



Dragon Sourcing

Your Tailored Approach to Emerging Markets

Carts and Trolleys for warehousing and logistics applications

Case Study



Agenda

- 1. Sourcing Project Introduction**

2. Sourcing Approach

3. Conclusions



- Project objectives and approach

Context

European company is a leading specialist in packaging equipment, consumables, and servicing for operational logistics and fulfilment.

Project Objectives:

- Identify and recommend new potential competitive supplies, manufacturing **carts and trolleys** for warehousing and logistics applications.

Geographical scope: 5 Countries.

India, Mexico, Turkey, Poland, and Slovakia.



Dragon Sourcing approach

Stage 1: Supplier Pre-Qualification

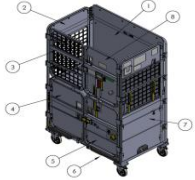
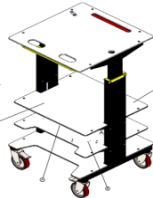
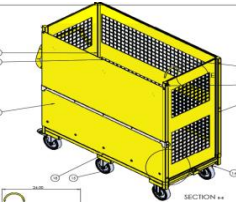
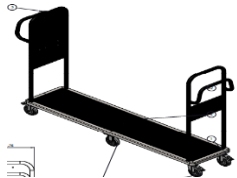
1. Demand Analysis
2. Supply Market Analysis
3. Telephone Pre-screening
4. NDA
5. Develop RFI/RFQ
6. Administer RFI/RFQ
7. Scoring the suppliers
8. Analyse RFI/RFQ Responses

Stage 2: (Optional)

- Sample Development,
- On-site audit of the shortlisted suppliers
- Negotiation and contracting



Demand Analysis, 4 SKUs were shortlisted with approximate annual spends of \$ 1.47 M,

#	Item	Product picture	Loading capacity	Material	Annual Volume PCS	Annual Spend (\$/M)
1	Go Cart		160kg per castor Cart designed for 500kg	Mostly Mild Steel with powder coating	5000	\$ XXX
2	COW (Computer on wheels) trolley		100kg per castor Cart designed for 80- 100kg	Mostly Mild Steel bar/Cold Rolled sheet/Compact Formica	1000	\$ XXX
3	TNS Cart (XL MESH TOW STOW CART)		200kg per castor Cart designed for 300kg	Mostly Plain Carbon steel sheet/ERW Steel/Cold Rolled sheet	250	\$ XXX
4	U-Boat Cart		200 KG	Mostly Mild Steel/ERW Steel	1500	\$ XXX
						\$ 1.47 M



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- Following steps were covered under stage 1: Supplier Pre-Qualification

No.	Steps in stage 1
1.	Demand Analysis Work with client to define and understand the Products and requirements (specs, volumes, material, Production technology requirements, others)
2.	Supply Market Analysis Identify a long list of potential suppliers in the selected countries by leveraging B2B Websites, DS Database, Fair catalogues, Chamber of Commerce, Magazines, Network, and References.
3.	Telephone Pre-screening Selection of suppliers to be included in the RFI-RFQ process by telephone pre-screening based on agreed simple criteria (e.g., capability to make the product, minimum company size, quality certifications, interest in participating).
4.	NDA Send the client's NDA to suppliers and collect the signed copy.
5.	Develop RFI/RFQ document Prepare an RFI-RFQ document, with an aligned Balanced Scorecard that has the objective to pre-qualify the competitiveness and capabilities of the suppliers, including: Background, Financials, Client references and Product experience, Quality certification & processes, Social Responsibility, Manufacturing/technology capability, R&D capability.
6.	Administer RFI/RFQ: The RFI-RFQ is translated in relevant languages and distributed to the suppliers, with telephone follow-up to push for maximum participation.
7.	Scoring the suppliers: Develop with the Company a balance score card to evaluate suppliers according to RFI/RFQ
8.	Analyze RFI/RFQ Responses: Analysis of RFI-RFQ responses and preparation of a report which profiles & objectively ranks the suppliers by capability, including a recommendation for those to be audited



- Supplier pre-qualification was completed in 10 weeks as per the project schedule

