risks	<ul style="list-style-type: none"> <li>• <b>Investigation Report presenting:</b> <ul style="list-style-type: none"> <li>- Company history and relationships between the different entities involved</li> <li>- Verification of legal information (directors, organization chart, Business License, bank account, validity of companies, etc.)</li> <li>- Verification on your contact (position in the company, history in the company, contact details, identification, etc.)</li> <li>- Verification of the authenticity of test reports and certificates</li> </ul> </li> <li>• <b>Analysis and advice</b></li> </ul>	<b>\$ 600</b>	per company
<b>Market Standard Analysis</b>	<b>Make sure you have all documents required for importation and distribution</b>	Retrieve legal requirements from official entities	<ul style="list-style-type: none"> <li>• <b>Standards Report presenting:</b> <ul style="list-style-type: none"> <li>- Lists of standards and tests required by the legislation of the importing territory</li> <li>- Comparison with the documents made available by the supplier</li> <li>- Prerequisites, timeline and tariffs for laboratory tests</li> </ul> </li> </ul>	<b>\$ 450</b>	per product
<b>Factory Audit</b>	<b>Evaluate the risks ordering from a specific factory</b>	Send an auditor to check factory site	<ul style="list-style-type: none"> <li>• <b>Audit Report containing:</b> <ul style="list-style-type: none"> <li>- Verification of the existence of the plant and if it manufactures itself the products sold</li> <li>- Verification of their production capacity, of their production lines (quality of products in production, defects, etc.), of the raw materials, of quality procedures in place</li> <li>- Recovery of legal and organisation information of the factory</li> <li>- A photo report of the factory</li> </ul> </li> <li>• <b>Analysis and advice</b></li> </ul>	<b>\$ 700</b>	per factory
<b>Laboratory Tests &amp; Certification</b>	<b>Verify the product compliance with your market regulations &amp; get necessary certificates</b>	a/ test on a sample provided by factory before production b/ test on a sample picked by our team during your production Tests are operated by the most appropriate European laboratory	<ul style="list-style-type: none"> <li>• <b>Tests report and certificate with your company name</b></li> </ul>	<b>\$ 400</b>	per certificate
<b>Product Inspection / Quality Control</b>	<b>Verify that produced goods are complying with the order requirements</b>	Random check on an AQL sampling batch from your order goods, during or at the end of the production	<ul style="list-style-type: none"> <li>• <b>An Inspection Report presenting:</b> <ul style="list-style-type: none"> <li>- Check on quantities, visual aspects, functioning, marking, packaging</li> <li>- Product tests and measurements</li> <li>- And all specific control points specified in the inspection plan</li> </ul> </li> <li>• <b>Analysis and advice</b></li> </ul>	<b>\$ 400</b>	per day
<b>Container Loading Supervision</b>	<b>Make sure you have all documents required for importation and distribution</b>	Compare loaded cartons with packing list and random content check	<ul style="list-style-type: none"> <li>• <b>Loading Report presenting:</b> <ul style="list-style-type: none"> <li>- Contents of the boxes</li> <li>- Shipping marks</li> <li>- Quantities of cartons loaded</li> <li>- Condition of the container before loading</li> <li>- Seal photos</li> </ul> </li> </ul>	<b>\$ 300</b>	per container

# Client Profile

## ... our «best match»

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We serve clients of all sizes. However, we are particularly well suited to help clients of this type:

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### **ESTABLISHED BUSINESSES**

Brands, importers, purchasing groups, retailers

We provide world-class services to secure and protect buyers who have high demand and recurrent orders from China.

### **START-UP COMPANIES**

We assist entrepreneurs in developing their products in China in easy and safe conditions.

### **ONE SHOT PROJECTS**

Thanks to our responsive and committed team, we can handle projects that require a lot of skills and abilities in a short time.



