

25+ Years of experience in global sourcing, USA contact with global employees

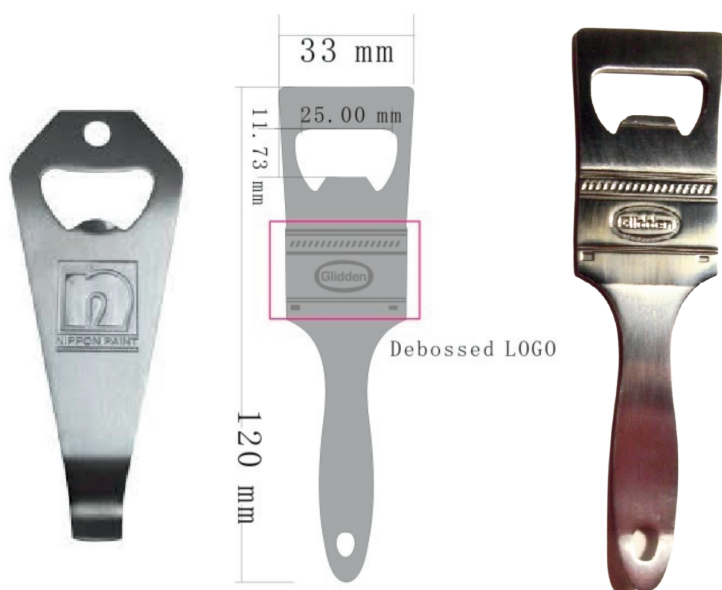
A single US-based point of contact for all aspects - Sourcing, Quoting, Sampling, Testing (if needed), Production, Quality Assurance, Delivery, Post Delivery Follow up

ENJOY

- One USA contact
- Large projects and clients
- RFQ's and RFP's
- Outside-the-box solutions to increase profits, reputation, sales and reorders
- Magically increase program budgets
- Differentiation from competitors
- Value added resource
- Enhanced offerings to clients
- Marketing Expertise - Global Knowledge

AVOID

- Fear - Sourcing WITH trustworthy partners
- Risk - Financial, Reputation
- Worry - On each step - Testing, Production, Quality, Delivery, Accountability
- Communication issues - Language and Culture Barriers
- High mold charges
- OH NO moments after delivery/distribution



RFQ 20,000 Paint Lid/Bottle Openers

Distributor offered RFQ Item

+ DIFFERENTIATOR/COMPETITIVE FACTOR

- Custom shaped Glidden Brush opener
- Same price point as RFQ
- Nominal mold charge
- Won bid on creativity
- Increased order to 150,000 units



**SCAN TO VIEW
OTHER SOURCING
PROJECTS**

Medical Device Bag 6,000 units 2x a year

- Medical company was using high end backpack for their expensive medical device
- Backpack replica offered at lower cost
 - Medical device loose had to remove for use - damage issues

+ DIFFERENTIATOR/COMPETITIVE FACTOR

- Custom made quality backpack with functional compartments to avoid removal of device (reduce damage)
- Multi location/method decoration logo placement
- Half cost of high end backpack

