

Focal Solutions Inc.



CHINESE MANUFACTURERS AT YOUR DOORSTEP

Focal Solutions Inc. (FSI) is one of China's leading Export houses. We have our own manufacturing units as well as diversified interests in many production units.

Our core business is supplying / exporting Chinese origin equipment, machinery, raw materials and commodities to our valued customers all around the world.

Smart Global Companies have enhanced their competitive advantages by relocating their supply chain operations to China. Successful Business entities all over the world understand this fact clearly that in order to beat competition, their inputs must be obtained from highly competitive sources. China, due to its huge industrial base, has emerged as the only source of uninterrupted supply of quality inputs at very competitive rates.

In the 21st century, importance of globalization of supply chain function cannot be undermined. Conducting business beyond the geographical boundaries is facing great challenges than ever before. Many companies face the utmost difficulties in carrying smooth B2B operations with Chinese companies due to the following important barriers:

- **Understanding of the market**
- **Language problem**
- **Time difference**
- **Cultural difference**
- **Market Dynamics**

Before proceeding ahead, ask yourself the following questions:

- Do you think curtailing your business cost is vital for maintaining your competitive advantage?
- Do you have concerns over the reputation of Chinese suppliers, despite knowing that sourcing Chinese products would result in incredible cost savings?
- Are you doubtful over the quality of Chinese products?
- Do you want to avoid the hassle of carrying due diligence in evaluating capabilities of Chinese suppliers?
- Are you worried on explaining accurate requirements about your products to the Chinese vendors?
- Do you consider dealing directly with Chinese vendors without the presence of their representatives in the country a daunting task, keeping in mind the language barriers and day-to-day coordination loopholes?
- Are you looking forward to the safe and secure payment method of doing business with Chinese suppliers?

If the answer to some or all of the above questions is yes, Focal Solutions, Inc. is the perfect choice for you to get you out from all the worries.

Sourcing from China is not less than a daunting task. Companies, despite, being diligent in core competencies of respective business areas, have not been able to avail the full competitive advantage in the lucrative China Supply markets on account of the obstacles listed above.

In these circumstances, Focal Solutions Inc. emerges as the perfect solution provider who can act as the most reliable and strong bridge linking buyers with the Chinese markets.

Focal Solutions Inc.'s offering package includes the following steps:

- Establishing requirements of clients
- Supplier development for multiple product lines and developing Supplier/Customer Relationship for optimized supply chain support
- Selection of most suitable suppliers for products and services
- Managing Commercial and Technical Offers from best suppliers as per customer specifications
- Negotiating Commercial and Technical Offers with suppliers on behalf of our client
- Materials Management
- Quality Assurance / Quality Control of purchased product and services
- Vendor Data Control
- Transport Logistics & Warehouse Management
- Providing Order Tracking Support (OTS) till the delivery
- Ensuring quality, timeliness and promptness at every stage of supply chain support service
- After sales support

Salient features of our offering

Comprehending requirements of our Customers

We establish and comprehend requirements of our Customers to source products and solutions either from our own production or from the best suited Chinese manufacturers to meet their expectations. This is followed with an appropriate sourcing strategy.

Network of our Regional partners

In order to make sure that our Customers are served with prompt responses, we have developed the network of regional partners worldwide. These partners serve as the bridge between our Customers and us, and are entrusted with the following essential responsibilities:

- Act as a local contact point for Customers
- Facilitate meetings, negotiations and coordination with our Technical and sales teams
- Identify the needs of Customers and coordinate with us for timely resolution
- Provide intelligent feedback about the requirements of Customers, based on their extensive market knowledge and penetration



Pre-sales visit by Chinese Engineers to provide technical consultation for hi-tech Engineering products

In order to better understand the technical aspects and help Customers get expert opinion about the application considerations for hi-tech machinery and equipment, our Chinese technical team, being field experts, is available to visit end-users to share its profound experience and lessons learnt from the case studies of similar applications. We propose our Customers to avail this service, once they build the initial business proposition, and our Engineers would be on their doorsteps, unleashing their technical expertise to the utmost satisfaction level of our worthy Customers.

Ensuring quality and control of the products offered

We evaluate supplier's capability to meet Customers' requirements. Through our strong network of contacts in China, we identify and vet credentials of suppliers to be in line with Customers' budget, technical attributes, quality, and lead time requirements.

We do not offer our Customers solutions before having a comprehensive assessment of the supplier's business integrity and capability in respective areas. Through our meticulous vendor-evaluation criteria, we sort out traders claiming to be manufacturers from the genuine suppliers.

First, we build our own conviction level to understand the Supplier's strategy in terms of the appropriateness of the product offered and how it could bring value-addition to the operations of our Customers. After getting ourselves thoroughly certain in all these areas, we then embark with the offer.



Providing complete satisfaction about the genuineness of manufacturer

Our applied procedures for supplier evaluation are very strict and proven. We, however welcome our valued Customers to inspect the Supplier's facility along with us to get complete consolation about the quality and repute of the manufacturer, prior to placing an order. We facilitate, by every possible means, Customers' visit to the supplier's facility in China to verify the legitimacy of the Supplier, thereby eradicating any doubts and giving complete peace of mind to our Customers.



Offering low cost solutions to give competitive edge

Our low-cost products and solutions eventually help our Customers in considerable cost savings. This puts them miles ahead than competition in terms of gaining competitive advantage. Customers can bring radical increase in revenues by reinvesting resultant savings to improve their processes and core competencies. This paves way for them to offer their products and services at highly competitive prices to create, maintain or boost their competitive edge.

No limitations of minimum order quantities

We generally don't put any restriction on the minimum order quantities and are ready to supply products even in lower quantities (provided it does not hurt the commercial viability). This helps our Customers manage their procurement streams conveniently and efficiently.



Pre-shipment inspection services

We provide our Customers with shipment inspection results, including pictures, prior to its departure from China port. We ensure that the products are in 100% compliance to their specifications.

Business with flexible and secure payment terms

Our payment terms are safe and flexible – we don't let our Customers trapped in risky transactions, as their comfort is central to us.



Industries we serve

- Agribusiness
- Airlines
- Alternative Energy Production
- Automotive
- Builders/General Contractors
- Building Materials & Equipment
- Chemical & Related Manufacturing
- Clothing Manufacturing
- Coal Mining
- Communications/Electronics
- Construction
- Dairy
- Electric Utilities
- Electronics Manufacturing
- Energy & Natural Resources
- Food & Beverage
- Forestry & Forest Products
- Gas & Oil
- Health Services
- Meat processing
- Mining
- Natural Gas Pipelines
- Pharmaceutical Manufacturing
- Power Utilities
- Railroads
- Steel Production
- Textiles



Focal Solutions Inc.

Office 1818, Building L1, Sun Island No.52,
Ha'erbin Road, Qingdao, China.
Ph: 0086-(0)532-85762302, Fax: 0086-(0)532-85782302
Email: sales@focalsols.com, Web: www.focalsols.com

