



# China and The Consultancy Company

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## Who Are We?

The Consultancy Company works with national and multinational companies to address a comprehensive range of supply chain issues. Based on extensive industrial and functional management experience and our expertise in the Chinese markets, we have the insight, knowledge and skills to deliver sustained competitive advantages.

## What Do We Do?

### Global Procurement

We help companies identify suitable suppliers and successfully implement procurement projects in China. We use a proven process to lead you step by step in order to minimise risk and achieve your objectives of additional approved suppliers and improved profitability. Existing sourcing activities, including purchasing offices in China, can be reviewed and audited, with in-depth support provided for improvement programmes.

### Managing Extended Supply Chains

We help companies take an integrated approach to planning supply and demand and the optimisation of inventory, through effective application of proven planning methods and modelling tools. This is key to delivering the expected benefits of global procurement and outsourced manufacture.

### Outsourcing of Manufacture

We help companies develop the strategic case for manufacturing in China and, where appropriate, plan and implement the transfer of production in order to support regional sales development and/or to utilise lower labour costs.

### Market Entry

We help companies with the assessment and research of markets, covering all aspects of the potential opportunities and risks. Tailor made research is designed to support the development of effective strategies for market entry.

### Company Set Up

Our consultants have extensive experience running trading and manufacturing companies in China. We are able to ensure the successful set up of a business entity, whether a wholly foreign owned enterprise (WFOE), foreign invested commercial enterprise (FICE) or joint venture, by focusing on all of the many practical issues which are so important. Excellent, local partners are available to support all of the legal and financial requirements.

### Accompanied Visits

We help clients understand, through face-to-face contact, the scope of the issues that need to be managed to ensure successful trading in China. Visits can be developed as an introduction to China and what the various regions have to offer or more specifically tailored to visit identified suppliers or other potential partners prior to the establishment of a legal entity in China.



“Business success in China depends on local contacts and efficient networking; essentially building relationships. The best prices and deals often come from a strong recommendation.”

**Dave Roberts**  
*China Consultant*  
The Consultancy  
Company

## Our Approach

We take a practical and pragmatic approach to consulting with the emphasis on:

- Proven techniques and a step-by-step methodology based on extensive experience
- Staged payments against tangible results and milestones.
- Transfer of knowledge and skills to clients throughout the implementation process
- A hands-on approach by consultants who have previously successfully managed similar projects
- Impartial advice, independent from suppliers or agents

## The Benefits

We offer the experience and independence that enables you to:

- Develop a clear, informed strategy to guide decision making
- Avoid costly mistakes and lost opportunities
- Manage complex projects and transitional issues
- Identify actual cost structures in China
- Evaluate supplier options objectively
- Establish an effective procedure to manage outsourcing
- Reduce costs and improve competitiveness
- Develop internal expertise and experience from an effective transfer of knowledge and skills
- Access a network of expertise in finance, tax, legal, market research and government matters

## Industries

- Automotive
- Aviation
- Engineering
- Castings & forgings
- Electro mechanical
- Electrical and electronic
- Healthcare & medical device
- Machine tools and tooling
- Furniture
- Bathrooms
- Textiles
- Plastics
- Construction
- Building
- Components
- Pharmaceutical

Every project is unique; please contact us today for an initial discussion about how we can help you.

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“Your consultants ensured that we moved from the trade show in China directly to targeted factory visits and this was critical to the achievement of a successful, on-time launch in the UK.”

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Manufacturer

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