

Alibaba.com Gold Plus Supplier



Assessment Report

Presented to

Dongguan Yescap Manufacture Factory

东莞市厚街亿思帽厂

Gold Supplier & Assessed Company Relationship:	<input checked="" type="checkbox"/> Self-owned <input type="checkbox"/> Wholly Owned <input type="checkbox"/> Shareholder/Partner <input type="checkbox"/> Kindred between Owners <input type="checkbox"/> Cooperation Partner
Company Address	Address 1: No.5, Lane 6, Youyi Street, Lvzhou, Baihao Village, Houjie Town, Dongguan City, Guangdong Province, China Address 2: 3/F, No.6, Lane 18, Shapu, Yuanxing Street, Baihao Management Area, Houjie Town, Dongguan City, Guangdong Province, China
City / Country:	Dongguan / China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	yescaps
Gold Supplier Company Name:	Dongguan Yescap Manufacture Factory
Contact Person:	Ms. Sunny Cao
Phone Number:	0086-15920258861
Fax Number:	0086-769-85837117
Email:	yescap@163.com
Website Address (URL):	http://yescap.en.alibaba.com

*Service Provided by SGS
Report No.: 20908970_P+T*





Report Number:	20908970_P+T	Assessment Type	Production & Trade Assessment
Date of Assessment:	09/Sep./2020	Report Date:	09/Sep./2020
Assessor's Name:	Jerry Liu	Validity Period:	10/Sep./2020 -- 09/Sep./2021
Reviewed By:	Younger Hong	Online Verification:	www.sgs.com/ecv

Important Notes:

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Section 1: Company Overview

Company Overview			
1.1 Legal Validity			
Does the company have a valid business license?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Business License Number:	92441900L3277066XN
Year Established:	18/May/2010	Validity Period:	18/May/2010 -- 31/Dec./2049
Export Experience:	10	Industry Experience:	10
Registered Address:	No.5, Lane 6, Youyi Street, Lvzhou, Baihao Village, Houjie Town, Dongguan City, Guangdong Province, China		
Company Address:	Address 1: No.5, Lane 6, Youyi Street, Lvzhou, Baihao Village, Houjie Town, Dongguan City, Guangdong Province, China Address 2: 3/F, No.6, Lane 18, Shapu, Yuanxing Street, Baihao Management Area, Houjie Town, Dongguan City, Guangdong Province, China		
Is it listed company?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Company Stock Code	N/A
Annual review conducted by the Industrial & Commercial Bureau?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Reviewed By:	Donggan Industrial & Commercial Bureau
Registered Capital:	N/A		
Corporate Representative:	Mr. Xiaotian Chen		
Industry:	Hats & Caps		
Business Type:	<input type="checkbox"/> Manufacturer <input type="checkbox"/> Trading Company <input checked="" type="checkbox"/> Manufacturer & Trading Company		
Type of Ownership:	<input checked="" type="checkbox"/> Private Owner <input type="checkbox"/> Public Company <input type="checkbox"/> Joint Venture <input type="checkbox"/> Stated Owned <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other		
Products /Service:	Baseball Cap; Snapback Hat; Sun Visor; Winter Beanie; Fashion Hat		
1.2 Company Building Information			
Certification Type: <input type="checkbox"/> Land Certification <input type="checkbox"/> Real Estate Certification <input type="checkbox"/> Lease Agreement <input checked="" type="checkbox"/> Factory Officer Claimed			
Total Building Size: <u>2,200 m²</u>			
Number of Building(s): <u>2</u>			
Office Size: <u>600 m²</u>			

Section 2: Human Resources

Human Resources				
2.1 Company Chart				
<pre> graph TD GM[GM] --- ViceGM[Vice GM] ViceGM --- FinDept[Fin. Dept.] ViceGM --- RnDDept[R&D Dept.] ViceGM --- AdminDept[Admin. Dept.] ViceGM --- SalesDept[Sales Dept.] ViceGM --- PurchaseDept[Purchase Dept.] ViceGM --- ProductionDept[Production Dept.] ViceGM --- QCDept[QC Dept.] </pre>				
2.2 Employee Headcount				
Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total	
GM	1	0	1	
Vice GM	1	0	1	
Fin. Dept.	2	0	2	
R&D Dept.	2	0	2	
Admin. Dept.	3	0	3	
Sales Dept.	7	0	7	
Purchase Dept.	2	0	2	
Production Dept.	30	0	30	
QC Dept.	3	0	3	
Total Number:	51	0	51	
2.3 Management				
Department	Name	Title	Education	Year(s) in Current Company
GM	Mr. Xiaotian Chen	GM	Junior college graduate	10.3



