

◆ CHENBRIDGE GLOBAL ADVISORY

CHINA SOURCING PROCESS

How ChenBridge Works

A Practical Overview of How ChenBridge Identifies Suppliers,
Manages Sourcing, Coordinates Production, and Supports Execution in China

01 → 02 → 03 → 04 → 05 → 06 → 07 → 08

www.chenbridge.com

01

The ChenBridge Approach

A Structured China-Side Sourcing Model

Sourcing from China can create significant opportunities for international companies, but managing the process effectively requires more than identifying a supplier.

Companies may need to navigate:

- Supplier identification
- Manufacturing capability
- Product specifications
- Quotation differences
- Communication
- Quality requirements
- Production coordination
- Logistics
- Time-zone differences
- Ongoing supplier relationships

ChenBridge provides structured China-side sourcing and manufacturing coordination support to help international companies navigate these challenges.

Our role is to connect the client's requirements with appropriate Chinese manufacturing resources and provide practical support throughout the sourcing process.

Our Principle

We start with the requirement, not with a predetermined supplier.

02

How ChenBridge Works

From Requirement to Execution

A typical sourcing project follows a structured process:

01	02	03	04	05	06	07	08
REQ	IDENTIFY	QUALIFY	RFQ	COMPARE	SAMPLE	PROD	DELIVER

→ → → → → → → →

01 Requirement Definition Understand the product, specifications, quantity, quality requirements, commercial objectives, and timeline.	02 Supplier Identification Research and identify Chinese manufacturers that may be suitable for the requirement.
03 Supplier Qualification Review supplier capabilities, relevant experience, manufacturing resources, and project suitability.	04 RFQ Coordination Communicate the requirements to selected suppliers and coordinate quotation collection.
05 Comparison	06 Sample & Specification Coordination

Organize and compare supplier responses, specifications, pricing, MOQ, lead time, and other relevant commercial conditions.	Coordinate samples, revisions, specifications, and communication between the client and supplier where required.
07 Production Coordination Support China-side communication and follow-up during manufacturing.	08 Delivery Preparation Support supplier follow-up and China-side coordination through production completion and shipment preparation.

The Process at a Glance

Requirement → Supplier Identification → Qualification → RFQ → Comparison → Sample → Production → Delivery

03

Step 01: Requirement Definition

Start With a Clear Understanding of What You Need

Every sourcing project begins with understanding the actual requirement.

The better the requirement is defined, the more effectively suitable suppliers can be identified and compared.

Depending on the project, the initial requirement may include:

- Product specifications
- Dimensions
- Quantity
- Quality requirements
- Target market
- Required timeline
- Commercial objectives
- Drawings
- Materials
- Annual volume
- Packaging requirements
- Delivery destination
- Existing supplier information

Clients do not necessarily need to have every detail finalized before contacting ChenBridge.

Where information is incomplete, ChenBridge can help identify what additional information may be required to begin the sourcing process.

The Objective

Translate the client's requirement into a practical sourcing brief for the China manufacturing market.

04

Step 02: Supplier Identification

Finding Relevant Manufacturing Resources

Once the requirement is understood, ChenBridge researches and identifies manufacturers that may be appropriate for the project.

The objective is not simply to find the largest possible number of suppliers.

The objective is to develop a supplier pool that is relevant to the actual requirement.

Potential factors considered may include:

- Product compatibility
- Manufacturing capability
- Relevant experience
- Production processes
- Equipment
- Production capacity
- Quality systems
- Certifications where relevant
- Geographic considerations
- Project suitability

Our Approach

The right supplier depends on the requirement.

A supplier that is suitable for one project may not necessarily be suitable for another.

05

Step 03: Supplier Qualification

From Supplier List to Suitable Candidates

Supplier identification is only the beginning.

Potential suppliers need to be reviewed against the project requirements.

ChenBridge may assess information such as:

Manufacturing Capability: Can the supplier manufacture the required product or packaging according to the required specifications?

Relevant Experience: Does the supplier have experience with similar products, materials, applications, or customers?

Production Resources: Does the supplier have the equipment, processes, and capacity required for the project?

