

# PROCESS OVERVIEW



## Pre - production

### RFQ

(Request For Quote)  
After selecting a minimum of 5 qualified suppliers, we tender your business and request these suppliers to quote.



### Landed Quote

We will also create a 'landed quote' which includes not only the China cost of goods (FOB) but also any freight, import charges, and tax.

The 'landed cost' is what every buyer/importer needs to know in order to make a solid purchase decision.



### Audit

Our policy is that, before you invest your hard earned money into production with a new factory, we must visit and audit the supplier.

This stage is crucial as, often during this audit, we can at the same time build relations with key staff, and potentially negotiate prices and terms even further.



## Mid - production

### Contract

Our contracts with Chinese vendors are legally binding in mainland China.

Having a clear & legal contract that defines payment terms, quality standards, lead times and relevant penalties is essential to manage your interests once goods are in production.



## Post - production

### Quality Control

Quality Control should be at the top of any importer's priority list. Generally, most importers will have us do one PSI (pre-shipment inspection) after production has finished but before the goods are shipped. We do also provide mid-production checks, and container load checks.

Most importantly, once we have carried out quality control inspections, you will receive a report with either a 'Pass' or 'Fail' result, and goods will not be shipped until you confirm everything is ok. It's our belief that, since it's your money and you're the importer, it's our job to give you control!



### Sourcing

Doing 'good business' all starts with finding the right manufacturer. As such we source a wide range of potential manufacturers from our existing database, internet, trade shows & directories.

70% of the products we export are from great manufacturers whom are not listed on Alibaba or Global Sources.



### Quotations

We compare quotes and specifications from qualified vendors and advise on the best course of action.

After all, the cheapest quote is totally irrelevant unless it's from a qualified supplier. Unless you like being a gunnei pig!



### Negotiation

Once we finalise the specifications and quotes, we will continue to negotiate for both price, minimum orders and specification quality in your favour.



### Sample Development /QA

Prior to production, we must sign off a sample and produce a full report on this for you. This goes for not only the product, but the assembly, packaging & instructions.

It's imperative that we make everything right, before mass producing any mistakes!



### Purchase

We'll ensure your Purchase Order document has all the correct specification and payment information and communicate exactly what you want to the manufacturer.



### Payment Terms & Credit

Generally, Easy Imex payment terms will be 30% deposit and 70% against bill of lading (once goods have been shipped) however, we are also able to offer improved payment terms.

These can be as good as 0% deposit and payment 90 days after goods have been exported. (subject to credit checks and trading history).



### Logistics

Only when goods have passed quality control, or with your permission, will we ship the goods. We have contracts with some of the world's largest shipping lines.

Due to the volume we export collectively as a business, we are able to provide our customers with preferential freight / import charges. This is passed on to you at cost price with no extra fees from us.

ALL shipments through Easy Imex are covered by our Marine Cargo Insurance policy at no extra cost to you.



START

FINISH

Basic Sourcing Package: **\$499 USD** one-off

Premium Sourcing Package: **\$1,499 USD** one-off

Product Development: **\$699 USD** per month

**\$250 USD** + Travel Expenses

Free + Travel Expenses

Free + Travel Expenses

Sample/courier charged at cost as specified by factory

Tax Back: Easy Imex purchases from the manufacturer in Chinese Yuan (RMB) and sells to you in USD. Easy Imex makes its margin by claiming the export tax rebate (typically a net of 7%) and therefore no commissions are charged.

**\$250 USD**

Free

Free

Freight forwarder's charge passed to customer at cost price.

# SERVICE PACKAGES

\$499

## Basic Sourcing Package

Tip

Recommended for single or few orders less than 100K USD per year



### 10 Sourcing Requests

- One sourcing request is equal to one product SKU.
- Each SKU managed from Easy Imex undergoes through our Product to Market process.



