

China Sourcing

Automotive Industry

Case Study



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The Company is into automotive components manufacturing and is one of India's top tier suppliers to the automotive OEMs.

The company needed to source specialized contacts and enameled wires from China. They also had requirement of CKD parts to be developed in China. The main agenda for their management was meeting cost reduction targets of the OEMs. They were highly under pressure to slash their prices by 10 to 15% to set the new target price.

The China sourcing team at our organization sprung into action and did connect to our trusted sources in China. After finalizing the sources, our team members visited the suppliers in China for manufacturing process validation and negotiations. We were able to source them these materials in a time span of about 3 month.

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