
International Procurement Office (IPO)

In an increasingly competitive global economy, Low Cost Country Sourcing (LCCS) is key to a winning strategy. Many companies have decided to source in Asia and China but find the social, cultural, and legal context very different and have encountered many obstacles managing their supply chain.

The Maiconn sourcing in China can help our clients realize the tremendous upside associated with sourcing in China and Asia by managing the increased complexity of overseas sourcing. Our team can mitigate risks while saving our clients both time and money.

Our International Procurement Office provides:

- Accelerated margin/cost improvement
- Skilled and effective sourcing team in-region
- Reliable supplier relationships
- Risk Mitigation
 - Intellectual property
 - Government regulation
 - Local knowledge/culture
 - International logistics
- Quality management
 - Technical resources to support supplier qualification
 - Site Survey – vendor due diligence
 - First article Inspection
 - Source inspection
 - Process development, qualification, PVT
 - Continuation support and monitoring
 - Yield improvement
 - Real-time corrective action
 - DFM/DFT/DFA

If you are a small to medium enterprise, we can help you save time and money.

Maiconn has been dedicated to supply chain management services especially in product planning and product execution. In product-specific sourcing, we have helped global companies various in industries, sizes and business types to successfully develop and acquire supply resources.

“Purchase agent” only partially describes what we do. The term might actually be misleading. Our knowledge and experience on global sourcing is beyond your everyday broker or purchasing agent.

Moving from product-specific sourcing to supply-market specific sourcing, Maiconn will reduce buyers’ costs and increase buyers’ market knowledge. Fortunately, we always have the opportunity to demonstrate our strengths in actions. The result is delivered with our professional confidence and sophistication.

“IPO, or International Purchase Office” is a part of business strategy practiced by large multinational companies in their global sourcing search (Global Sourcing). Setting up a local office at the supply site, companies can get a closer access to the supply market, attain purchase advantage and build supplier alliances. Through a close cooperation with suppliers during product development, Maiconn will be able to assist suppliers on developing new products, shortening product market introduction time, and lowering total costs. As a professional IPO 3rd party, we position ourselves as an extensive business unit of our partner’s product department or purchase department. We place ourselves in our partner’s position, striving to get the maximum benefit out of the supply market.

Most importantly, Maiconn understands that our solution is a backstage operation. This means we try our best to stay inconspicuous, exercise with caution and be proactive in the whole operation processes, therefore the whole supply chain can operate smoothly and efficiently. At the same time our partners can choose to manage the processes easily with control as if they are doing those tasks by themselves.

Target Partners

Maiconn' product supply services suit companies of different sizes, as long as there's a demand to consistently purchase goods (including materials, components, parts and finished products) from overseas. Based on our professional experience, the following business types can directly benefit from our services:

Brand Company

No matter how big the company is, the resource is always limited. As consumers' expectations and demands grow, so does the brand management's dimension and accountability. Allowing our Brand partners to focus on brand management and marketing strategies and leaving the execution of the supply chain activities to MAICONN is one of the fundamental values we can bring to our brand partners

Importing Distributor

Importing distributors specialize in developing distribution channel networks. MAICONN specializes in providing product solutions to satisfy domestic market demand and in integrating supply chain resources to respond to such business opportunity. No matter if the distributor partner needs to build an independent brand, license a particular brand in the distribution region, or bring non-branded products to the market, MAICONN has rich experiences in the OEM/ ODM operations to support all the great ideas from our partners.

Importing Wholesaler

Importing wholesalers specialize in offering products in a particular type of segment. The business opportunities rely heavily on how fast wholesalers can respond the demand learned from the channel resellers & market.

MAICONN

is on the production sites. Being attentive to suppliers' new products, not only can we immediately respond to our partners' product demand, MAICONN can also actively offer new product ideas and options. The capacious product line and choices become our biggest support to our partners'

Manufacturer or Value-added Reseller

To our partners who need materials, components, and parts, our experience shows that the main challenge comes from maintaining a consistent product quality while managing a low production cost. Our service value is often found in non-core components or non-core technology procurement. Our manufacturing partners can minimize product handling time and effort in their purchase department.