Section 3: Current Export Situation

Current Export Situation																							
There is/are <u>7</u> foreign trading employee(s) in the company.																							
Working Experience	Headcount	<table border="1"> <thead> <tr> <th>Accepted Language</th> <th>Listening & Speaking</th> <th>Reading & Writing</th> </tr> </thead> <tbody> <tr> <td>English</td> <td>Yes</td> <td>Yes</td> </tr> <tr> <td>N/A</td> <td>N/A</td> <td>N/A</td> </tr> <tr> <td>N/A</td> <td>N/A</td> <td>N/A</td> </tr> <tr> <td>N/A</td> <td>N/A</td> <td>N/A</td> </tr> <tr> <td>N/A</td> <td>N/A</td> <td>N/A</td> </tr> <tr> <td>N/A</td> <td>N/A</td> <td>N/A</td> </tr> </tbody> </table>	Accepted Language	Listening & Speaking	Reading & Writing	English	Yes	Yes	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Accepted Language	Listening & Speaking	Reading & Writing																					
English	Yes	Yes																					
N/A	N/A	N/A																					
N/A	N/A	N/A																					
N/A	N/A	N/A																					
N/A	N/A	N/A																					
N/A	N/A	N/A																					
Over 30 Years	0																						
21-30Years	0																						
11-20 Years	1																						
6-10 Years	3																						
2-5 Years	1																						
Less than 2 years	2																						
Does the company have a valid export license?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No																					
Export License Registration No.:		N/A																					
Total Revenue (Previous Year):		Confidential																					
Total Export Revenue (Previous Year):		Confidential																					
Estimated Export Revenue (Current Year):		Confidential																					
Trade Agents Employed Overseas:		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No																					
Nearest Port:		Shenzhen Port																					
Accepted Payment Terms		<input checked="" type="checkbox"/> FOB <input checked="" type="checkbox"/> CIF <input checked="" type="checkbox"/> EXW <input checked="" type="checkbox"/> CFR																					
Accepted Payment Type:		<input checked="" type="checkbox"/> L/C <input checked="" type="checkbox"/> T/T <input checked="" type="checkbox"/> Credit Card <input checked="" type="checkbox"/> Cash <input checked="" type="checkbox"/> West Union <input type="checkbox"/> Money Gram <input checked="" type="checkbox"/> Paypal <input type="checkbox"/> Moneybooker																					
Average lead time from product order confirmation to production delivery (products exiting the factory):																							
Product Category	Num	Unit																					
Baseball Cap	25	Days																					
Snapback Hat	25	Days																					
Sun Visor	25	Days																					
Winter Beanie	25	Days																					
Fashion Hat	25	Days																					
Average Sampling Time																							
Product Category	Lead Time																						
Baseball Cap	7 Days																						
Snapback Hat	7 Days																						
Sun Visor	7 Days																						
Winter Beanie	7 Days																						
Fashion Hat	7 Days																						
The Shortest Sampling Time																							
Product Category	Shortest Lead Time																						
Baseball Cap	7 Days																						



Section 4: Export Business Capacity

Export Business Capacity			
4.1 Market Distribution (Previous 12 Months)			
Market	Main Product(s)	Revenue (USD)	Total Revenue (%)
North America	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	27
South America	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	2
Eastern Europe	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	2
Southeast Asia	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	5
Africa	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	1
Oceania	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	8
Mid East	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	5
Eastern Asia	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	5
Western Europe	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	10
Central America	N/A	0	0
Northern Europe	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	25
Southern Europe	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	5
South Asia	N/A	0	0
Domestic Market	Baseball Cap, Snapback Hat, Sun Visor, Winter Beanie, Fashion Hat	Confidential	5
4.2 Main Clients			
Client Name	Main Product(s)	Total Revenue (%)	
Confidential	Confidential	Confidential	

