



China Strategic Supply Chain and Sourcing Opportunities

In the Western world the efficiency of supply chain is at the forefront of business decisions, however, when it comes to China sourcing strategies, many companies neglect proper due diligence planning and approach in quality, price and performance consistency and control. Even companies that have been present in China for number of year are not using China supply chain to their full advantage for better performance, logistics and pricing issues. Companies who fail to explore these possibilities may be missing out on significant business opportunities that would dramatically improve their competitiveness; in contrast, competitors might be already taking the advantages in full use.

Fintrade-Mercer has years of experience in China industrial sourcing operations and are currently serving a large number of frontline European companies. Fintrade-Mercer is proactive in researches and recruiting suppliers from all over China. All supplier qualification and negotiation are conducted by the Fintrade-Mercer's sourcing experts and engineering staff. Fintrade-Mercer identifies and document critical supplier information, from production history, quality control certification, client relationships, financial records, business and license verification, to quality control management. In addition, Fintrade-Mercer provides sourcing legal services in Manufacturing and Supply contracts that ensure our clients to be fully protected and be ready to face various peculiarities in their China sourcing operations. Overall, Fintrade-Mercer provides one stop procurement financial, logistic, legal management services for successful and efficient China sourcing operations.

Strategic Supply Chain Management and Sourcing Services

- Developing end-to-end solutions that see you through the sourcing process from discovery to negotiation, through to logistics and completion of deliveries
- Identifying and qualifying the best China suppliers to meet technical and competitive requirements
- Secrecy agreements for Intellectual Asset protection
- Manufacturing and Purchasing Contracts
- Supply Chain Management for Delivering high quality products with good prices and in good quality, always in right time in right place

Add-Value Services

- The project will be lead by the Fintrade-Mercer industrial experts and engineering staff
- Operational Team located in China is significantly more effective for sourcing, and brings into game years of expertise of the field
- Within the Sourcing Group several key functions can be centralized, increasing efficiency, decreasing costs
For example:
 - Centralization of Quality Control
 - Centralization of Logistics
 - Centralization of Financial and Payment System



Fintrade-Mercer Group has 25 years experience taking Finnish companies to the China market, incorporating and establishing companies in China as well as preparing investment approvals, localization projects and protecting technologies and intellectual assets of Finnish companies in China.

Fintrade-Mercer Group have been at the forefront of corporate, marketing and branding trends in China and lead the field in integrated China Business Solutions.

CHINA SOURCING GROUP 2009-2010

A new one-year Sourcing Group is starting in September 2009. Financial support from the Ministry of Employment and the Economy will be applied for this project.

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