

[YOUR COMPANY NAME]

CHINA · SAUDI ARABIA

STRATEGIC SUPPLY CHAIN COOPERATION PROPOSAL

Strategic Sourcing · OEM / ODM · Cost Optimization · Supplier Management
Credit Terms · Quality Assurance · New Product Development · Saudi Localization

PREPARED FOR OUR CLIENT · CONFIDENTIAL

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01 COOPERATION OBJECTIVE

Our objective is to establish a long-term, stable, transparent, cost-competitive, and scalable supply chain system for your company.

Our role goes beyond simply introducing Chinese factories. We aim to act as a strategic sourcing and supply chain partner in China, helping your company identify, evaluate, negotiate with, and manage manufacturers across specialized industrial clusters in China.

At the same time, we will identify Chinese manufacturers that have already invested in Saudi Arabia, are establishing local manufacturing or warehousing operations, or are actively planning to enter the Saudi market.

The ultimate objective is to build an integrated:

CHINA + SAUDI ARABIA SUPPLY CHAIN SYSTEM

OUR KEY OBJECTIVES INCLUDE

Reduce total procurement costs	Identify highly competitive manufacturers in specialized categories	Develop complete upstream and downstream supply chains
Optimize existing supplier structures	Improve payment and credit terms	Secure stable production and delivery schedules
Improve product quality control	Strengthen after-sales protection	Develop OEM and ODM products
Accelerate new product development	Identify emerging products and consumer trends in China	Establish alternative and backup suppliers
Reduce dependency on single suppliers	Connect with Chinese manufacturers investing in Saudi Arabia	Build a long-term and sustainable sourcing platform

Our objective is not simply to find factories. Our objective is to help your company build a competitive supply chain advantage.

02 ACCESS TO 10,000+ CHINESE MANUFACTURERS AND SUPPLIERS

We have access to and continuously develop a database of more than 10,000 Chinese manufacturers and suppliers across multiple industries and specialized manufacturing clusters.

SUPPLIER SELECTION CAN BE CONDUCTED ACCORDING TO

Product Category	Product Specifications	Annual Purchase Volume
Target Purchase Price	MOQ	Quality Standards
Required Lead Time	OEM Capability	ODM Capability

Production Capacity	Export Experience	Packaging Requirements
Payment Terms	Saudi Market Requirements	

We do not simply provide factory contact information. We identify and shortlist manufacturers that are commercially and technically suitable for your company.

03 COMPLETE UPSTREAM AND DOWNSTREAM SUPPLY CHAIN DEVELOPMENT

For strategic products, we can go beyond finished-product manufacturers and investigate the complete supply chain.



By understanding the complete supply chain, we can identify where the actual costs are generated and where optimization opportunities exist.

THIS ALLOWS US TO EVALUATE

- Whether the current purchase price is competitive
- Which production stage generates the highest cost
- Whether alternative raw materials are available
- Whether alternative components can reduce costs
- Whether a different manufacturing process can improve efficiency

- Whether packaging costs can be reduced
- Whether the supply chain can be restructured

In some cases, the most competitive solution may not be one factory completing the entire product. For example:

Raw Material Supplier A + Processing Factory B + Packaging Factory C + Assembly Factory D

This can create a more competitive overall cost structure.

04 IDENTIFYING THE MOST COST-COMPETITIVE OEM/ODM MANUFACTURERS

China has highly specialized manufacturing clusters for different product categories. Instead of relying only on public sourcing platforms, we can source directly within the relevant manufacturing clusters and identify:

Direct Manufacturers	Specialized OEM Factories	ODM Manufacturers
Component Manufacturers	Mold and Tooling Factories	Packaging Manufacturers
Tier-2 Suppliers	Tier-3 Suppliers	

FOR EACH IMPORTANT PRODUCT, MULTIPLE SUPPLIERS CAN BE EVALUATED BASED ON

Price + Quality + MOQ + Capacity + Lead Time + Payment Terms + OEM/ODM Capability + Export Experience

FOR STRATEGIC PRODUCTS, OUR OBJECTIVE IS TO ESTABLISH

Primary Supplier	Backup Supplier	Emergency Supplier
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This reduces dependency on any single factory.