Quality: Are the supplier's quality systems and processes appropriate for the requirement?

Commercial Suitability: Can the supplier potentially support the required quantity, lead time, and commercial conditions?

Project Fit: Overall, is the supplier appropriate for the specific project?

06

Step 04: RFQ Coordination

Turning Requirements Into Comparable Quotations

Once suitable suppliers have been identified, ChenBridge coordinates the request-for-quotation process.

The objective is to communicate the requirement clearly and obtain responses that can be evaluated on a comparable basis.

Depending on the project, RFQ coordination may include:

- Product specifications
- Materials
- Dimensions

- Quantity
- Packaging requirements
- Quality requirements
- Delivery requirements
- Target timeline
- Commercial requirements

Supplier responses may include:

- Unit pricing
- MOQ
- Lead time
- Payment terms
- Production capabilities
- Packaging
- Other commercial conditions

ChenBridge coordinates communication with suppliers to clarify differences, missing information, or questions arising during the quotation process.

07

Step 05: Comparison & Evaluation

Making Supplier Information Easier to Evaluate

Supplier quotations are not always directly comparable.

Different suppliers may quote different:

- Materials
- Specifications
- Quantities
- Production assumptions
- Lead times
- Packaging
- Commercial terms

ChenBridge can organize relevant supplier information into a structured comparison.

Depending on the project, the comparison may include:

Evaluation Area	Considerations
Product	Specification and configuration
Material	Material type and requirements
Price	Quoted commercial terms
MOQ	Minimum order quantity
Lead Time	Production and delivery timing
Quality	Relevant quality requirements
Capability	Manufacturing suitability
Experience	Relevant project or product experience
Commercial Terms	Payment and other conditions

The Objective

Make supplier differences visible so clients can make informed decisions.

08

Step 06: Sample & Specification Coordination

Confirm Before Production

Where samples are required, ChenBridge can support communication and coordination between the client and supplier.

This may include:

- Sample requests
- Sample specifications
- Dimensions
- Materials
- Construction
- Finishing
- Packaging
- Required modifications
- Supplier feedback
- Client feedback

The objective is to establish alignment before production begins.

Sample Development

Requirement → Supplier Sample → Client Review → Feedback / Revision → Final Specification

The exact process depends on the project.

09

Step 07: Production Coordination

Supporting China-Side Communication During Manufacturing

Once a supplier has been selected and the project moves into production, communication remains important.

ChenBridge can provide China-side coordination and follow-up based on the agreed scope.

This may include:

- Production communication
- Specification confirmation
- Manufacturing follow-up
- Change coordination
- Quality-related communication
- Issue escalation
- Production status updates
- Supplier follow-up

Our role is to help maintain alignment between the client's requirements and the supplier's execution.

The Objective

Reduce communication gaps and keep the project aligned with the agreed requirements.

10

Step 08: Delivery Preparation

Supporting the Final China-Side Coordination

As production approaches completion, ChenBridge can continue to support supplier communication and China-side follow-up.

Depending on the project, this may include:

- Production completion follow-up
- Packaging confirmation
- Shipment preparation
- Supplier communication
- Documentation coordination
- Delivery-related follow-up

The specific scope depends on the project and agreed engagement.

11

Who Does What

A Clear Three-Party Working Model

ChenBridge operates as an independent sourcing and manufacturing coordination partner.

The working relationship is designed to keep responsibilities clear between:

CLIENT CHENBRIDGE	The client remains responsible for: • Defining business requirements • Reviewing supplier options • Making supplier selection decisions • Approving specifications • Making commercial decisions • Contracting with suppliers • Paying suppliers directly
	ChenBridge supports: • Requirement analysis • Supplier sourcing • Supplier qualification • RFQ coordination • Quotation comparison • Supplier communication • Sample coordination • Production coordination

SUPPLIER	• China-side follow-up
	The selected supplier is responsible for: • Quotation • Sampling • Manufacturing • Production • Product execution • Delivery

12

Client Control & Transparency

Clients Maintain Control of the Commercial Relationship

ChenBridge's model is designed to provide China-side support without taking control of the client's supplier relationship.

