

10 QUESTIONS TO ASK YOUR SUPPLIERS IN ASIA

east
wise

Subjects

Sourcing Information

☐ **1. What are your main markets and current customers?**

- *To assess the commercial stability and international experience.*

☐ **2. What about communication and responsiveness?**

- *The quality of exchanges is often a good reflection of the quality of the future collaboration.*

☐ **3. What are your standard production lead times?**

- *To avoid costly stock shortages.*

☐ **4. What is your monthly/annual production capacity?**

- *To verify whether the supplier can absorb your current and future volumes.*

☐ **5. What are your payment terms?**

- *Deposits, balance before or after shipment, credit, letters of credit,...*

Quality Control Information

☐ **6. Can you share your certifications and licences?**

- *ISO, BSCI, SEDEX certifications, export licences,...*

☐ **7. What are your quality control processes?**

- *To ensure your standards are met.*

☐ **8. What are your internal and outsourced manufacturing processes?**

- *To understand the level of control over the production chain and anticipate potential risks.*

☐ **9. Can you provide representative samples?**

- *Samples are the best way to validate quality and expertise.*

☐ **10. How do you manage the traceability and compliance of raw materials?**

- *To comply with regulations (REACH, RoHS) and CSR criteria.*