# Our Team

the awesome individuals ready to help you



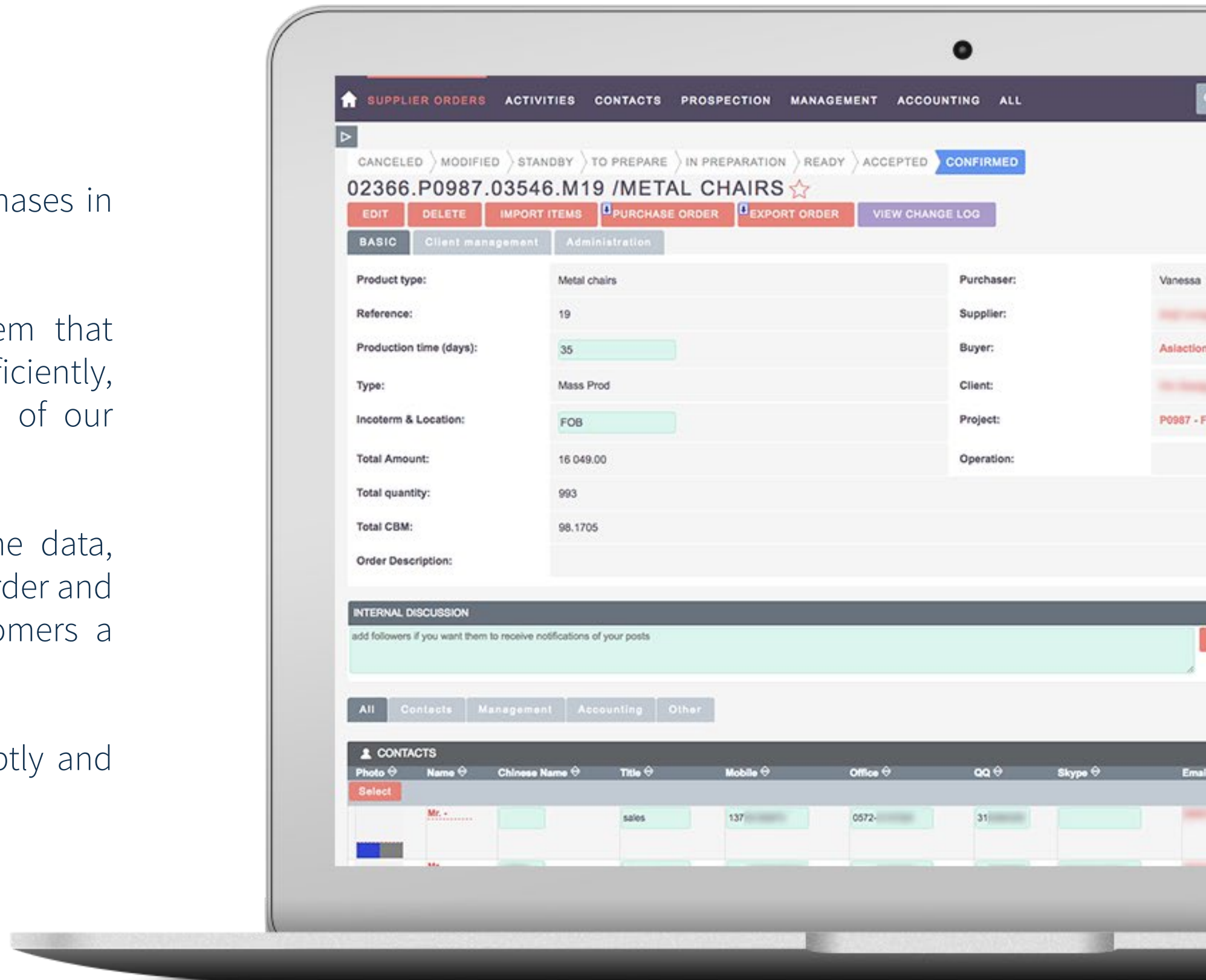
# How we work ... with our system

Our company was founded on the idea that purchases in China must be clear and simple.

Consequently, we built a fully customized system that follows every step of the orders clearly and efficiently, giving us a formidable advantage at the service of our customers.