Section 5: Production Capacity

Production Capacity				
5.1 Annual Production Capacity (Previous Year)				
Baseball Cap: 300,000 Pcs, Snapback Hat: 200,000 Pcs, Sun Visor: 200,000 Pcs, Winter Beanie: 200,000 Pcs, Fashion Hat: 100,000 Pcs				
5.2 Production Capacity				
Product Name	Production Line Capacity	Actual Units Produced (Previous Year)		
Baseball Cap	30,000 Pcs / Month	300,000 Pcs		
Snapback Hat	20,000 Pcs / Month	200,000 Pcs		
Sun Visor	20,000 Pcs / Month	200,000 Pcs		
Winter Beanie	20,000 Pcs / Month	200,000 Pcs		
Fashion Hat	10,000 Pcs / Month	100,000 Pcs		
5.3 Production Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Air Hole Embroidery Machine	JUKI	2	3	Acceptable
Company Sewing Machine	GOLDEN WHEEL	35	3	Acceptable
High Sewing Machine	GOLDEN WHEEL	6	3	Acceptable
Ironing Machine	YESCAP	2	1	Good
Nailing Machine	FEIOU	8	3	Acceptable
Sweatband Machine	GOLDEN WHEEL	2	3	Acceptable
Lining Ironing Machine	SDPC	2	3	Acceptable
Cutting Machine	XINDALU	1	3	Acceptable
Company Embroidery Machine	HEFENG	5	3	Acceptable
Electric Scissors	OWBOOS	1	3	Acceptable
Jacquard	N/A	7	3	Acceptable
5.4 Testing Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Hat Size Measuring Instrument	N/A	8	1	Good
5.5 Subcontractors				
Subcontractor Name	Product Subcontracted	Volume Supplied	Cooperation Period (Years)	
N/A	N/A	N/A	N/A	
5.6 if the factory has testing capability(including qualified staff, equipment and method or certified by any organization& 3rd parties & client)		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		



5.7 Subcontractors Type	<input type="checkbox"/> Order outsourcing <input type="checkbox"/> Process outsourcing <input checked="" type="checkbox"/> No need to outsource <input type="checkbox"/> Other
5.8 Equipment Number	N/A
5.9 Production Line Number	N/A
5.10 Work Instruction	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
5.11 Clear Production Process	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
5.12 Production Management System	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
5.13 Production Control Capability	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Section 6: Quality Assurance

Quality Assurance				
6.1.1 Quality Management System Certification				
Certification	Certified By	Certificate No.	Business Scope	Validity Date
N/A	N/A	N/A	N/A	N/A
6.1.2 Product Certification				
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date
N/A	N/A	N/A	N/A	N/A
6.2 Testing Report				
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date
N/A	N/A	N/A	N/A	N/A
6.3 Quality Control Management				
Item	Content		Observations /Comments	
6.3.1	Is there quality control on all production lines?		<input checked="" type="checkbox"/> Yes, all production lines have adequate quality control <input type="checkbox"/> Yes, some production lines have adequate quality control <input type="checkbox"/> No	
6.3.2	Do the QA/QC inspectors work independently from the production line?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
6.3.3	Who does the QC/QA Manager /Supervisor report to?		GM -- Mr. Xiaotian Chen	
6.3.4	How many QA/QC inspectors in total?		3	
No. of Employees in Each Production Line:				
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA	
Workshop	1	29	3	
6.3.5 Average Guarantee Time				
Product Category		Guarantee Time		
Baseball Cap		6 Months		
Snapback Hat		6 Months		
Sun Visor		6 Months		
Winter Beanie		6 Months		
Fashion Hat		6 Months		
6.3.6 The Longest Guarantee Time				
Product Category		Guarantee Time		
Baseball Cap		6 Months		
6.3.7 Are there any specific inspection standards and guidelines/records of workflow?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		