STEPS	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
1. Demand Analysis	Finished									
2. Supply Market Analysis	Finished	Finished								
3. Telephone Pre-screening			Finished	Finished						
4. NDA process				Finished	Finished					
5. Develop the RFI-RFQ					RFI-RFQ approved Milestone					
6. Administer RFI-RFQ						Finished	Finished	Finished		
7. Analyze RFI/RFQ Responses									Finished	RFQ Report Milestone

Not-started
 Started
 Delayed
 Finished
 Holiday
 ▲ Milestones



- Supply market analysis was shared in the weekly progress and final report.
- A total of 14 suppliers responded to the RFI-RFQ process.
- 13 suppliers submitted the complete RFI-RFQ, and one supplier submitted only the RFI.

STEPS	Steps	India	Mexico	Turkey	Poland	Slovakia	Total
Supplier Identification	• Suppliers identified	XX	XX	XX	XX	XX	126
Pre-screening Process	• Supplier passed pre-screening	XX	XX	XX	XX	XX	53
	• Suppliers failed pre-screening	XX	XX	XX	XX	XX	73
NDA Process	• NDA sent	XX	XX	XX	XX	XX	53
	• NDA received	XX	-	XX	XX	-	37
	• Don't intend to sign	XX	XX	XX	XX	XX	16
RFI-RFQ Administration	• Number of RFI-RFQ sent	XX	-	XX	XX	-	37
	• Don't intend to respond	XX	-	XX	XX	-	23
	• Number of only RFI received	XX	-	-	-	-	1
	• Number of both RFI-RFQ received	XX	-	XX	-	-	13



- Long list of suppliers were identified from target countries in India, Turkey, Poland, Slovakia and Mexico leveraging multiple sources of information & from existing DS database.

Step	RFI/RFQ Administration ▾	show	Pending ▾	for	All markets ▾	Search	Search	Clear	Displaying 14 suppliers	Select Columns ▾
☐	Company Name	☒ Supplier Identification Status...	☒ Pre-Screening Status	☒ RFI/RFQ Administration Status..	☒ Cart.	☒ Troll	Country	Confidential		
☐		Identified	3. Passed	5. Full RFI/RFQ Received			Turkey			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			Turkey			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			Turkey			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			
☐		Identified	3. Passed	5. Full RFI/RFQ Received			India			

- Full sourcing process including building long list of supplier database was done online on the DS e-sourcing tool GSP



- Pre-screening process was initiated post supplier identification.
- This process was to filter the long list of suppliers prior moving them to the NDA process.

Introduction

Dear Sir/Madam,

Dragon Sourcing is a procurement service provider focused on delivering sustainable value from emerging Global markets for our clients. We offer a complete Sourcing service to Companies looking to procure effectively from emerging markets.

Our client mandated Dragon Sourcing to run the supplier selection process in (Country) to identify and qualify suppliers with a sheet metal fabrication facility and able to offer Industrial carts and trolleys for warehousing and logistics applications.

Can you provide feedback on the following questions:

Please note that your Company (if shortlisted) will be the direct exporter to the client.

- **Suppliers “Must have” criteria to pass pre-screening.**

Questions

Answer fields

Criteria

1. Are you a steel and welding fabricator and able to produce steel trolleys and carts for warehousing and logistics applications?

Other



Traders Discarded

2. Do you have an ISO 9001 certificate?

Other



Must have

3. Do you possess an export license or are you open to applying for one, and are you able to export to XXX?

Other



Must be yes

4. Are you willing to sign an NDA directly with the client?

Other



Must have

5. The client plans to place an annual order of approximately 8000 pieces, consisting of 4-5 different SKUs. Do you have available capacity to meet this demand in 2026, beginning early next year?

Other



Must be yes

- **Full sourcing process including pre-screening the suppliers was done online on the DS e-sourcing tool GSP**



- RFI template was drafted and validated by the client.
- RFI-RFQ process was administered with suppliers signed the NDA.

