



GainEdge Consulting

Partners in Smarter Procurement

Reference Case





Reference Case: **Relocation of Manufacturing process**

For one of the largest metal furniture manufacturing companies based in US

This client approached us to help them relocate the manufacturing of one of their high-volume product lines, from China to India. The GainEdge team sprung into action taking ownership for the project.

The biggest challenge however was to have a still better overall quality of the product with the landed cost at about 4 - 6% less than the Chinese counterpart. We started off with a thorough search for prospective manufacturing companies across India with a keen eye on their level of interest, capacity availability, scope for expansion and availability of funds for new business.

After the initial discussions and communication with several companies in all parts of India, GainEdge team culminated their search on 6 (six) companies based in the northern, southern and western parts of India.

The 1st level of audits were conducted on the six selected manufacturing companies to ascertain how they fitted with our set parameters. The prototyping exercise was carried out next with these selected companies and after verification and quality testing of these prototypes along with the cost break statement, we were good to finally give a nod to one of the best companies amongst the lot. A final prototyping exercise was carried out with the product along with the packaging and the same was sent to the US for customer's approval. After having received approval on the prototype a joint audit of the factory was planned along with the customer and final go-ahead was provided.

GainEdge team also supported the customer with the final quality audit and the pre-shipment audits for the first lot. The customer was extremely happy with GainEdge's efforts and was very satisfied having its product line successfully relocated from China to India.



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GainEdge Consulting Pvt Ltd

Thank You

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📞 +91 981 081 0115

✉ info@gainedgeconsulting.com

🌐 <http://www.gainedgeconsulting.com/>