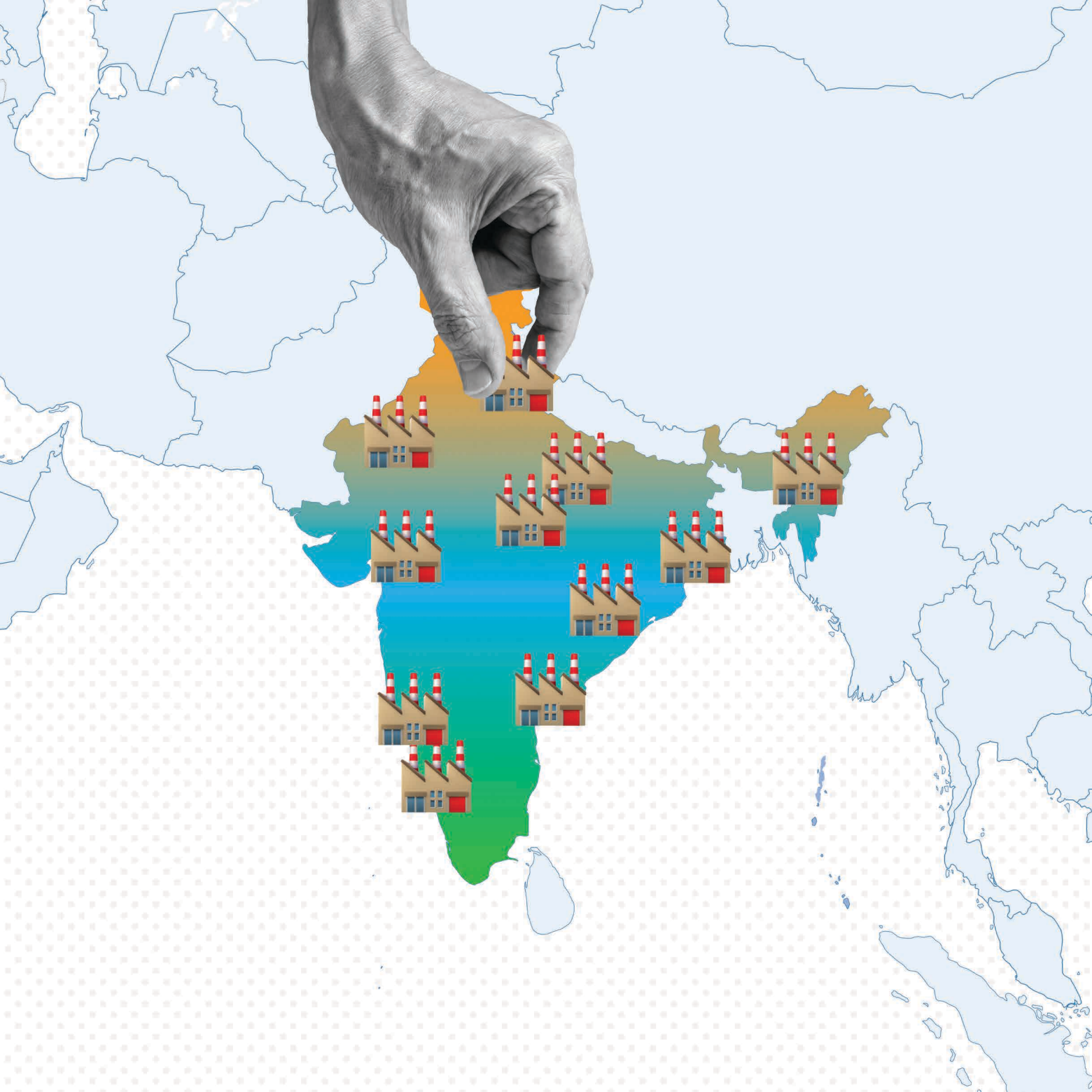


Procurement from India, *with SAI.*

An extensive suite of procurement
services for global companies.

Corporate Brochure 2023



Design, develop, manufacture, and source products from India

Sourcing Agent India (SAI), founded in 2017, is a product development and sourcing agency based in Surat, GJ India. We have pioneered the intricacies of Indian markets and are equipped to source and constantly deliver the most innovative, technical and cost effective products made-in-India to meet the growing needs of companies worldwide.

Our complete procurement service suite gives global companies a single window to collaborate with right manufacturers and suppliers in India as well as handle timely production, quality control, logistics, and payments end-to-end. The impact we deliver includes: cost savings, procurement cycle sustainability, better quality control, product development, risk mitigation. Sourcing Agent India (SAI) serves global companies, and innovators that look up to Indian markets to fulfill their product requirements. Forward thinking procurement leaders and CPOs partner with SAI to craft their journey towards unified procurement from India.