1. Business information

1. Your company's type? *(required)*

☐ Manufacturer ☐ Trading company ☐ Service provider ☐ Distributor

2. Which year was your company founded? *(required)*

3. Ownership

☐ Private ☐ Public listed ☐ State owned ☐ Foreign invested ☐ Joint venture

4. Your company's business registration number

5. How many employees does your company have? *(required)*

6. Factory area (m2)

3. Quality management

20. Does your company have below certificates? *(required)*

	Yes / No <i>(required)</i>	Certifying Org.	Expiry date
ISO 9001			

21. Does your company have a documented company-wide quality manual?

☐ Yes ☐ No

22. Does your company have a documented in-line quality inspection and report?

☐ Yes ☐ No

23. Does your company have final products inspection and report?

☐ Yes ☐ No

24. Does your company have clear and systematic procedure to collect, register, handle and solve customer complaints?

☐ Yes ☐ No

25. Finished goods defect rate

	Defect rate
PPM	
%	

Data from the Actual Report, few slides only



- Category-specific questions were added in the RFI to understand supplier capability

PLANT EQUIPMENT'S

4. Production Process in-house

	In-house (Yes/No) (required)	Comments
Designing & Programming		
Robotic welding x 5 minimum (MIG)		
TIG Welding		
CNC Tube Bending		
CNC Folding		
Stamping		
Grinding		
Punching		
Riveting		
Shearing		
Wire Processing		
Injection Moulding		
Tool and welding fixture production		
3D Cad – Able to read from STP files		

11. Quality Control test in house

	(Yes/No)	Others testing equipment's - You may want to list.
Welding quality test		
Painting test		
Powder Coating test		
Ultra sonic testing		
MPT (Magnetic Particle Testing)		
Salt Spray test		
Pull test		
Impact testing		
Hardness testing		
Heat Stability test machines		
Stress Relief		

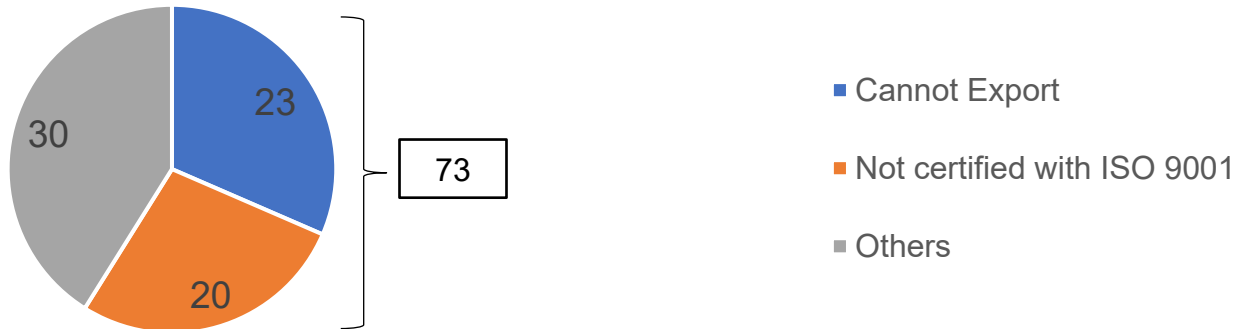
12. What is your quality control standard and method?

