10 QUESTIONS TO ASK
YOUR SUPPLIERS
IN ASIA

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 licenses, ...

- [ ] **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, PPWR, EUDR or CBAM) and CSR criteria.

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