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10 tips for a Successful sourcing

- 1) Make sure that the sourcing company is registered in its country and operate legally. Don't hesitate to ask for official documents.
- 2) Choose a trade company that is based in a low cost country, like China, and not in your country. They are more adapted to negotiate better prices, to control the quality and to handle any problems that could occur.
- 3) Choose a company that possess several years of experience. You can find tons of sourcing company, but only few last in the long term.
- 4) The sourcing company should always be able to provide you alternative suppliers. It is an excellent way to check if the company has a good relationship with local partners.
- 5) Ask for the name and contact information of 2 or 3 clients. The best way to evaluate a sourcing company is to ask their clients!
- 6) Make sure the size of the sourcing company is adequate with the size of your company. Don't choose a company that is too big or too small, you will avoid some problems.
- 7) Make sure that the sourcing company's employees are a mix between locals and foreigners, so they are best adapted to handle the client's side as well as the manufacturer's side.
- 8) Don't pay the total amount before the production has started. Usually it's between 30 to 50% at the order and between 50 to 70% at the end of production before the shipment.
- 9) Always ask for samples before manufacturing the product, to make sure the quality matches your expectations.
- 10) Always ask and check the quality control's picture. No one knows better than you your products.