Work With Chinese SME Suppliers

Bob Ke
Buyer May Need

Understand Chinese Suppliers

Candidate Suppliers

Visit the Candidates

Mfg. Agreement

Kickoff

Your China Presence

We Offer

Due Diligence on Status Quo

Match-making and Screening

Arrange, Accompany & Translate

As Your China Contact Point

Translate Dwg/Docs

Sell to China Market

IPR

Quality Inspection, Supplier Management & Assessment

Bench-marking
Have ≥2 Suppliers When Possible

1. To create a balance or competition
2. To make up quickly if one fails
3. To get a better understanding of each supplier
Develop A Relation More Than Just A Business Nature

1. Meet once a year (visit or invite)
2. Always bring a gift! Show-off
3. Gossip and Drink.
4. Admit differences

The less you talk about business, the more you are in good business!
Have A Local Presence

1. Inspection from beginning to end
2. Constant update/Emergency
3. Explain in Chinese way
4. Work with only one person
   =Keep things easy and simple
Have A Local Presence

5. Visit Supplier’s supplier
6. Watch the dynamics
7. Look for new suppliers
8. Manage PO and logistics
Thank You

Merry Christmas
&
Happy New Year

from

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