13. Do you have formal QC criteria and procedure for in-house quality control? (Y/N)

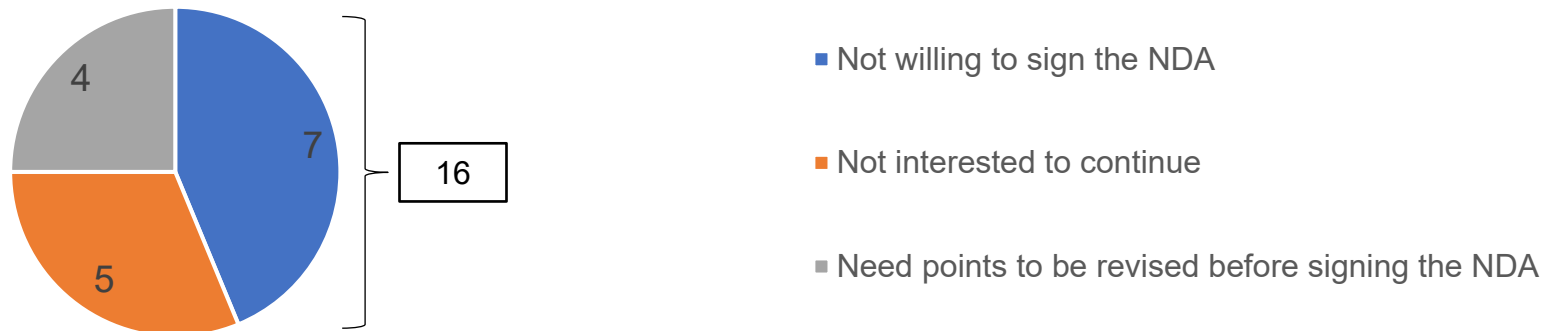
Data from the Actual Report, few slides only



- Pre-screening, NDA & RFI/RFQ rejection analysis was shared with client for each step



