

CHENBRIDGE

GLOBAL ADVISORY

COMPANY & SERVICE OVERVIEW

China Supply Chain & Manufacturing Partner for Global Companies

SUPPLIER DEVELOPMENT · PROCUREMENT SUPPORT · PRODUCTION COORDINATION

www.chenbridge.com

01 — ABOUT CHENBRIDGE

Connecting Global Companies with China's Manufacturing Capabilities

ChenBridge Global Advisory supports international companies that need reliable access to China's manufacturing and supply chain capabilities.

We help clients identify suitable suppliers, evaluate manufacturing options, coordinate procurement activities, and manage China-side execution.

Our role is to provide an independent, structured bridge between global companies and China's manufacturing ecosystem.

Whether a client is looking for a specific packaging product, developing a new supplier, comparing manufacturing options, or coordinating an ongoing China sourcing program, ChenBridge provides practical China-side support throughout the process.

Our Position

ChenBridge is an independent sourcing and manufacturing coordination partner.

We do not operate as a traditional trading company or simply resell products from a fixed supplier base.

Instead, we work around the client's requirements and identify appropriate manufacturing resources for each project.

This allows clients to maintain greater control over:

- Supplier selection
- Product specifications
- Commercial decisions
- Supplier relationships
- Purchasing arrangements
- Production requirements

A Simple Principle

You manage your business. We help manage the China side.

02 — WHAT CHENBRIDGE DOES

Three Core Services

ChenBridge's services are built around three core areas:

01 — Supplier Development

We help clients identify and develop suitable Chinese manufacturing resources based on their product requirements, quality expectations, commercial objectives, and long-term sourcing needs.

Our support may include:

- Supplier identification
- Manufacturer research
- Capability screening
- Supplier background information
- Manufacturing capability review
- Relevant experience assessment
- Initial supplier communication
- Supplier shortlist development
- Ongoing supplier development

The objective is not simply to find a supplier.

It is to identify suppliers that are appropriate for the specific project and long-term requirement.

02 — Procurement Support

ChenBridge supports the China-side procurement process from supplier communication through quotation comparison and commercial follow-up.

Typical activities include:

- RFQ preparation and coordination
- Supplier communication
- Specification confirmation
- Quotation collection
- Quotation comparison
- MOQ comparison
- Lead-time comparison
- Payment-term comparison
- Production capability comparison
- Commercial clarification

- Supplier follow-up

Where multiple suppliers are involved, ChenBridge can structure the information so that clients can make decisions based on comparable information rather than fragmented supplier responses.

The goal:

Make China sourcing easier to evaluate, easier to communicate, and easier to control.

03 — Production Coordination

Once a supplier has been selected, China-side communication and follow-up become increasingly important.

ChenBridge can support clients with:

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

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

03 — PACKAGING SOLUTIONS

Packaging Sourcing & Manufacturing Coordination

Packaging is one of the core sourcing areas of ChenBridge.

We support global companies looking for Chinese manufacturing resources across industrial, protective, paper, corrugated, retail, and custom packaging applications.

Our packaging capabilities are organized into four major areas.

01 — Industrial & Protective Packaging

Solutions designed to protect products during handling, transportation, storage, and international logistics.

Typical categories include:

- Wooden Crates
- Plywood Cases
- Heavy-Duty Crates
- Industrial Pallets
- Export Packaging
- Protective Packaging
- Custom Protective Structures
- Equipment Packaging
- Transport Packaging

These solutions can be developed around product dimensions, weight, handling requirements, transportation conditions, and destination requirements.

02 — Paper & Corrugated Packaging

Paper-based and corrugated packaging solutions for industrial, commercial, retail, and logistics applications.

Typical categories include:

- Corrugated Boxes
- Heavy-Duty Corrugated Packaging
- Die-Cut Packaging
- Folding Cartons
- Paperboard Packaging
- Corrugated Inserts
- Paper-Based Protective Packaging

- Custom Corrugated Solutions

Packaging can be developed according to product dimensions, strength requirements, printing requirements, stacking requirements, and logistics conditions.