6.4 Supplier Management		
Item	Content	Observations /Comments
6.4.1	Does the company have a supplier assessment procedure?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
6.4.2	Does the company have an updated list of approved suppliers?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
6.4.3	Has the company established and implemented a standard procedure for purchasing contract review and approval?	<input type="checkbox"/> Yes, with written standard procedures <input checked="" type="checkbox"/> Yes, with written procedure but lack of consistent standard <input type="checkbox"/> No
6.4.4	Does the company keep its supplier assessment reports?	<input type="checkbox"/> Yes, assessment reports are available for more than 3 years <input checked="" type="checkbox"/> Yes, assessment reports are available for the last 1-3 years <input type="checkbox"/> Yes, assessment reports are available for the previous 12 months <input type="checkbox"/> No
6.4.5	Are the company's purchasing documents sufficient to ensure product safety control and their customers' requirements?	<input type="checkbox"/> Yes, the purchasing document includes all the information required <input checked="" type="checkbox"/> Yes, however the purchasing document includes incomplete information <input type="checkbox"/> No
6.4.6	Is there a procedure to conduct random product inspections after final packaging?	<input checked="" type="checkbox"/> Yes, with clear standard and written inspection records <input type="checkbox"/> Yes, with inspection records but no procedures <input type="checkbox"/> Yes, with procedures but no inspection records <input type="checkbox"/> No, inspections are not necessary
6.5 After Sales Service		
Item	Content	Observations /Comments
6.5.1	Is customer feedback, including complaints, clearly recorded and maintained?	<input checked="" type="checkbox"/> Yes, with a standard feedback form and records <input type="checkbox"/> Yes, with a standard feedback form but no records <input type="checkbox"/> Yes, with records but no standard feedback form <input type="checkbox"/> No
6.5.2	Are there any clear procedures for handling customer complaints?	<input type="checkbox"/> Yes, with clear procedures and written records <input type="checkbox"/> Yes, with clear procedures but no written records <input checked="" type="checkbox"/> Yes, with written records but no clear procedures <input type="checkbox"/> No
6.5.3	Is there a closed-loop corrective action system in place?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

6.5.4	Can finished/package products be traced by lot identification to the appropriate raw material test reports?	<input type="checkbox"/> Yes, with procedures to trace raw materials <input checked="" type="checkbox"/> Yes, main raw material can be traced <input type="checkbox"/> No, only the production date can be traced <input type="checkbox"/> No
6.5.5	Is there a product alert and recall procedure?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
6.5.6	Do you have a complete after sales service capability?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

6.6 Overseas After Sales Service

Item	Content	Observations /Comments
6.6.1	Do you have an overseas onsite service center?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
6.6.2	The location country of overseas service center	<input type="checkbox"/> U.S.A <input type="checkbox"/> India <input type="checkbox"/> Indonesia <input type="checkbox"/> Russia <input type="checkbox"/> Germany <input type="checkbox"/> Malaysia <input type="checkbox"/> Turkey <input checked="" type="checkbox"/> Other N/A
6.6.3	Is it possible to provide expatriate engineer services?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
6.6.4	If possible provide expatriate engineer, what kind of onsite after-sales services are included?	<input type="checkbox"/> Debugging <input type="checkbox"/> Maintain <input type="checkbox"/> Repair <input checked="" type="checkbox"/> Other N/A

Quality Management Process

Process 1	Process 2	Process 3
		N/A
IPQC	OQC	N/A



Received the second-party or the third-party inspection records (inspection report)		
Photo 1	Photo 2	Photo 3
Confidential	Confidential	Confidential
Confidential	Confidential	Confidential