05 CURRENT SUPPLIER BENCHMARKING

For products that your company is already purchasing, we can conduct current supplier benchmarking.

YOUR COMPANY MAY PROVIDE

Product Photos	Product Specifications	Current Purchase Price
Annual Purchase Quantity	MOQ	Packaging Requirements

Current Lead Time

Current Payment Terms

We can then re-source the same or equivalent products within China. The result can be compared as:

CURRENT SUPPLY CHAIN VS. NEW SUPPLY CHAIN

TOTAL COST OF OWNERSHIP

The objective is not simply to obtain the lowest EXW quotation. We evaluate the total cost of ownership, including:

Product Cost	Tooling Cost	Packaging Cost
Domestic Transportation	Inspection Cost	Warehousing
International Logistics	Quality Loss	After-Sales Cost
Inventory Requirement	Supply Risk	

Our objective is to identify the supplier offering the best overall commercial value while maintaining the required quality and delivery performance.

06 PRODUCT COST BREAKDOWN

For high-volume products, we can conduct deeper cost analysis. Where commercially feasible, the cost structure may be analyzed according to:

Raw Material Cost	Component Cost	Processing Cost	Assembly Cost
Packaging Cost	Logistics Cost	Factory Margin	

This helps determine whether supplier quotations are commercially reasonable. It also allows us to investigate:

- Alternative materials
- Alternative components
- Alternative manufacturing processes
- More efficient production methods
- Lower-cost packaging solutions

The objective is to reduce costs without compromising required product quality.

07 PAYMENT TERMS AND CREDIT NEGOTIATION

Purchase price is only one part of procurement competitiveness. We can also negotiate improved commercial terms with suppliers, including:

Lower Deposit	Reduced Advance Payment	Balance Before Shipment
Payment Against Documents	Monthly Settlement	Credit Terms
Net 30	Net 60	Net 90

Credit terms cannot be guaranteed for every new supplier and will depend on purchase volume, supplier policy, transaction history, and credit assessment.

However, through stable purchasing volume and long-term cooperation, our objective is to progressively improve:

Deposit Ratio + Credit Period + Credit Limit + Payment Flexibility

08 SUPPLIER CREDIT AND PAYMENT TERM MANAGEMENT

In addition to negotiating credit terms, we can establish a structured Supplier Credit & Payment Term Management System. For suppliers offering credit facilities, we can monitor:

Approved Credit Limit	Utilized Credit	Available Credit
Outstanding Amount	Payment Due Date	Payment Status
Historical Payment Performance	Credit Term Changes	

THIS HELPS AVOID SITUATIONS WHERE

- Supplier credit limits are unexpectedly exceeded
- Production is suspended due to payment issues
- Shipments are delayed
- Multiple large payments become due simultaneously
- Working capital is unnecessarily tied up

09 SUPPLIER CREDIT CLASSIFICATION

Suppliers can be classified according to their strategic importance and commercial relationship.

LEVEL A — STRATEGIC SUPPLIERS

- Higher credit limits
- Lower deposits

- Net 30 / 60 / 90 where available
- Priority production

LEVEL B — STABLE SUPPLIERS

- Reduced deposits
- Partial credit terms
- Improved payment flexibility

LEVEL C — NEW SUPPLIERS

Initially more conservative payment structures may be used. Once transaction history and mutual trust are established, improved credit terms can be negotiated progressively.

10 PAYMENT SCHEDULE MANAGEMENT

For each purchase order, key financial and operational dates can be monitored:

Deposit Date	Production Start Date	Production Completion Date
Inspection Date	Shipment Date	Documentation Date
Balance Payment Date	Credit Due Date	

The objective is to coordinate procurement, production, shipment, and payment schedules efficiently.