Pre-screening rejection



NDA Rejection



RFI-RFQ Rejection

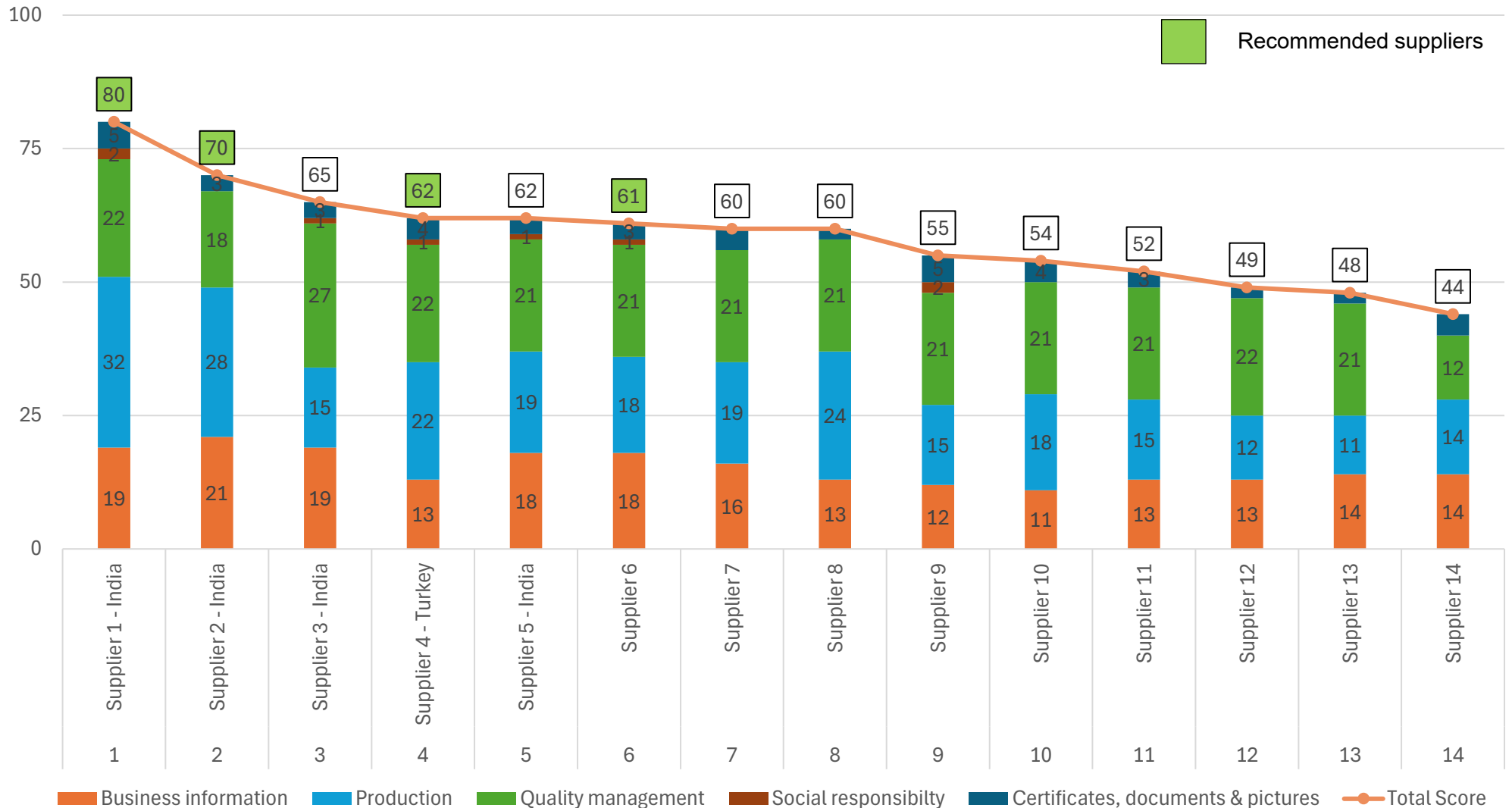


- Supplier assessment / Scorecard
- Weightage was given to every section and sub-sections questions.

Section Name	Section Weighting
Business information	25%
Production	35%
Quality management	30%
Social responsibility	5%
Certificate, documents and pictures	5%
TOTAL	100%



- Supplier assessment
- Suppliers responded to the RFI-RFQ were scored and ranked.





Go-cart



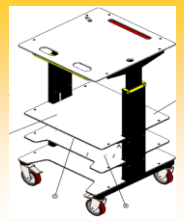
- Price analysis was shared with the client,

		1	2	3	4	5	6	7
Supplier Name		Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5	Supplier 6	Up to supplier 13
Country		India	India	India	Turkey	XXX	XXX	XXX
FOB port		XXX	XXX	XXX	XXX	XXX	XXX	XXX
#	Reference Part#	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit
A	279203A (Total assembly cost)	\$220	\$234	\$277	\$ XXX	\$ XXX	\$ XXX	\$ XXX
1	279203A005	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
2	279203A008	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
3	279203A011	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
4	279203A013	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
5	279203A017	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
6	279203A029	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
7	279203A010	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
8	279203A024	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
B	-	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX

Below the client's current buying price



COW
(computer on
wheels)
trolley



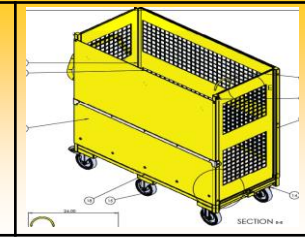
- Price analysis was shared with the client,

		1	2	3	4	5	6	7
	Supplier Name	Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5	Supplier 6	Up to supplier 13
	Country	India	India	Turkey	XXX	XXX	XXX	XXX
	FOB port	XXX	XXX	XXX	XXX	XXX	XXX	XXX
#	Reference Part#	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit
A	SGATE63-D (Total assembly cost)	\$190	\$205	\$255	\$ XXX	\$ XXX	\$ XXX	\$ XXX
1	SGATE63-W01-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
2	SGATE63-W02-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
3	BODY-NS-P-E-8-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
4	PIST-NS-P-E-8-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
5	SGATE63-02-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
6	SGATE63-W04-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
7	SGATE63-06-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
8	SGATE63-A01-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
9	SGATE63-01-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
10	SGATE63-08-D	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
11	Up to 30 sub parts	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX

Below the client's current buying price



TNS cart



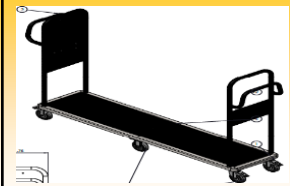
- Price analysis was shared with the client,

		1	2	3	4	5	6	7
	Supplier Name	Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5	Supplier 6	Up to supplier 13
	Country	India	India	India	XXX	XXX	XXX	XXX
	FOB port	XXX	XXX	XXX	XXX	XXX	XXX	XXX
#	Reference Part#	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit
A	SGATE-79-KD-1-'21	\$320	\$345	\$374	XXX	XXX	XXX	XXX
1	SGATE-79-KD-W01	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
2	Hook RKL 636452	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
3	SGATE-79-KD-Anti-static strap	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
4	SGATE-79-KD-001	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
5	SGATE-79-KD-W01- 37	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
6	SGATE-79-KD-W03	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
7	SGATE-79-KD-LABEL	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
8	SGATE-79-KD-W01- 57	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
9	SGATE-79-KD-W01- 58	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
10	ANTI LUCE SMALL	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX
11	Up to 24 sub parts	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX	\$ XXX