Section 7: Production Process Management

Quality Control Management		
Item	Content	Observations /Comments
7.1	Is the factory tidy and clean enough for production?	<input type="checkbox"/> Yes, very good <input checked="" type="checkbox"/> Yes, acceptable <input type="checkbox"/> No, needs improvement <input type="checkbox"/> No, very poor
7.2	Are the following items /documents provided at the appropriate location?	<input checked="" type="checkbox"/> Work instructions <input checked="" type="checkbox"/> Approved sample <input type="checkbox"/> Product picture <input type="checkbox"/> No the above-mentioned was not available.
7.3	Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?	<input checked="" type="checkbox"/> Yes, with clear written instructions and records <input type="checkbox"/> Yes, with written instructions but no records <input type="checkbox"/> Yes, with records but no written instructions <input type="checkbox"/> No
7.4	Are written inspection/testing instructions available for finished products? Are the relevant records maintained?	<input checked="" type="checkbox"/> Yes, with clear written instructions and records <input type="checkbox"/> Yes, with written instructions but no records <input type="checkbox"/> Yes, with records but no written instructions <input type="checkbox"/> No
7.5	How are finished products inspected?	<input checked="" type="checkbox"/> 100% of products with detailed inspection <input checked="" type="checkbox"/> Random inspection <input type="checkbox"/> No inspection <input type="checkbox"/> No inspection necessary
7.6	Are units that failed inspection clearly marked and separated to prevent accidental dispatch?	<input checked="" type="checkbox"/> Yes, the units are separated and marked clearly <input type="checkbox"/> Yes, the units are separated but not marked clearly <input type="checkbox"/> No
7.7	How are finished products that failed inspection handled?	<input checked="" type="checkbox"/> Repaired and re-inspected <input type="checkbox"/> Thrown away <input type="checkbox"/> No inspection necessary



Section 8: R & D Capacity

R&D Capacity				
8.1 Current Situation				
There is/are <u>2</u> R&D engineer(s) in the company.				
Education Level	Headcount		Work Experience	Headcount
Doctorate	0		Over 30 Years	0
Post-Graduate	0		21-30 Years	0
Graduate	1		11-20 Years	2
Junior College	1		6-10 Years	0
Technical School	0		2-5 Years	0
High School	0		Less than 2 years	0
Patent Situation				
Patent No.	The Name of the Patent	The Patent Type	Available Date	
N/A	N/A	N/A	N/A	
Brand Situation				
Registration/ap plication No.	Brand Name	For Approval to Use Goods	Validity Date	Ref.
N/A	N/A	N/A	N/A	N/A
The Average Time For New Products Launched				
Product Category		Lead Time		
Baseball Cap		15 Days		
Snapback Hat		15 Days		
Sun Visor		15 Days		
Winter Beanie		15 Days		
Fashion Hat		15 Days		
The Shortest Time For A New Item Launched				
Product Category		Shortest Lead Time		
Baseball Cap		15 Days		
Does the company provide ODM service for others?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Are there relevant design input/output, review, and verification documents available for the assessment company?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Based on inspection, are R & D employees equipped with adequate specialized equipment?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
If yes, please list all key equipment used:		N/A		
Do R& D employees use any specific software for designing new products?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		



If yes, please list the main software used:	PS, AutoCAD, CDR
Please list all certifications and/or qualifications of the R & D department:	N/A
Has the company established standard design procedures for new products?	<input type="checkbox"/> Yes, with clear written instructions <input checked="" type="checkbox"/> Yes, without written instructions <input type="checkbox"/> No
Have the designed products been internal verified or validated?	<input type="checkbox"/> Yes, with clear written records <input checked="" type="checkbox"/> Yes, only part written records <input type="checkbox"/> Yes, without written records <input type="checkbox"/> No
Have the designed products been tested by a third-party inspection body?	<input type="checkbox"/> Yes, all designed products have been tested <input checked="" type="checkbox"/> Yes, only part of designed products have been tested <input type="checkbox"/> No
Are the designed products confirmed by the customers?	<input checked="" type="checkbox"/> Yes, all designed products have been confirmed <input type="checkbox"/> Yes, part of designed products have been confirmed according to client's requirements <input type="checkbox"/> No
Does the company has qualification requirements for designers?	<input type="checkbox"/> Yes, with written job description <input checked="" type="checkbox"/> Yes, without written job description <input type="checkbox"/> No, but at least two years design experience is needed <input type="checkbox"/> No
Are the designers' qualifications recognized by the company?	<input type="checkbox"/> Yes, with written records <input checked="" type="checkbox"/> Yes, without written records <input type="checkbox"/> No
What level of design services are provided?	<input checked="" type="checkbox"/> Only add logo/change color/material <input checked="" type="checkbox"/> Sample processing <input type="checkbox"/> Graphic processing <input checked="" type="checkbox"/> Create an entirely new product