Business and Government Bidder

Business opportunities rely solidly on the bidder's business networks. Beyond, the key factor to secure a contract is to offer the best price of the needed products in the shortest period of time. For bidding based projects, MAICONN can provide essential information swiftly and petition suppliers to work with the bidder's demand closely. The whole production schedule is closely monitored. Either MAICONN is taking supplier's order-to-build or seeking existing products on the supply market; MAICONN understands the urgency and precise demands from our partners.

Retail Chain Stores

When a retail chain store grows to a certain size, two needs will emerge from the product lines: one is the demand to develop its own brand and the second is to manufacture no-brands/OEM. The need to develop new products is based on current customers' dissatisfaction with existing products. Latter is to ensure market position in the regional competition through adjusting the cost and quality. MAICONN can meet the needs of our retail chain store partners either it is about new product development or sourcing for the lowest prices.

Cooperation Processes :

Understanding Potential Client's Demand

To understand our potential partner's business type and operation model is the first step of MAICONN' first contact. During consultation, our service staff can build the potential cooperation structure and future project vision. MAICONN wishes to build a long term and reciprocal relationship with our partners.

We emphasize the word "partnership" because we believe this partnership is invaluable. MAICONN does not charge our partner without first delivering evident benefits.

Project Based Service Demonstration

To potential clients, MAICONN will demonstrate our services base on projects that are discussed between the parties. This project can be an ongoing project or a futuristic project viable for cooperation. Based on the product specifications and market demand information, MAICONN will provide the "Supplier Product and Price List" for our partner until a satisfactory solution is met.

Signing the Contract

In MAICONN cooperation contract, it states the details of cooperation conditions, such as the role MAICONN plays and the service charge. The purpose of such a contract is to have a clear mutual understanding on how we work and what our partner can expect. Also it is to reassure the "partnership" relationship is fully understood.

Proceed Cooperation

Up to this point, all the preparation to work with MAICONN is completed. The business benefits we can bring to our partner are already trackable. Next our partner only needs to "cash-in" the benefits. During ordering, our service staff will collect needed information, for example, product quality policy, production instruction, assigned logistic partners etc.

We invest a lot of energy to study and learn about our partner's internal operation and policies so that we can integrate seamlessly into our partner's supply chain process.

Purchase and Product Supply Service Introduction

MAICONN' supply chain services are a set of sophisticated project management. Our professional experience is built on proven results and solid customer feedback.

Our basic services:

-Product and Supplier Sourcing

The key points about products are Specification, Quality and Price. The key points about suppliers are Stability, Reputation, Flexibility in Cooperation, and Manufacturing Quality. Based on the request from our partner, we source the right products with the best suppliers in the appropriate supply market.

-Product Quality Control

Quality control has different levels of meaning. The passive meaning is to make sure the products meet the required quality level. The progressive meaning is not only to make sure the products meet the specific cations but also the whole supply chain process is satisfactory. Unlike other inspection service providers, MAICONN understands the purpose of quality control is to keep the production seamless throughout. Therefore, we keep a very close contact with our suppliers while monitoring any forecasted problem so we can apply solutions immediately. We are not only concerned with pass or fail results on the inspection. We, as a successful quality control management, are to ensure the cargo is sent out on time without any complications.

-Order Management

Order management consists different dimensions instead of only following up orders. From order placing, production instruction, setting up quality policy, following up and expediting among supply chain members, managing supplier exporting related tasks, preparing collaboration documents among supply chain members, and helping our client to prepare needed documents and special instruction toward the order, MAICONN keeps abreast with our partners at all time.

-Logistic Management

MAICONN evaluates different logistic solutions then contacts members who are involved to combine the goods or integrate the cargo etc. In a special export arrangement situation, MAICONN will always find solutions and ensure a smooth delivery.

Maiconn Serves Customers Around the World

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