
SUPPLIER DEVELOPMENT REPORT



Customer: Mr. ABC - XXX Company

Customer ID: XXX-01

Report ID: 110119

Date: 11/01/2019

Address Floor 2, Xin Yi Fa Shang Mao Building, 63 Jida Road, Xiangzhou, Zhuhai, Guangdong, 519015, China

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I. Objectives

1. General facts and information about the sourcing country
2. Provide basic information and quotes of at least 3 candidate suppliers
3. Advices on the local market's possibilities

II. Requirements from Customer

Product	Pan Head Screws
Volume	1,000,000 pcs/year
Target Price	X,XX USD/pcs
Package requirement	Poly bag, 10 pcs/bag
Sourcing Country	Vietnam
Transport Models	Ocean Shipping
Other requirement	300 Series Stainless Steel, refer to attached documents

III. Results

a. General Facts

Country	Vietnam
Capital	Hanoi
Population	93,64 million (2017*)
Language	Vietnamese (Official) and English
Currency	Vietnamese Dong
GDP	215,96 billion (2017*)
Economic Structure	Agriculture (18.14%) Industry (36.37%) Services (45.47%)

Key Economic Zone	<p>The Northern Key Economic Zone</p> <p>The Central Key Economic Zone</p> <p>The Southern Key Economic Zone</p>
Main Airports	<p>Noi Bai International Airport</p> <p>Danang International Airport</p> <p>Tan Son Nhat International Airport (Largest)</p>
Top 5 Export Industries	<p>Telephones, mobile phones and parts</p> <p>Textiles and garments</p> <p>Computers, electrical products and parts</p> <p>Footwear</p> <p>Machine and Equipment</p>
Taxation	<p>Value Added Tax 10%</p> <p>Corporate Income Tax 20%</p>

*Source: <http://emerging-markets-research.hktdc.com/business-news/article/Asia/Vietnam-Market-Profile/mp/en/1/1X000000/1X0010GK.htm>

b. Product Quotation (Best 5 quotations from top 10 reliable suppliers)

No.	Company	Price	MOQ	Tooling	Sample	Term
1	Toantam Industry	X,XX	50.000	1000	Free	EXW
2	CNC Group	X,XX	100.000	2000	Free	EXW
3	XYZ Ltd	X,XX	100.000	750	500	EXW
4	QWE Corporation	X,XX	500.000	900	500	FOB
5	CDE Company	X,XX	100.000	1000	Free	EXW

*** Note: All prices are in US Dollar ***

ITEM	#1 SUPPLIER	#2 SUPPLIER	#3 SUPPLIER
Contact Person	Tam Nguyen	Hai Pham	John
Email	tam@aaa.com	Hai@bbb.com	john@ccc.com
Phone	(84) 90233333	(84) 90111111	(84) 91234567
Website	aaa.com	bbb.com	ccc.com
OEM	yes	yes	yes
ODM	no	yes	no
Import Export Authority	yes	yes	yes
Tooling Lead Time	20-30 days	30 days	25 days
Production Lead Time	30-60 days	45 days	30-45 days
Payment Terms	Deposit 30% Balance 70%	Deposit 50% Balance 50%	Deposit 50% Balance 50%
Nearest Sea Port	Cat Lai	Cat Lai	Danang
Quality System		ISO 9001:2008	

ITEM	#4 SUPPLIER	#5 SUPPLIER
Contact Person	Bruce	Mark
Email	Bruce@ddd.com	Mark@eee.com
Phone	(84) 90238888	(84) 90119999
Website	ddd.com	eee.com
OEM	yes	yes
ODM	no	yes
Import Export Authority	yes	yes
Tooling Lead Time	20-30 days	30 days
Production Lead Time	30-60 days	45 days
Payment Terms	Deposit 50% Balance 50%	Deposit 50% Balance 50%
Nearest Sea Port	Cat Lai	Hanoi
Quality System	ISO 9001:2008	ISO 9001:2008

c. Supplier Information

SUPPLIER #1

Full Company Name	Toan Tam Industrial Co. Ltd		
Company Address	xxx Binhchanh street, Ward 9, District 12, HCM City		
Website	aaa.com		
Contact Person	Mr. Tam	Email	tam@aaa.com
Title	Sales Manager	Phone	+849XXXXXXX
Communication Languages	Vietnamese, Chinese, and English		
Year Established	2000	Business License	123456789
Business Scope	Screws, nails, bolts, nuts		
Sales Volume (USD)	1 million	Main Supply Market	Europe, US, Japan
Plant Area	1000 sqm	Number of Employee	50
Main Equipment	punching machine, CNC machine		
Quality System			
Certification			
Client Lists	ABC Company, CDE LLC		
Factory pictures			