03 — Custom & Retail Packaging

Packaging designed around product presentation, branding, protection, and customer experience.

Typical categories include:

- Custom Boxes
- Printed Packaging
- Retail Packaging
- Product Packaging
- Display Packaging
- Custom Inserts
- Branded Packaging
- Presentation Packaging

ChenBridge can coordinate different manufacturing processes and material suppliers to support customized packaging requirements.

04 — Complete Packaging Solutions

Some projects require more than a single packaging product or material.

ChenBridge can coordinate multi-component packaging solutions combining different materials, manufacturing processes, and suppliers.

Examples include:

- Wood + Corrugated
- Wood + Foam
- Corrugated + Protective Inserts
- Industrial + Retail Packaging
- Custom Packaging Assemblies
- Multi-Component Packaging Systems

The objective is to develop a practical packaging solution around the product rather than simply source an individual packaging item.

04 — BEYOND PACKAGING

China Manufacturing & Sourcing Support

While packaging is a core area of ChenBridge's capabilities, our sourcing model can also support other China manufacturing requirements where appropriate.

Depending on the project, this may include:

- Custom manufactured components
- Metal components
- Fabricated parts
- CNC-manufactured parts
- Industrial components
- Custom assemblies
- Packaging-related hardware
- Supporting products and materials

Each project is evaluated based on its specifications, manufacturing requirements, volume, quality expectations, and supplier requirements.

Our approach

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

05 — HOW WE ADD VALUE

A China-Side Partner Without Building a Local Team

Sourcing directly from China can create challenges that are not always visible from outside the country.

Clients may need to:

- Find suitable manufacturers
- Verify supplier capabilities
- Compare different quotations
- Communicate technical requirements
- Manage time-zone differences
- Follow up samples
- Monitor production communication
- Resolve supplier questions
- Coordinate changes
- Manage multiple suppliers

ChenBridge provides China-side support without requiring the client to establish a local sourcing organization.

Access

Access to China's broad manufacturing ecosystem through structured supplier research and development.

Qualification

Supplier options are evaluated against the actual project requirements rather than selected simply because they offer a low price.

Coordination

A dedicated China-side point of coordination can reduce communication gaps between international teams and Chinese manufacturers.

Comparison

Supplier information, quotations, specifications, lead times, and other relevant commercial factors can be organized into a more structured format for decision-making.

Execution Support

ChenBridge can remain involved after supplier selection to support communication, samples, production coordination, and China-side follow-up.

Flexibility

Our model can support a single sourcing project, a new supplier development requirement, or an ongoing China sourcing program.

www.chenbridge.com

06 — OUR WORKING MODEL

Independent. Structured. Client-Driven.

ChenBridge works according to the client's requirements rather than representing a fixed list of products or manufacturers.

The typical relationship looks like this:

CLIENT	CHENBRIDGE	SUPPLIER
Defines requirements	Requirement analysis	Manufacturing
Reviews supplier options	Supplier sourcing	Sampling
Approves supplier	Supplier qualification	Production
Contracts directly with supplier	RFQ coordination	Quality / specification execution
Pays supplier directly	Quotation comparison	Delivery
	Sample coordination	
	Production coordination	
	China-side follow-up	

Direct Supplier Relationships Highlight

Clients maintain direct commercial relationships with suppliers. ChenBridge does not intermediate the commercial relationship, purchase contracts, or payments between client and supplier.

07 — OUR WORKING PROCESS

From Requirement to Execution

01 — Requirement Definition

We first understand what the client actually needs.

- Product specifications
- Dimensions
- Materials
- Quantity
- Quality requirements
- Packaging requirements
- Target market
- Delivery destination
- Timeline
- Commercial requirements

02 — Supplier Identification

Based on the requirements, ChenBridge researches and identifies manufacturers that may be suitable for the project.

- The objective is to establish a relevant supplier pool rather than simply collect the largest possible number of quotations.

