



China Consultants Int'l Ltd.

Your Gateway to China



www.china-consultants.biz



Contacts in France

Tel: +33 983 818 493

Contacts in China

Tel: +86 571 866 999 80

Contacts in Brazil

Tel: +55 11 30 42 08 90

Contacts in Hong Kong

Tel: +852 8191 42 64

Head office

杭州恒合国际咨询有限公司

Nan Huan Rd, No 4028, Hao Zhong Heng Shi Ji Ke Ji Yuan ,building 7,offic C102, Hang Zhou

E-mail: contact@china-consultants.biz

web site: www.china-consultants.biz



Company overview

China Consultants International Limited is a born global enterprise based in China. Our mission is to provide consultancy and services for industrial sourcing, manufacturing, quality management and business development in China. Our international team is composed by Brazilian, French and Chinese collaborators with expertise in different technical fields requiring high quality.

Close to our clients, our sales teams and project managers are based in Hong Kong, France and Brazil providing the link between our clients and our China team. Close to manufacturers, our consultants and quality managers in China, provide enhanced communication with factories and closer control of your projects.

Our products

Electronic products: 27%
Food industry: 21%
Toys: 11%
Plastic & Metal: 9%
Beauty Products: 8%
Furniture: 6%
Packaging & Printing: 6%
Textile: 4%
Others: 8%

Key figures 2012

Industrial Sourcing	New products: 865 New factories: 463 Total in our database: 2182 suppliers & 3815 products
Development & Manufacturing	Manufacturing projects volume: USD 11 € M
Quality Management	Containers managed and inspected: 840
Business Development	Strategy analysis, contract drafting and negotiations: 9 Private seminars (organizer): 10 International forum (co-sponsor): 2

Our references





Industrial Sourcing

Sourcing is the first stage of any purchasing or manufacturing project, it can also provide you monitoring of your current purchasing prices.

Based on our strong network of manufacturers in China, we can find in a short time reliable factories with suitable production capacity and competences to meet your product specifications.



Our values: **PRQ**

Proximity:

Our international team is close to our clients and closer to manufacturers. Therefore, we try to improve one of the most important issue in international business which is control and communication.

Industrial Sourcing Process



Analysis, validation and translation of product specifications



Invitation to tender to all related manufacturers in our database



New manufacturers searching based on our network and Chinese B2B platforms



Selection of the best manufactures based on our selection criterions*



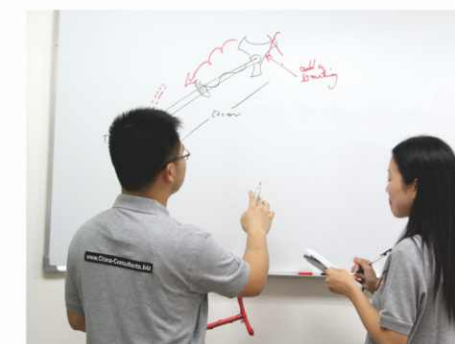
Legal verification(licenses and certificates) of the selected manufacturers



Quotations from selected manufacturers

*Selection criterions

- Being a manufacturer with a legal business license (verified by our team).
- Being able to match the target prices and technical specifications.
- Having the required production material and sufficient production capacity.
- Being able to prove the origin of product components and compositions of materials used.
- Having the required quality certificates and export licenses (verified by our team).
- Having a high reliability within our suppliers network (if network-based sourcing performed).





Development and Manufacturing

The main challenges while manufacturing in China are having the shortest lead time, meeting the quality requirements and protecting your intellectual property (IP). For this matter, before starting the manufacturing process, we establish the production planning in accordance with the factory capacity and a quality management(QM) plan.

In addition, manufacturing contracts are signed in order to protect your IP (design, technology, brand, etc...)

Our mission during the production is the meet the deadlines and assure the quality requirements.

Our values: PRQ

Reactivity:

Since lead time is one of the most important factor in international trade, we establish deadlines for each project or service and our team will respect the established planning.



Our values: PRQ

Quality:

Our quality management process starts right at the bottom of the production pyramid and before starting manufacturing. We believe in "Made in China" with quality and our quality inspectors make it happen.



Quality Management

Since punctual quality controls are often insufficient to fully meet the quality requirement, we provide Quality Management process based on best practices of TQM (Total Quality Management). Our Quality Management process includes Quality Planning, Quality Training and Quality Control.

- **Quality training (QT)**

Workforce instruction at the manufacturing plant.

