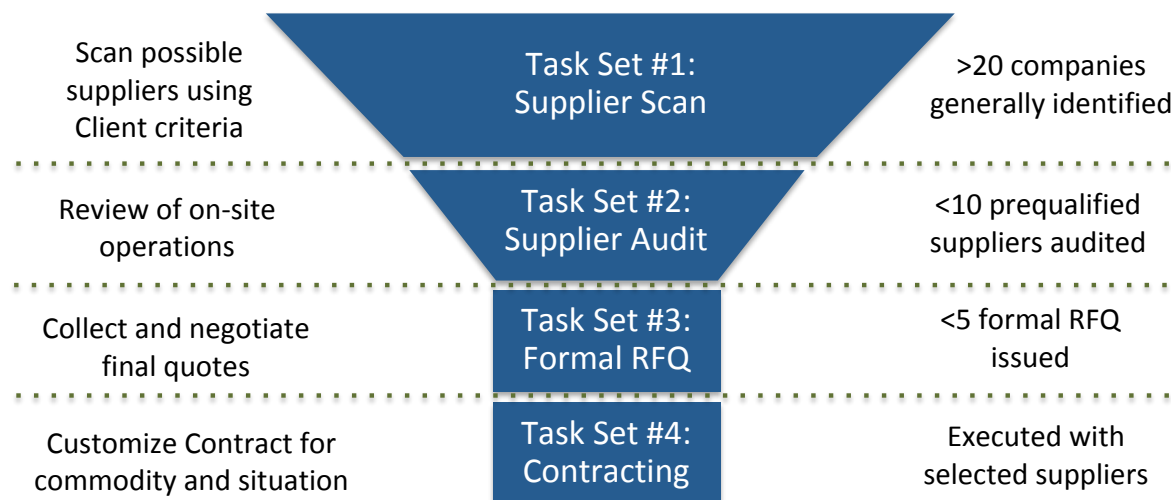


## China Supply Chain Management

### Supplier Search / Qualification / Contracting Projects

- China's supply chain is far less developed and mature than in the industrialized West
  - Excellent supplier with high quality and low cost exist and more emerging everyday
  - Low quality, poor performing supplier exist who could not survive in the West
  - Language barriers, business sophistication, cultural differences, regulatory requirements, product standards, and time zone differences all make managing China supply chains challenging
- Successful China supply chain management requires active engagement, capabilities assessment and on-going supplier monitoring and mentoring
- China Centric's 4-stage sourcing process manages supplier candidate identification, qualification, quotation thru supply contracting
  - Experienced sourcing professionals with broad high and low technology supply chain experience



### Phase #2: On-going Management of China Suppliers



## Outsource China Supply Chain Management

- Direct Transactional Supplier Connection
  - Buy-Sell direct with China Suppliers
  - No middleman broker – no supplier relationship “ownership” ambiguity
- 100% Cost and Purchase Order Transparency
  - Direct supplier to customer product pricing
  - Direct supplier to customer ordering and logistics
- Leverage China Centric’s US and China-based Teams
  - 23 China-based Professionals; 7 US-based Professionals
  - Shanghai, China; Zhuhai (Guangdong), China; Cleveland, Ohio
- China Centric Supply Chain Management Services:
  - Supplier Search, Qualification, Formal Contracting
  - Comprehensive Purchase Order Management
  - Experienced Logistics Coordination
  - Quality Oversight
  - New Product Sourcing and NPD Project Management
  - Supplier Price Management
  - Custom Engineered Services

## China Supply Chain Optimization

- Perform SWOT-based benchmark analysis of existing client company SCM processes:
  - Identify improvement and corrective actions
- Conduct Acquisition Due Diligence
  - Buy-side after LOI; Sell-side as pre-sale preparation
- Execute Assessment Process:
  - Map comprehensive functions of “current state” process
  - Assess existing process against best practices and compliance standards
  - Develop gap analysis between current state and best practices
  - Present recommendations for corrective action and improvement
- Implement and project manage improvement actions

Mike Corkran, Founder CEO  
(440) 725-3394  
WMCorkran@ChinaCentric.com  
LinkedIn.com/in/MikeCorkran

Bill Haggerty, Managing Director  
(216) 570-7004  
BHaggerty@ChinaCentric.com  
LinkedIn.com/in/WilliamHaggerty

Nancy Seibert, Managing Director  
(216) 533-4180  
NancySeibert@China-Centric.com  
LinkedIn.com/in/NancySeibert

**SHANGHAI**

**ZHUHAI**

**HONG KONG**

**TAIPEI**

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