11 LINKING PAYMENT TERMS TO QUALITY CONTROL

Where supplier terms allow, final payments can be linked to agreed milestones such as:

Production Completion	Successful Inspection	Product Compliance
Correct Packaging	Correct Loading	Complete Shipping Documentation

This provides stronger commercial protection than paying the entire purchase amount before product quality has been verified.

For established strategic suppliers, we can further negotiate payment after delivery or credit terms, where commercially available.

12 STABLE PRODUCTION AND DELIVERY MANAGEMENT

Low prices alone do not create a reliable supply chain. Delivery reliability is critical for a large retail organization.

FOR KEY PRODUCTS, WE CAN ESTABLISH

Production Schedule	Weekly Production Tracking	Delivery Commitment
Capacity Reservation	Pre-Shipment Inspection	Backup Supplier
Emergency Supplier		

For long-term products, your company can provide monthly, quarterly, and annual forecasts. This allows manufacturers to prepare production capacity, materials, packaging, labor, and production slots in advance.

THE OBJECTIVE IS TO REDUCE DELAYS CAUSED BY

Peak Season	Chinese New Year	Raw Material Shortages
Production Overload	Unexpected Capacity Constraints	

13 MULTI-SUPPLIER RISK MANAGEMENT

For strategic SKUs, we recommend avoiding excessive dependency on a single manufacturer. The supply structure can gradually be developed as:

Supplier A — Main Supplier	Supplier B — Backup Supplier	Supplier C — Emergency Supplier
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IF THE MAIN SUPPLIER EXPERIENCES

Price Increases	Quality Problems	Delivery Delays
Capacity Shortages	Raw Material Shortages	Production Suspension
Business Continuity Issues		

alternative production capacity can be activated.

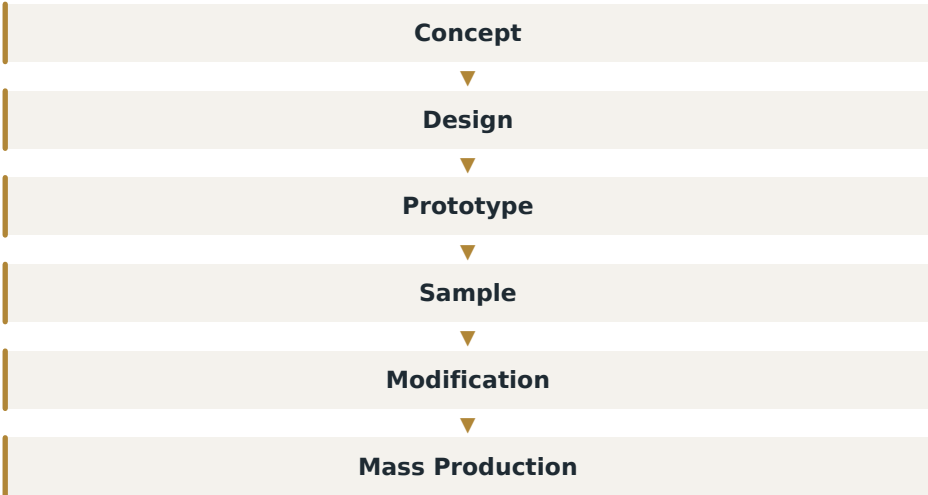
14 OEM / ODM PRODUCT DEVELOPMENT

We can support your company in developing private-label and exclusive products. Services may include:

Private Label	Product Design	Logo	Color
Size	Material	Product Functions	Packaging
Arabic Packaging	English Packaging	Instruction Manuals	Sample Development
Product Photography			

For ODM projects, we can identify manufacturers with internal product development capabilities.

DEVELOPMENT PROCESS



15 EXCLUSIVE PRODUCT DEVELOPMENT

For highly competitive product categories, selling exactly the same SKU as other retailers can create unnecessary price competition. We can therefore develop your company-specific products through:

Exclusive Colors	Exclusive Sizes	Exclusive Packaging
Exclusive Functions	Exclusive Models	Exclusive Product Combinations
Exclusive Designs		

This can improve differentiation and reduce direct price comparison.

16 SMALL-BATCH MARKET TESTING

For new products, we can identify suppliers willing to support small MOQ and market testing.