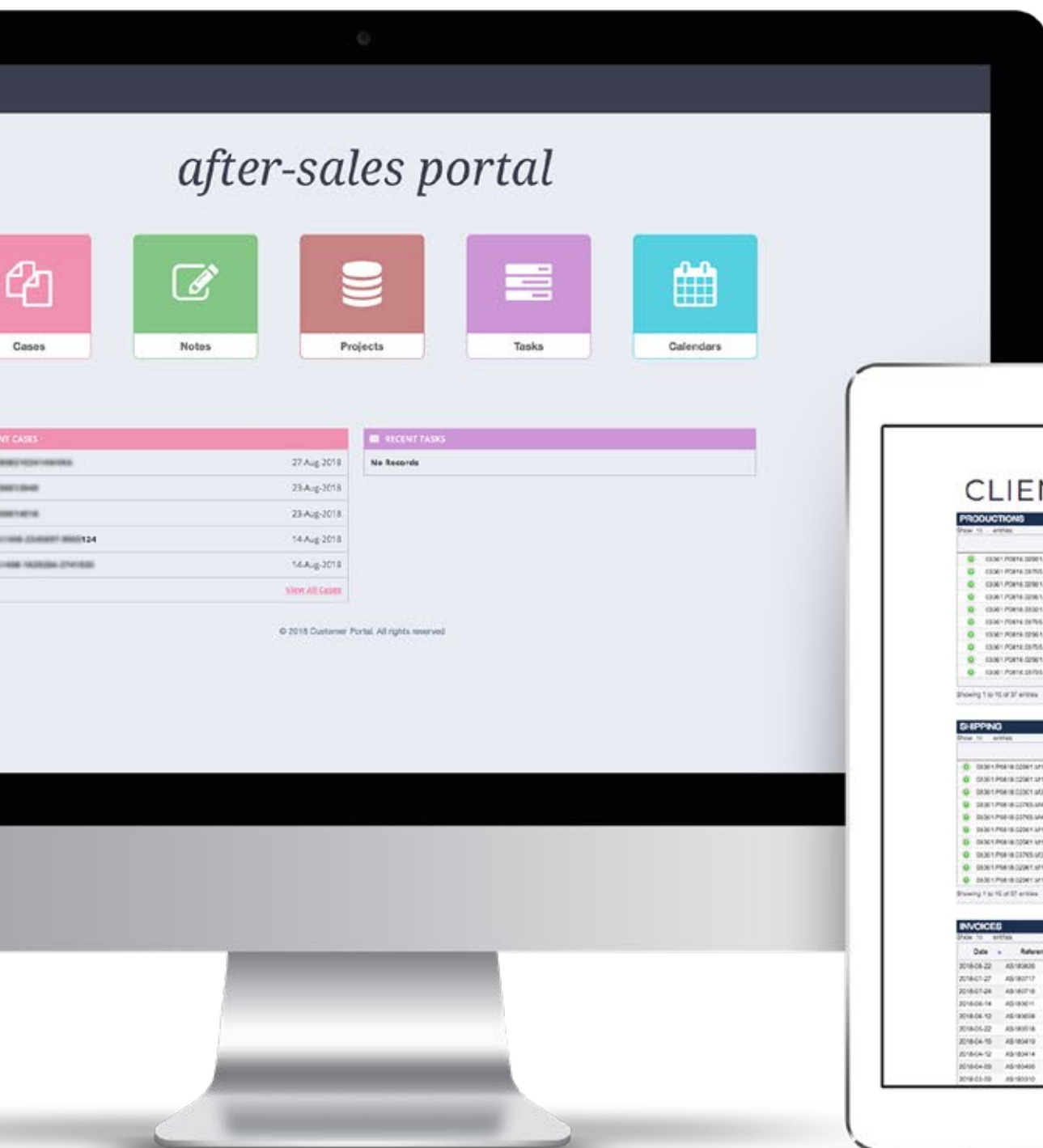
This ERP/CRM tool allows us to centralize all the data, organize all the tasks, monitor each step of every order and most importantly, it allows us to give our customers a precise and transparent view of their orders.

Our agents are able to reply to your questions aptly and with all the details necessary.



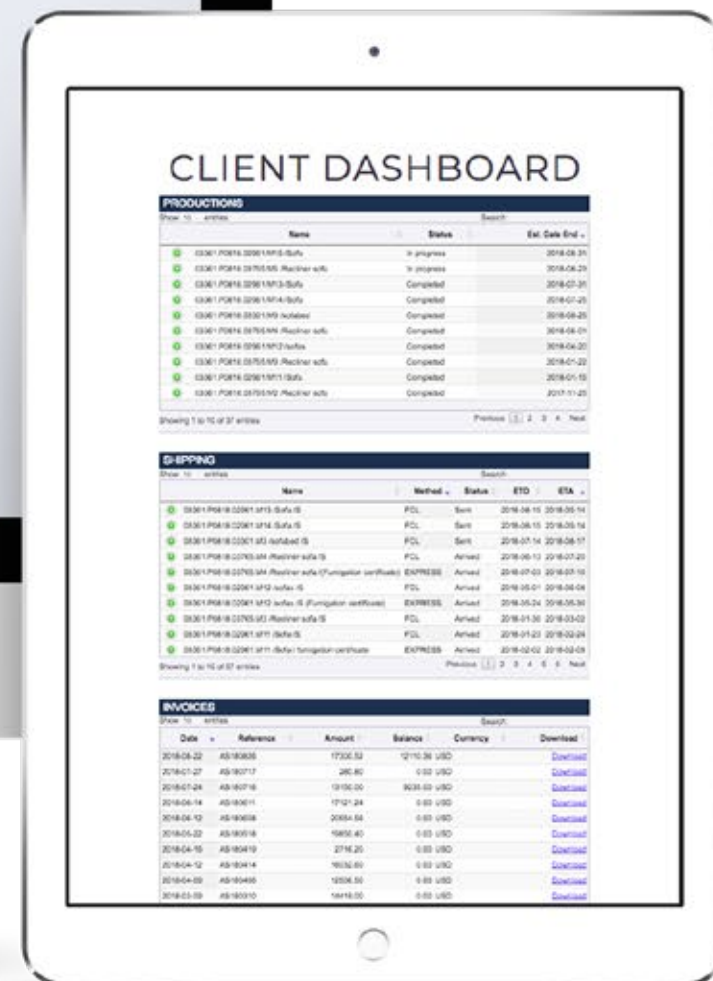


# How you monitor ... all your orders



Our after-sales portal allows our clients to:

- create and follow cases regarding their orders,
- exchange messages and pictures with our agents,
- focus on product improvement when we re-order.



All our customers have full access to our online tracking platform on which they can:

- follow production dates,
- check inspection reports with HD pictures and videos,
- access necessary import documents for each container.





## **CORPORATE OFFICE**

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