New Products Launched quantity for each year		
Product Category	Num	Unit
Baseball Cap	150	Styles
Snapback Hat	120	Styles
Sun Visor	50	Styles
Winter Beanie	100	Styles
Fashion Hat	80	Styles

8.2 R&D Real Case Description	
Customer's Name	Confidential
Customer's Location	Confidential
Customer's Industry:	Confidential













Order's Requirement Description:		Confidential
8.3 Design Process		
Process 1	Process 2	Process 3
Confidential ²	Confidential ²	Confidential ²
Description: Confidential	Description: Confidential	Description: Confidential
8.4 Design Devices		
Device 1	Device 2	Device 3
N/A	N/A	N/A



Section 9: Company Development / Expansion Plans

Company Development / Expansion Plans		
Item	Company Development Action	Timeframe
1	The organization is going to develop more oversea markets.	Year 2020

Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1	 Raw Material	2	 Cutting	3	 Embroidery
4	 Knitting	5	 Air Hole Embroidery	6	 Sewing
7	 Inspection	8	 Ironing	9	 Packing
10	 QC	11	 Finished Goods	N/A	N/A
					N/A

Section 12: Company and Product Samples

Company and Product Samples	
<p>Company Gate</p> 	<p>Office</p> 
<p>Showroom</p> 	<p>Workshop</p> 
<p>Workshop</p> 	<p>Product Sample</p> 

Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Section 13: Competitive Advantages

13.1 Product Group Capacity		
13.1.1 Products Sold (Within 12 Months)		
Products Name	Quantity	Revenue (USD)
Confidential	Confidential	Confidential
13.1.2 Suppliers Cooperated With (Within 12 Months)		
No. of cooperation suppliers (total)	35	
No. of suppliers (which cooperated over 2 times)	20	
No. of provinces which cooperation suppliers belong to	1 (Guangdong)	
Would the company like to provide design solution service for integration project?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If yes, these projects include	Product design	
Would the company like to provide a total solution for purchasing?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> Part, _____ Related products _____ <input type="checkbox"/> No	
If yes, please describe it	N/A	
13.1.3 Real Case Description:		
Customer Name	Confidential	
Customer Country	Confidential	
Customer Region	Confidential	
Products Category	Confidential	
Order Value (USD)	Confidential	
Order Processing Process	Confidential	
Customer's Feedback	Confidential	
13.2 Real Case for Lower MOQ & Lead Time		
Products Name	MOQ (Within 12 Months)	Lead Time
Baseball Cap	50 Pcs	15 Days
MOQ for each item	<input type="checkbox"/> less 10 <input type="checkbox"/> 10-20 <input type="checkbox"/> 20-50 <input checked="" type="checkbox"/> 50-100 <input type="checkbox"/> 100-300 <input type="checkbox"/> above 300	
13.3 Real Case for Large Contract & Lead Time		
Products Name	Order (Within 12 Months)	Lead Time
Confidential	Confidential	Confidential

13.4 Overseas After Sales Service Capacity				
13.4.1 Do you have an overseas onsite service center?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
13.4.2 If yes, what onsite after-sales services are included		Location	Evidence- provided	Self-description
Equipment -installation, maintenance and other services	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Technical advice	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Personnel training	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Other		N/A	N/A	N/A
13.4.3 Average response time	1 Hours			
13.5 After-sales service capacity				
Does the company accept small order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
Experience with large-scale procurement contracts				
Have you had a procurement contract with a Fortune 500 company?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
The country/region of your overseas service center	N/A			
Overseas showroom				
Do you have an overseas showroom?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
The country/region of your overseas showroom	N/A			
Offline trade show				
Have you participated in offline trade shows?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
Tradeshaw name	N/A		Official images from the trade show	
Date attended	N/A			
Host Country/Region	N/A			
Centralized procurement				



In the past 12 months, have you sold products from at least three sub-categories?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Overseas warehouse	
Do you have an overseas warehouse?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
The country/region of your overseas warehouse	N/A

-- End of Report --