PRODUCTS CAN INITIALLY BE INTRODUCED IN LIMITED QUANTITIES TO EVALUATE

Sales Velocity	Customer Feedback	Return Rate	Product Reviews
Price Acceptance	Market Demand		

Successful products can then transition into larger-volume production with more competitive manufacturing economics. This helps reduce inventory risk.

17 CHINA NEW PRODUCT & TREND MONITORING

We can continuously monitor China for:

Newly Launched Products	Fast-Growing Categories	E-Commerce Best Sellers
Emerging Consumer Products	New Materials	New Technologies

New Designs

New Functions

New Manufacturing Processes

Products that have already demonstrated market demand in China but are not yet highly saturated in Saudi Arabia

This can create early product opportunities for your company.

18 SAUDI MARKET PRODUCT LOCALIZATION

A successful Chinese product cannot always be introduced into Saudi Arabia without modification. We can work with manufacturers to adapt products according to Saudi market requirements, including:

Arabic Packaging	English Packaging	Saudi Consumer Preferences
Product Dimensions	Voltage Requirements	Plug Requirements
Colors	Functions	Local Certification Requirements
Local Usage Habits		

CHINA MANUFACTURING + SAUDI MARKET LOCALIZATION

19 SUPPLIER PERFORMANCE MANAGEMENT

Finding a supplier is only the beginning. Long-term supplier performance can be monitored through defined KPIs.

KPI	Evaluation
Price	Cost competitiveness
Quality	Product qualification rate
Delivery	On-time delivery
Lead Time	Actual production cycle
MOQ	Order flexibility
Response	Communication efficiency
Capacity	Production capability
Claims	After-sales performance

KPI	Evaluation
Payment	Commercial terms
Cooperation	Overall supplier support

Underperforming suppliers can be required to improve, renegotiated, reduced in allocation, or replaced.

20 CHINA CONSOLIDATION AND MULTI-SUPPLIER SHIPMENT MANAGEMENT

If your company purchases from multiple Chinese manufacturers, shipments can be consolidated. For example:



This can reduce logistics complexity and improve shipment coordination.

21 FACTORY VERIFICATION AND VISITS

For strategic suppliers, we can assist with factory verification, including:

Factory Visits	Production Line Inspection	Warehouse Inspection
Equipment Verification	Production Capacity Review	Business License Review
Export Experience Review	Sample Review	Management Meetings

This helps distinguish between manufacturer, trading company, and distributor — and reduces sourcing risk.

22 REMOTE VIDEO FACTORY INSPECTION

Where an immediate physical visit is unnecessary, remote factory inspections can be conducted. We can review:

Factory Entrance	Production Workshop	Machinery
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Raw Material Warehouse	Finished Goods Warehouse	Packaging Line
Actual Production Status		

This provides an efficient initial verification method.

23 QUALITY CONTROL

Before mass production, the required standards can be clearly confirmed, including:

Approved Sample	Product Specifications	Material Standard
Color Standard	Dimensions	Tolerance
Functional Requirements	Packaging Standards	Label Requirements
Acceptance Criteria		

PRE-SHIPMENT INSPECTIONS CAN THEN VERIFY

Quantity	Appearance	Function	Dimensions
Packaging	Labels	Accessories	Carton Condition
Loading Requirements			

Our objective is to identify and resolve quality issues before products leave China whenever possible.

24 AFTER-SALES SERVICE & QUALITY GUARANTEE

After-sales responsibility will form an integral part of supplier management.

For confirmed manufacturing defects, specification non-conformity, functional defects, or products that materially differ from approved samples, we will coordinate with the supplier to ensure corrective action.

AVAILABLE REMEDIES MAY INCLUDE

Return	Replacement	Replenishment	Rework
Refund	Credit Note	Compensation	

For confirmed product quality issues attributable to the manufacturer, suppliers will be required under the applicable purchase terms to provide:

UNCONDITIONAL RETURN, REPLACEMENT OR REPLENISHMENT

subject to the agreed quality standards and contractual procedures. The relevant quality and after-sales obligations should be incorporated directly into purchase orders and supplier agreements.