03 — Supplier Qualification

Potential suppliers are reviewed based on factors such as:

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

04 — RFQ & Comparison

ChenBridge coordinates supplier quotations and organizes relevant information for comparison.

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

05 — Sample & Specification Coordination

Where sampling is required, ChenBridge supports communication between the client and supplier to confirm:

- Specifications
- Dimensions
- Materials
- Construction
- Finishing
- Packaging
- Required modifications

06 — Production Coordination

After approval, ChenBridge can support China-side communication during production.

- The level of involvement depends on the client's requirements and project scope.

07 — Delivery Preparation

ChenBridge can support supplier follow-up and China-side coordination through production completion and shipment preparation.

08 — WHAT CLIENTS CAN EXPECT

Practical 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.

09 — WHO WE WORK WITH

ChenBridge is designed to support international companies that need China manufacturing or sourcing capabilities but do not necessarily want to build a complete local sourcing organization.

Typical clients may include:

Manufacturers

Companies sourcing components, packaging, assemblies, or supporting products from China.

Industrial Companies

Businesses requiring custom manufacturing, industrial packaging, or specialized sourcing support.

Procurement Teams

Companies looking for additional China-side sourcing and supplier development resources.

Product Companies

Businesses developing new products or packaging and looking for suitable Chinese manufacturing partners.

Distributors & Importers

Companies seeking qualified Chinese manufacturers for ongoing supply requirements.

International Businesses Entering China Sourcing

Companies that want to explore China manufacturing opportunities while maintaining control over supplier selection and commercial relationships.

10 — WHY WORK WITH CHENBRIDGE

China Expertise. Global Perspective. Practical Execution.

Working with China suppliers is not simply about finding a lower price.

Successful sourcing requires understanding the relationship between:

- Product Requirements
- Manufacturing Capability
- Supplier Quality
- Commercial Conditions
- Communication
- Production Execution
- Logistics

ChenBridge brings these elements together through a structured China-side sourcing and coordination model.

Our objective is simple:

Help global companies access China's manufacturing capabilities with greater clarity, control, and confidence.

11 — OUR APPROACH

We Don't Start With a Supplier. We Start With the Requirement.

Every sourcing project is different.

The right supplier depends on factors such as:

- What is being manufactured
- Required materials
- Technical specifications
- Quality requirements
- Quantity
- Target cost
- Production timeline
- Export requirements
- Long-term sourcing objectives

For this reason, ChenBridge does not apply a one-size-fits-all supplier model.

We first understand the requirement, then develop the appropriate sourcing approach.

12 — ENGAGEMENT OPTIONS

Project-Based Support

For companies with a specific sourcing or manufacturing requirement.

Typical scope:

- Requirement → Supplier Search → Qualification → RFQ → Comparison → Sample / Production Coordination

Ongoing Sourcing Support

For companies with recurring China sourcing requirements.

Support can include:

- Supplier development
- Procurement support
- New product sourcing
- Supplier communication
- Production coordination
- Ongoing sourcing activities

Packaging Sourcing

For companies looking specifically for packaging manufacturers or packaging solutions in China.

This can include:

- Industrial packaging
- Protective packaging
- Corrugated packaging
- Retail packaging
- Custom packaging
- Multi-component packaging solutions

13 — START WITH YOUR REQUIREMENT

Tell Us What You Need

You do not need to have a complete sourcing plan before contacting ChenBridge.

You can start with:

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

We can then help determine the appropriate China-side sourcing approach.

14 — CONTACT CHENBRIDGE

Let's Discuss Your China Sourcing Requirement

ChenBridge Global Advisory

China Supply Chain & Manufacturing Partner for Global Companies

SUPPLIER DEVELOPMENT
PROCUREMENT SUPPORT
PRODUCTION COORDINATION

Website: www.chenbridge.com

Email: contact@chenbridge.com

FINAL STATEMENT

Your business stays in your hands.

We help make the China side work.