Below the client's current buying price



U-Boat Trolley



- Price analysis was shared with the client,

		1	2	3	4	5	6	7
	Supplier Name	Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5	Supplier 6	Up to supplier 13
	Country	India	India	India	Turkey	XXX	XXX	XXX
	FOB port	XXX	XXX	XXX	XXX	XXX	XXX	XXX
#	Reference Part#	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit	FOB Price/unit
A	2340-A3-01 (Total assembly cost)	\$160	\$189	\$222	\$ XXX	\$ XXX	\$ XXX	\$ XXX
1	2340-A3-001	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
2	2340-A3-002	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
3	2340-A3-003	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
4	Anti-Static-Strap	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
5	2340-A3-0005	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
B	FAPE5C0125P2T2B42	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX
C	BAH15C0125P2T2B42	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX	\$ XX

Below the client's current buying price



- Supplier profile was shared with the client as per ranking wise.

RFI Score

80

RFI Ranking

1 out of 14

1. Company background information

Supplier Information					
Company Name					
City					
Country	India				
Website					
Contact Name					
Contact Phone					
Contact Mobile					
Contact Email					
1. Business information					
Your company's type?	Manufacturer				
Which year was your company founded?	2021				
Ownership	Private				
Your company's business registration number					
How many employees does your company have?	350				
Whole Factory area (m2)	Area (m2)				
Whole factory	92000				
What industry does your company mainly serve?	Aviation, Retail, Agricultural and supply chain sectors				
Does your company have export license?	Yes				
How many years of export experience do you have?	4				
What incoterms can your company quote and operate?	FOB				
Sales revenue for 2024	2024		2023		
Turnover (in Million USD)	54		25		
Sales distribution	Domestic	Europe	North America	Rest of the world	
% Sales exports to the main markets	40	25	30	30	
Customer reference	Customer name	Industry	Country	Main supplied product	% of sales
Top 1 client	XXX	AVIATION	INDIA	AIRPORT TERMINAL CHAIRS AND AIRPORT PASSENGER BAGGAGE TROLLEYS	70
Top 2 client	XXX	RETAILS	USA	SHOPPING TROLLEYS	20
Top 3 client	XXX	AGRICULTURE SECTOR	Europe	CHAIN HARROWS	10
2. Production management					

Area of expertise, Machining facility equipment in-house	CNC Milling-Drilling Machines, CNC Vertical Turning Machine, Vertical Turning Lathes, Vertical Milling machine, CNC Horizontal Lathe, CNC Horizontal Machining Center, CNC Horizontal Milling Machine, CNC Grinding, CNC Boring Machine, CNC 2 Axis Machine		
Area of expertise, Plant Equipment in-house	Laser cutting system		
IN-HOUSE SURFACE TREATMENT			
In-house surface treatment	In-house (Yes/No)	Comments	
Powder Coating	YES		
Painting-spray cabin	YES		
Hot dip galvanizing	YES		
Anti-corrosion protection (Zinc Plating)	YES		
Washing chamber for cleaning and degreasing	YES		
Can your company design tool and mold?	Yes		
Does your company make tool and mold in house?	Yes		
QUALITY MANAGEMENT			
Product Certificate: CE or UL certified	CE	UL	Others, Please specify
Does your company have following product certificates (Yes/No)	No	No	ISO 3834-03 FOR STANDARD QUALITY OF WELDING, BIFMA X5.4 FOR WAITING CHAIRS
Quality Control test in house	(Yes/No)	Others testing equipment's - You may want to list.	
Welding quality test	YES		
Painting test	YES	DFT METER	
Powder Coating test	YES	ADHESION TEST	
Ultra sonic testing	NO	OUT SOURCE LAB TEST	
MPT (Magnetic Particle Testing)	NO	OUT SOURCE LAB TEST	
Salt Spray test	YES		
Leakage test	YES	DPT	
Pull test	NO	OUT SOURCE LAB TEST	
Impact testing	YES		
Hardness testing	YES	OUTSOURCE LAB TEST	
Heat Stability test machines	NO	OUT SOURCE LAB TEST	
Stress Relief	YES	OUTSOURCE	
What is your quality control standard and method?	ISO 9001:2015		
Do you have formal QC criteria and procedure for in-house quality control? (Y/N)	YES, QUALITY CONTROL AVAILABLE AT ALL STAGES.		
Do you accept 3rd party QC or testing? (like SGS, Intertek, Bureau Veritas)	YES, ONLY NABL APPROVED LABS WITH REQUIRED SCOPE OF WORK		
Do you use SolidWorks (CAD/CAM) software? If not then which software are you using?	YES		
Do you label inventory with clear identification and traceability throughout your process flow (from incoming to shipping)?	YES, TRACEABILITY CRITERIA AVAILABLE.		
Please download the RFQ document.	XXX		
Please upload the RFQ document and ensure that all the information requested is completed.	XXX		



