

## Technomic Asia services:

- Market assessment
- New market entry
- Growth strategy
- Competitive analysis & benchmarking
- Competitive cost analysis
- Distribution & value chain assessment
- Acquisition Search
- Acquisition due diligence
- China Readiness assessment
- New product evaluation
- Opportunity Mapping
- Relationship Mapping
- Sourcing Services

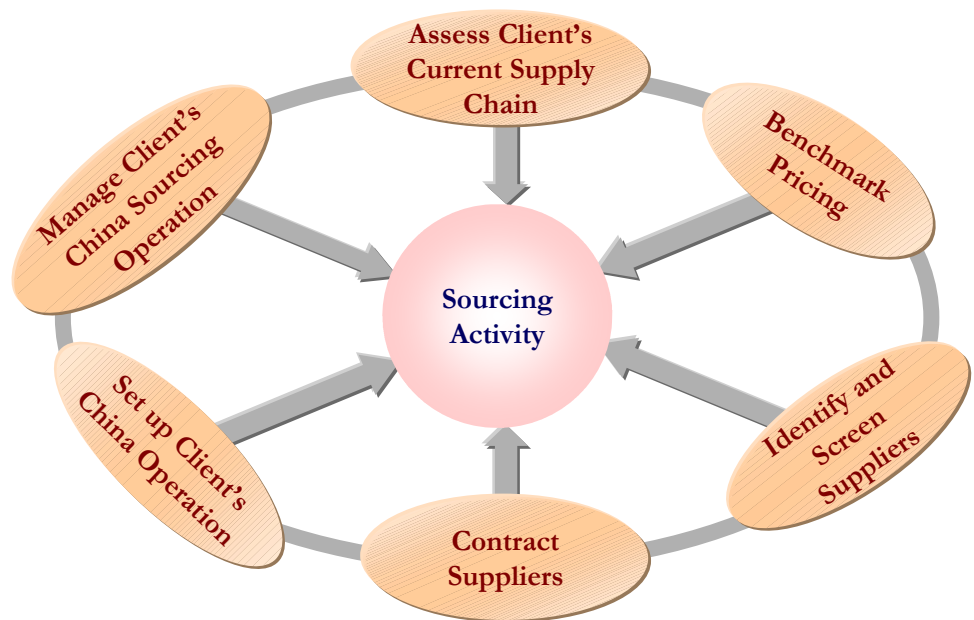
**Technomic Asia provides tailored assistance to clients wishing to expand the China sourcing and/or re-structure their local sourcing capabilities.**

Traditionally, firms without the resources of the major multinational corporations (MNCs) solved their China sourcing problems by dealing through third-party trading companies – many times not even located in Mainland China. The lack of transparency in this type of operation, today, causes an inability to effectively to:

- Understand true supply chain costs and negotiate best prices
- Determine whether you have the best sourcing partner(s)
- Know that you have a secure and optimum sourcing structure, appropriate to the importance of China sourcing to your firm

As sourcing becomes a more **strategic part** of your organization, it is critical to have better understanding and control of the process in China.

Technomic Asia assists its clients with their **China sourcing strategies**, from conceiving the best sourcing approach to finding the best sources to implementation and management of their sourcing operation.



Technomic Asia brings a unique combination of strengths to the sourcing process:

- We have over **15 years of experience** in China and our resources are dedicated to help western firms effectively and securely do business in a complex and dynamic market.
- Technomic Asia operates under a policy of business **transparency** - we are not a broker nor a third-party trading company – rather, our competencies are designed to be utilized as an extension of our client's company in China.
- Being a **strategic organization**, we assist our clients as their organizations evolve and their needs change. We help recognize new opportunities as well as threats.



“Providing Solutions for Growth”

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## **Technomic Asia’s network of affiliates:**

- **Shanghai**
- **Singapore**
- **Seoul**
- **Tokyo**
- **Mumbai**
- **Melbourne**
- **Chicago (US regional office)**
- **London (European regional office)**

## **China Sourcing Services**

**Technomic Asia** provides a dynamic suite of sourcing capabilities that optimizes your sourcing process - from analysis to supplier selection through vendor management - we can help you greatly improve its effectiveness, resulting in hard-dollar savings that immediately improve bottom-line profitability.

- Identify suitable products for China sourcing
- Work closely with your teams to confirm technical/product specifications
- Identify and qualify suppliers and obtain quotations
- Provide pricing, delivery details, payment terms, etc.
- Operate our own quality system
- Take responsibility for shipping of goods
- Invoice you in foreign currencies
- Arrange catalogues, samples and ongoing sampling
- Production control - including quantities and capacity
- Logistics / shipping arrangements over Land and Sea
- Dealing with customs, insurance, tariffs and taxes
- Help you optimize your sourcing structure and localization plan

As a longstanding **strategic consultancy** in China, **Technomic Asia** also provides valuable senior management insight and support to the client, necessary in an ever changing and difficult market like China.

Having completed over 600 consulting assignments in China, Technomic has **experience in many industries**, such as.:

- Plastics
- Textiles
- Metal parts
- Aluminum
- Automotive
- Healthcare
- Specialty Chemicals
- Household care
- Building Materials
- Consumer Products
- Hardware/tools
- Industrial Products

**Technomic Asia's** staff has a combination of backgrounds including expatriates who have been in Asia many years, local Chinese staff with foreign education and local staff with strong industry experience. Collectively, this capability provides a unique perspective on doing business in China.

For more information on Technomic Asia’s sourcing services please contact Kent Kedl at [kkedl@technomicasia.com](mailto:kkedl@technomicasia.com)

## **About Technomic Asia**

Technomic Asia is an international management and market strategy firm that has been assisting companies in Asia for over 20 years. With expertise in a variety of industries and a track record of doing business with over 150 MNCs in the region, Technomic Asia is positioned to help clients clarify, expand, and identify the most profitable growth opportunities for their businesses.