Our service does not end when the goods leave China. In the event of a quality dispute, we will continue coordinating with the manufacturer until an agreed corrective solution is implemented.

25 LONG-TERM PRICE NEGOTIATION

For stable, high-volume products, we can negotiate quarterly pricing, semi-annual pricing, annual framework pricing, and volume-based pricing.

Annual purchasing forecasts can be used as leverage to obtain:

Better Price + Better Payment Terms + Priority Production + Higher Credit Limit

26 RAW MATERIAL PRICE MONITORING

For products heavily influenced by raw material costs, relevant input prices can be monitored, including:

Metal	Plastic	Glass	Wood
Paper	Packaging Materials	Electronic Components	

When major input costs decline, supplier pricing can be reviewed and renegotiated.

27 PEAK-SEASON CAPACITY RESERVATION

For high-volume and strategic SKUs, production capacity can be planned in advance. This is particularly important before:

Chinese New Year	Major Chinese Manufacturing Peak Seasons	Ramadan
Eid	Major Retail Promotions	

We can work with suppliers to reserve raw materials, production capacity, production slots, and packaging capacity to improve delivery reliability.

28 CHINESE MANUFACTURERS INVESTING IN SAUDI ARABIA

Our sourcing capability is not limited to manufacturers located in China. We can also identify and connect your company with:

- Chinese manufacturers already operating factories in Saudi Arabia
- Chinese manufacturers currently establishing Saudi production facilities
- Chinese companies operating Saudi warehouses
- Chinese manufacturers establishing local assembly operations
- Chinese brands with local after-sales facilities
- Chinese factories seeking Saudi distributors
- Chinese manufacturers seeking retail partners
- Chinese companies planning to enter the Saudi market
- Chinese manufacturers seeking strategic Saudi partners

These companies may provide an important additional supply source for your company.

29 ADVANTAGES OF SAUDI-BASED CHINESE MANUFACTURING

Chinese manufacturers with local Saudi operations may provide several advantages.

FASTER DELIVERY

Local production or inventory can significantly reduce replenishment time.

LOWER INVENTORY PRESSURE

Your company may be able to replenish products in smaller and more frequent quantities instead of importing large quantities at once.

MORE FLEXIBLE MOQ

Local warehousing, assembly, or manufacturing may allow more flexible order quantities.

FASTER AFTER-SALES SUPPORT

For appliances, kitchen products, electrical products, and products requiring spare parts, local operations may provide faster spare parts, replacement, maintenance, technical support, and warranty service.

BETTER SUPPLY CHAIN RESILIENCE

Local production or inventory can complement direct imports from China.

30 IDENTIFYING CHINESE COMPANIES ENTERING SAUDI ARABIA

We can continuously identify Chinese manufacturers that are:

Planning Saudi Investment	Building New Factories	Establishing Warehouses
Establishing Middle East Headquarters	Developing Local Assembly Operations	Seeking Saudi Distribution Partners
Seeking Major Retail Channels	Exploring Saudi Manufacturing Opportunities	

Where their products match your company's categories, early commercial engagement can be initiated. This may provide:

Early Access + Better Commercial Terms + Exclusive Cooperation + First-Mover Advantage

31 STRATEGIC PARTNERSHIP OPPORTUNITIES

Cooperation with Chinese manufacturers entering Saudi Arabia does not have to be limited to conventional procurement. Potential structures may include:

Exclusive Distribution	Saudi Market Agency	Private Label Cooperation
Joint Product Development	Local Warehouse Cooperation	Local Assembly
Manufacturing Partnership	Strategic Partnership	Joint Venture Opportunities

For Chinese manufacturers entering Saudi Arabia, your company's retail network and local market capabilities can provide significant strategic value. This creates an opportunity for your company to become not only a buyer, but also a strategic Saudi market partner.

32 CHINA + SAUDI DUAL SUPPLY CHAIN

Our long-term objective is to establish:



This creates a more flexible and resilient supply chain structure.