Where a supplier is selected:

The Client: Reviews and approves the supplier.

The Client: Contracts directly with the supplier.

The Client: Pays the supplier directly.

ChenBridge: Provides sourcing, communication, coordination, and China-side support.

This structure allows clients to maintain direct visibility and control over their supplier relationships and commercial decisions.

13

What Clients Can Expect

Practical Sourcing Deliverables

Depending on the project scope, ChenBridge may provide:

Supplier Shortlist: A structured selection of supplier candidates relevant to the project.

Supplier Capability Information: Relevant information regarding manufacturing capabilities, experience, equipment, certifications, and project suitability.

RFQ Coordination: Supplier communication and quotation collection based on agreed requirements.

Quotation Comparison: Structured comparison of supplier responses and relevant commercial conditions.

Sample Coordination: China-side communication and follow-up during sample development.

Production Coordination: Communication and follow-up during manufacturing where included within the agreed scope.

China-Side Follow-Up: Ongoing communication with suppliers to help keep the project aligned.

14

How We Add Value

More Than Finding a Supplier

01 Access Access to China's broad manufacturing ecosystem through structured supplier research and development.	02 Qualification Supplier options are evaluated against actual project requirements rather than selected simply because they offer a low price.
03 Coordination A China-side point of coordination can reduce communication gaps between international teams and Chinese manufacturers.	04 Comparison Supplier information, quotations, specifications, lead times, and other relevant commercial factors can be organized into a more structured format.
05 Execution Support ChenBridge can remain involved after supplier selection to support communication, samples, production coordination, and China-side follow-up.	06 Flexibility The model can support a single sourcing project, a new supplier development requirement, or an ongoing China sourcing program.

15

Engagement Options

ChenBridge offers flexible engagement structures to support different client needs.

Project-Based Support For companies with a specific sourcing or manufacturing requirement. <i>A typical project may involve: Requirement → Supplier Search → Qualification → RFQ → Comparison → Sample / Production Coordination</i>
Ongoing Sourcing Support For companies with recurring China sourcing requirements. <i>Support can include: Supplier development, Procurement support, New product sourcing, Supplier communication, Production coordination, Ongoing sourcing activities</i>
Packaging Sourcing For companies looking specifically for packaging manufacturers or packaging solutions in China. <i>This can include: Industrial packaging, Protective packaging, Corrugated packaging, Retail packaging, Custom packaging, Multi-component packaging solutions</i>

16

When to Work With ChenBridge

A Practical China-Side Resource

ChenBridge may be particularly useful when a company:

- Needs to identify new Chinese manufacturers
- Wants to compare multiple supplier options
- Is developing a new product or packaging solution
- Needs China-side supplier communication
- Does not have a local sourcing team in China
- Wants additional sourcing resources
- Needs support coordinating production with Chinese manufacturers
- Wants to explore China sourcing before building a local organization

The appropriate level of support depends on the requirements and scope of each project.

17

Start With Your Requirement

You Don't Need a Complete Sourcing Plan

You can start with what you already have.

This may be:

- A product specification
- A drawing
- A packaging drawing
- Product dimensions
- Photos
- A sample
- A bill of materials
- An existing supplier quotation
- An approximate annual quantity
- Or simply a description of what you are trying to source

ChenBridge can then help determine:

- What type of supplier may be appropriate
- What manufacturing capabilities are relevant
- What information is still required
- How the sourcing process should proceed
- What level of China-side support may be appropriate

The First Step Is Simple

Tell us what you need.

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Let's Discuss Your China Sourcing Requirement

Whether you are looking for a new supplier, developing a new product, sourcing packaging, comparing manufacturing options, coordinating an existing China supplier, or exploring China manufacturing for the first time, ChenBridge can provide practical China-side sourcing and manufacturing coordination support.

China Supply Chain & Manufacturing Partner for Global Companies

Supplier Development | Procurement Support | Production Coordination

Website: www.chenbridge.com

Email: contact@chenbridge.com

Your business stays in your hands.

We help make the China side work.

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