

Case Study – India, China, Thailand, Vietnam, Taiwan, Korea

CLIENT

- Client is a manufacturer of technology embedded garage door openers and lights that can be added to Wi-Fi networks to control these devices and is being incorporated into future home products.
- They are based out of Illinois, USA



- To identify and qualify new low-cost supplier based in India, China, Korea, Taiwan, EU, Vietnam, & Thailand to achieve cost reduction for PCBA, solar panels, GPS enabled pet trackers, power supplies, locks, freezers & batteries



- End to End project support
- Multiple suppliers identified across all categories and regions
- Samples developed & shared with the client
- Individual details in next page

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PCBA	
Regions Covered	IN, CN, VI, TH
# suppliers identified	50
# Relevant Quotes	8
# Suppliers shortlisted	4
Contract value	\$1 Mn
Savings %	20%

Solar Panels	
Regions Covered	IN, VI, TH
# suppliers identified	40
# Relevant Quotes	10
# Suppliers shortlisted	3
Contract value	\$0.5 Mn
Savings %	40%

SLA Batteries	
Regions Covered	IN, CN, VI, TH
# suppliers identified	50
# Relevant Quotes	12
# Suppliers shortlisted	4
Contract value	\$5 Mn
Savings %	20%

Full Projects

Smart Lock	
Regions Covered	CN, US, IN
# suppliers identified	25

Solenoid Locks	
Regions Covered	IN, CN, VI, TH
# suppliers identified	30

GPS enabled Pet Tracker	
Regions Covered	CN, US, EU
# suppliers identified	10

Additional Supplier Researches

Power Supply	
Regions Covered	CN
# suppliers identified	10

Chest Freezer	
Regions Covered	IN, TW, KR, VI, TH
# suppliers identified	20