33 THREE SUPPLY MODELS

MODEL A — DIRECT IMPORT FROM CHINA

- High-volume products
- Cost-sensitive products
- Stable SKUs
- Long-term product lines

Primary Advantage: COST

MODEL B — SAUDI LOCAL SUPPLY

- Fast replenishment
- Smaller orders
- New product testing
- Products requiring strong after-sales support

Primary Advantage: SPEED + FLEXIBILITY

MODEL C — CHINA + SAUDI HYBRID SUPPLY

- High-volume SKUs
- Strategic products
- Products requiring higher supply security

China can remain the main manufacturing base, while Saudi inventory or local production provides supplementary supply.

Primary Advantage: COST + SPEED + SUPPLY SECURITY

34 EXCLUSIVE SUPPLIER DATABASE FOR YOUR COMPANY

As cooperation develops, we can gradually establish a dedicated supplier database for your company. Each product category can include:

Approved Supplier	Primary Supplier	Backup Supplier	Target Price
Historical Price	MOQ	Lead Time	Payment Terms
Credit Limit	Production Capacity	Quality Performance	Delivery Performance
Contact History			

Over time, this becomes a proprietary procurement asset for your company rather than simply a collection of factory contacts.

35 VALUE CREATED FOR YOUR COMPANY

We are not simply providing access to Chinese factories. Our objective is to provide your company with:

More Competitive Procurement Costs	Better Payment & Credit Terms	Stable Delivery
Strong Quality Protection	Reliable After-Sales Support	Stronger OEM/ODM Capability
Faster New Product Development	Complete Upstream & Downstream Access	Alternative and Backup Suppliers
Better Supplier Negotiation Power	Lower Supply Chain Risk	Access to Emerging Chinese Products
Access to Chinese Manufacturers in Saudi Arabia		

The ultimate objective is to establish a competitive:

YOUR OWN CHINA + SAUDI SUPPLY CHAIN SYSTEM

36 PROPOSED FIRST PHASE – 5 TO 10 SKU PILOT

We recommend beginning with a practical pilot rather than immediately changing your company's existing supply chain.

YOUR COMPANY SELECTS 5-10 HIGH-VOLUME OR STRATEGIC SKUs

YOUR COMPANY PROVIDES

Product Information	Specifications	Current Purchase Price
Annual Purchase Quantity	MOQ	Current Lead Time
Current Payment Terms	Packaging Requirements	

We will conduct targeted sourcing and supply chain benchmarking in China. The final comparison will evaluate current supply chain vs. new supply chain, including:

Purchase Price	Total Procurement Cost	MOQ
Lead Time	Payment Terms	Credit Terms
Quality	Production Capacity	OEM Capability

ODM Capability

After-Sales Terms

Backup Supplier Availability

Saudi Local Supply Availability

THE PILOT WILL ANSWER SEVERAL PRACTICAL QUESTIONS

- Can procurement costs be reduced?
- Can payment terms be improved?
- Can supplier credit be obtained or expanded?
- Can MOQ be reduced?
- Can delivery performance be improved?
- Can better OEM/ODM manufacturers be identified?
- Can stronger quality and after-sales terms be negotiated?
- Can a second supply source be established?
- Are there relevant Chinese manufacturers already investing in Saudi Arabia?

The results of the pilot can then determine whether the program should be expanded across additional product categories.

37 OUR POSITIONING

We are not simply providing factory contacts. We are building, optimizing, negotiating and managing a competitive China + Saudi Arabia supply chain for your company.

The question is not: “Can we find a factory?”

“Can we build a better supply chain for this product?”

OUR CAPABILITIES COVER

China Sourcing

Supply Chain Development

OEM / ODM

Cost Optimization

Supplier Negotiation

Credit Term Management

Supplier Performance
Management

Quality Control

After-Sales Management

Delivery Management

New Product Development

Saudi Market Localization

Chinese Manufacturing
Investment in Saudi ArabiaChina + Saudi Supply Chain
Integration