Recommended
Could be considered
Not shortlisted

- Suppliers Location was shared with the client as per county wise

#	Supplier Name	Province	Country
1	Supplier 1	XX	India
2	Supplier 2	XX	India
3	Supplier 3	XX	XX
4	Supplier 4	XX	XX
5	Supplier 5	XX	XX
6	Supplier 6	XX	XX
7	Supplier 7	XX	XX
8	Supplier 8	XX	XX
9	Supplier 9	XX	XX
10	Supplier 10	XX	XX
11	Up to supplier 14	XX	XX



Location of the Suppliers Marked



Recommended
Could be considered
Not shortlisted

- Executive summary of the supplier profiles was shared with the client.

#	Country	Supplier	RFI Score %	Employee count	Production process in-house, Sheet Metal fabrication and/or CNC Machining	Monthly production capacity in PCS of trolleys/ carts	Key production process in-house						Cutting System Inhouse	Surface System Inhouse	Use SolidWorks (CAD/CAM) software? If not then which software?	ISO 9001 certified	Currently certified (Yes/No)	Social compliance certification
							Robotic welding x 5 minimum (MIG)	TIG welding	CNC tube bending	CNC Folding	Wire process	Injection molding						
1	India	Supplier 1	80	350	Both	7000	Yes	Yes	Yes	Yes	Yes	Yes	Laser cutting	Powder coating, Painting spray - cabin, Hot dip galvanizing & Zinc Plating.	Yes, Solid Works	ISO 9001	Yes	• ISO 14001 • OHSAS 45001
2	India	Supplier 2	70	320	Both	1500 - 2000	Yes	Yes	Yes	Yes	Yes	No	Laser cutting, Tube laser cutting & Section cutting	Powder coating, Painting spray-cabin	Use Solid Edge software	ISO 9001	Yes	• ISO 14001
3	India	Supplier 3	65	XX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
4	Turkey	Supplier 4	62	XX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
5	XX	Supplier 5	62	XX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
6	XX	Supplier 6	61	XX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
7	XX	Up to supplier 14	60	XX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX



Agenda

1. Sourcing Project Introduction
2. Sourcing Approach
- 3. Conclusions**



Conclusions

- ❑ Whole project is carried out in 10 weeks with “126” total suppliers identified from 5 countries in scope.
 - ❑ “53” suppliers passed the pre-screening.
 - ❑ “37” suppliers signed the NDA document.
 - ❑ “14 suppliers responded to the RFI-RFQ process.
 - ❑ Sampling process was initiated with the recommended suppliers with potential savings.
 - ❑ A plan was framed to audit the recommended suppliers as the next step post sampling.
 - ❑ **Overall based on the DS Report, It helped client to shortlist and partner with the most potential suppliers from the target markets.**
- ** Dragon Sourcing has an experienced team of auditors for performing Technical and Social Corporate Responsibility (CSR) audit or hybrid model combining both at the supplier facility.