Questionnaire	Yes	Yes	N/A
Are there any ongoing lawsuits or legal processes towards the company?		X	
Is your company actively seeking to achieve certification in the future?	X		
Has personnel responsible for quality matters been trained to an appropriate level?	X		
Where specified, do you undertake to provide a certificate of analysis or materials, or certificate of conformance for products, supplied to your customer?	X		
Are there written instructions for internal inspections?	X		
Are claims always traceable to raw materials and production time, batch?	X		
Do you have an established preventative maintenance program?	X		

SUPPLIER #2

Full Company Name	CNC Group		
Company Address	xxx Binhchanh street, Ward 9, District 12, HCM City		
Website	bbb.com		
Contact Person	Mr. Hai	Email	hai@aaa.com
Title	Sales Manager	Phone	+849XXXXXXX
Communication Languages	Vietnamese and English		
Year Established	2012	Business License	123456789
Business Scope	Screws, nails, bolts, nuts		
Sales Volume (USD)	10 million	Main Supply Market	Europe, US, Japan
Plant Area	10,000 sqm	Number of Employee	500-1000
Main Equipment	punching machine, CNC machine, pressing machine		
Quality System	ISO 9001:2008		
Certification			
Client Lists	ABC Company, CDE LLC		
Factory pictures			

Questionnaire	Yes	Yes	N/A
Are there any ongoing lawsuits or legal processes towards the company?		X	
Is your company actively seeking to achieve certification in the future?	X		
Has personnel responsible for quality matters been trained to an appropriate level?	X		
Where specified, do you undertake to provide a certificate of analysis or materials, or certificate of conformance for products, supplied to your customer?	X		
Are there written instructions for internal inspections?	X		
Are claims always traceable to raw materials and production time, batch?	X		
Do you have an established preventative maintenance program?	X		

SUPPLIER #3

Full Company Name	XYZ Ltd		
Company Address	xxx Binhchanh street, Ward 9, District 12, HCM City		
Website	ccc.com		
Contact Person	John	Email	John@aaa.com
Title	Sales Manager	Phone	+849XXXXXXX
Communication Languages	Vietnamese and English		
Year Established	2011	Business License	123456789
Business Scope	Screws, nails, bolts, nuts		
Sales Volume (USD)	5 million	Main Supply Market	US
Plant Area	500 sqm	Number of Employee	200
Main Equipment	punching machine, CNC machine		
Quality System			
Certification			
Client Lists	ABC Company, CDE LLC		
Factory pictures			

Questionnaire	Yes	Yes	N/A
Are there any ongoing lawsuits or legal processes towards the company?		X	
Is your company actively seeking to achieve certification in the future?	X		
Has personnel responsible for quality matters been trained to an appropriate level?	X		
Where specified, do you undertake to provide a certificate of analysis or materials, or certificate of conformance for products, supplied to your customer?	X		
Are there written instructions for internal inspections?	X		
Are claims always traceable to raw materials and production time, batch?	X		
Do you have an established preventative maintenance program?	X		

d. Recommendation

The above report provides the best 5 quotations that are conducted from the top 20 reliable suppliers in Vietnam. They all have competitive pricing compared to other local and worldwide manufacturers. All of these suppliers have exporting experiences and supply products to well-known clients. Among these selected candidates, Toantam Industrial Co., Ltd is one of the top suppliers to be recommended for the below reasons.

- Lowest price
- Competitive payment terms
- Small size, but have a very good response rate
- Free tooling cost and accept small order

In general, Vietnam screw market has developed rapidly recent years. It shows many advantages in terms of pricing, quality, designs, production, etc. Most of the suppliers have decent equipment and technologies to fulfill the requirements of the customer. However, some of them have limited ability to communicate in English.

IV. Contact

If you have further questions about this report, or you would like to request samples from the listed suppliers, please contact us at info@china2west.com. We will respond to your inquiry accordingly. For more information, please go to www.china2west.com.