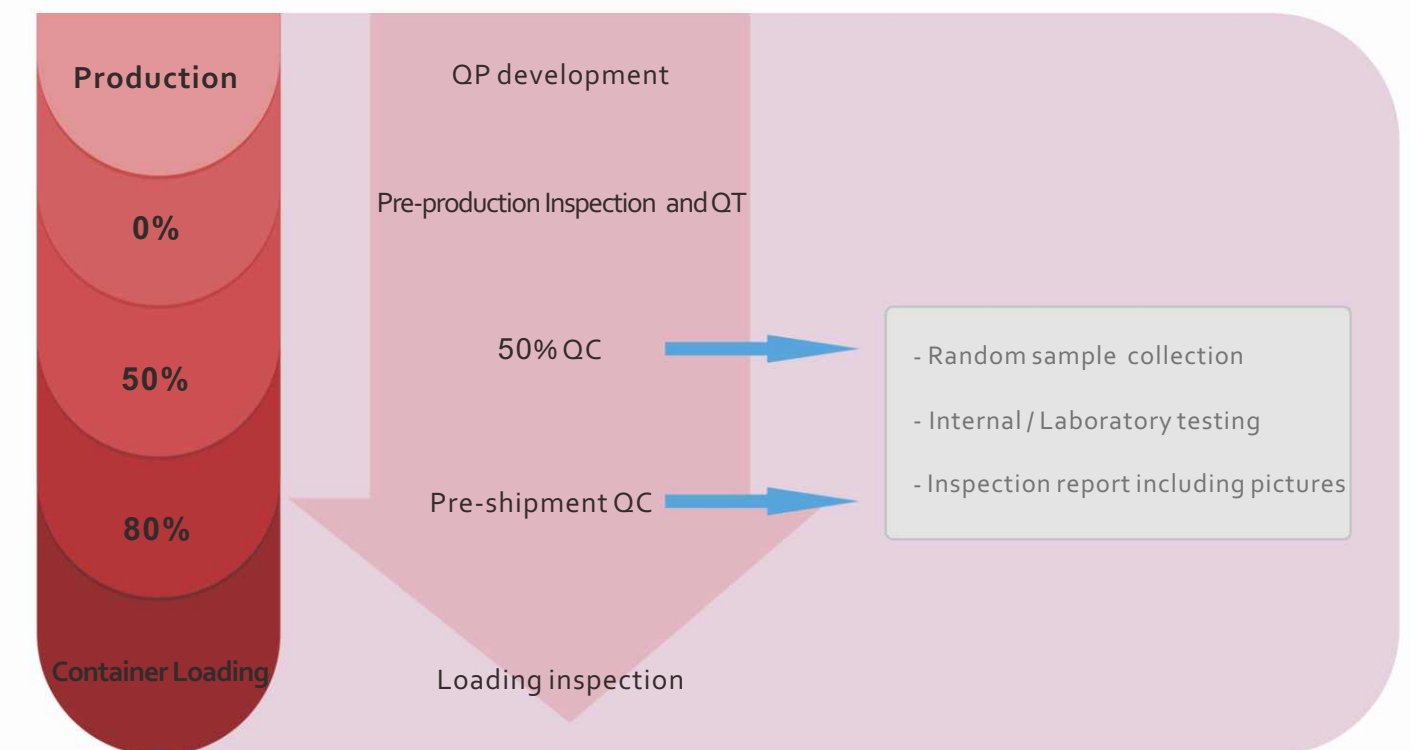
- **Quality planning (QP)**

Scheduled quality control process before the production.

- **Quality control (QC)**

Systematic factory inspections based on the QP.

Quality Management process





Business Development

In order to cope with the complexity of doing business in China, foreign entrepreneurs often need strong business and legal support. Combining the perfect knowledge of Chinese legal system of our partner Zhejiang T&C Law Firm with the business experience of China Consultants Int'l Ltd., we provide suitable solutions for your business development in China.

Services provided in partnership with *Zhejiang T&C Law firm.*



Before your development

Preliminary study

Based on your project and investment capacity, our consultants will analyze the most relevant strategies (Partnership, Direct Investment, Exclusive Agreement, etc...) for your development in China.

Selection and audit of business partner

Our team will audit your Chinese partner (or manufacturer) and verify its business documents such as business license, export license, production capacity, etc...

Geographical analysis

Analysis of the most suitable special economic zones (Free trade zones, high-tech zones, etc...) related to your business scope.

Laws and regulations

Our experts will act as your attorney providing Chinese laws advisory counsels and will conduct due diligence investigation regarding to your project, your Chinese partners and investment environment.

During your development

Learning Chinese business ethic

Cultural gap involves different business ethic between Chinese and western entrepreneurs. Our consultants will provide you the most relevant knowledge of doing business in China.

Contract drafting

Based on the international and Chinese laws and regulations, our team will draw up strong reliable contracts in order to ensure your partnership.

Contract negotiation

Our experienced consultants will accompany or represent you for your business negotiations.

Management risk control

Our lawyers will submit the legal risk control proposals or improvement suggestions corresponding to the routine business operation.

Business dispute

In case of conflict with your Chinese partner, our lawyers will help you on dispute resolution (litigation, arbitration, etc...) based on Chinese laws and regulations.