### Sourcing Report

- Minimum of 5 qualified manufacturers.
- Quotations of each manufacturer with further evaluation on specification, lead times, Minimum Order Quantities (MOQ), background information and brief manufacturer analysis.



### Landed Quote

- True unit price on quotation; including freight, import charges, and tax.
- Unit cost price to client warehouse.



### Negotiations

- Payment terms and deposit
- Lead times
- Price per unit
- MOQs



### Factory Audit and Inspection

- Further negotiation.
- Factory Audit Report; Production line and factory evaluation.

\$250 USD per inspection\*



### Sample Development

- Work closely with factory for product modifications and sampling.
- Product testing and quality assurance as per client's requirements.



### Quality Assurance Report

- Product quality
- Product assembly
- Product packaging
- Product instructions



### Legal Contracts

- Legally binding sales contracts in Mainland China with the manufacture including relevant clauses for specification, quality, and delays.
- Sales and Purchase Orders.



### Vendor Management

- Management of communication and payments.
- Order coordination.



### Quality Control

- Mid-production Inspection (MPI)
- Pre-shipment Inspection (PSI)
- Container Loading Check (CLC)

\$250 USD per inspection\*



### Logistics Management

- Freight forwarder's charge at cost price.
- Insurance on goods.

\$1499

## Premium Sourcing Package

Tip

Recommended for repeat orders over 100K USD per year



### Unlimited Sourcing Requests

- One sourcing request is equal to one product SKU.
- Each SKU managed from Easy Imex undergoes through our Product to Market process.



### Sourcing Report

- Minimum of 5 qualified manufacturers.
- Quotations of each manufacturer with further evaluation on specification, lead times, Minimum Order Quantities (MOQ), background information and brief manufacturer analysis.



### Landed Quote

- True unit price on quotation; including freight, import charges, and tax.
- Unit cost price to client warehouse.



### Negotiations

- Payment terms and deposit
- Lead times
- Price per unit
- MOQs



### Factory Audit and Inspection

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Free inspection\*



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### Quality Control

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- Container Loading Check (CLC)

Free inspection\*



### Logistics Management

- Freight forwarder's charge at cost price.
- Insurance on goods.



### Eligible for Credit Facility

- Easy imex conducts financial audit for eligibility.



### Marketing Photos

- 5 professional shots per product.
- Photo editing.

Free photos



### Product Compliance Check

- Check if products comply with local market requirements.

\$699

## Product Development

Tip

Recommended for developing new product from design to production



### Unlimited Sourcing Requests

- Developing a product from customer's own designs/artwork.



### Sourcing Report

- Sourcing most trusted and qualified manufacturers in China to develop a unique product.
- Evaluation of molding/tooling and prototype options.
- Quotations from each manufacturer with molding/tooling costs, prototype cost, Minimum Order Quantities (MOQ) and factory expertise.



### IP Protection

- Have confidential agreements in place with all parties.



### Factory Audit and Inspection

- Factory Audit Report; Production line and factory evaluation.

Free inspection\*



### Sample Development

- Work closely with factory for product modifications and sampling.
- Product testing and quality assurance as per client's requirements.
- Phase 1: Initial sample
- Phase 2: Sample/molding modifications
- Phase 3: Product testing
- Phase 4: Sample approval



### Negotiations

- Payment terms and deposit
- Lead times
- Price per unit
- MOQs



### Landed Quote

- True unit price on quotation; including freight, import charges, and tax.
- Unit cost price to client warehouse.



### Legal Contracts

- Legally binding sales contracts in Mainland China with the manufacture including relevant clauses for specification, quality, and delays.
- Sales and Purchase Orders.



### Vendor Management

- Management of communication and payments.
- Order coordination and container consolidation.



### Quality Control

- Mid-production Inspection (MPI)
- Pre-shipment Inspection (PSI)
- Container Loading Check (CLC)

Free inspection\*



### Logistics Management

- Freight forwarder's charge at cost price.
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