What does our sourcing service involve?

1. Client Consultation:

- Engaging with global companies to understand their product requirements, specifications, and quality standards.
- Collaborating closely with clients to determine their preferences, budget constraints, and any specific customization needs.

2. Market Research and Supplier Identification:

- Conducting comprehensive market research to identify potential Indian suppliers and manufacturers.
- Evaluating suppliers based on factors such as production capabilities, quality standards, reliability, and ethical business practices.

3. Negotiation and Contract Management:

- Negotiating with suppliers to secure favorable terms, including pricing, payment terms, and delivery schedules.
- Drafting and managing contracts to formalize agreements and ensure both parties are aligned on terms and conditions.

4. Design and Development:

- Collaborating with manufacturers and design teams to create product prototypes or samples based on client specifications.
- Overseeing the development process to ensure that the final product meets quality and design standards.

5. Quality Control and Inspection:

- Implementing rigorous quality control measures to ensure that products meet the specified standards.
- Conducting factory inspections and audits to monitor manufacturing processes and address any quality concerns.

6. Logistics and Supply Chain Management:

- Coordinating logistics to ensure timely transportation of goods from manufacturers to clients.
- Managing the supply chain to optimize efficiency, minimize lead times, and reduce costs.

7. Documentation and Compliance:

- Handling documentation such as purchase orders, shipping documents, and customs paperwork.
- Ensuring compliance with relevant regulations and standards for both domestic and international shipments.

8. Communication and Relationship Building:

- Maintaining open and effective communication channels with both clients and suppliers.
- Building and nurturing strong relationships with manufacturers to foster long-term partnerships.

9. Problem Resolution:

- Addressing and resolving any issues that may arise during the sourcing process, such as production delays, quality discrepancies, or logistical challenges.

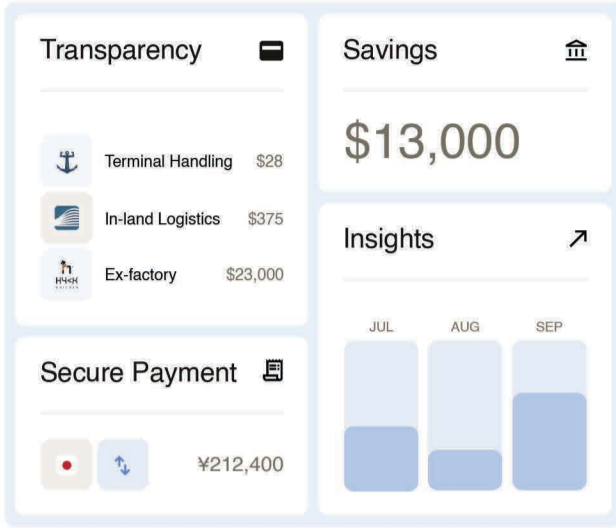
10. Cost Analysis and Optimization:

- Analyzing costs associated with the entire sourcing process and identifying opportunities for cost optimization without compromising product quality.

11. Market Trends and Innovation:

- Staying informed about industry trends, emerging technologies, and innovations that could impact product design, manufacturing processes, or sourcing strategies.

All reasons to procure products from India with SAI



We struggle to procure from India due to our limited understanding of top suppliers, best manufacturing practices, price benchmarks, quality standards, logistics infrastructure.

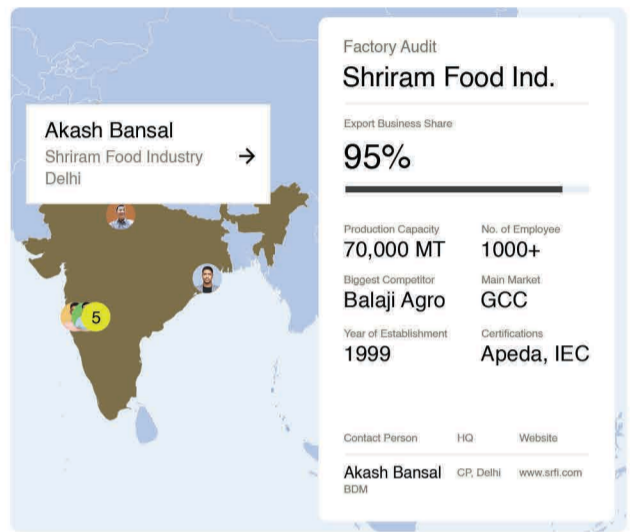
Seamlessly navigate the Indian market dynamics with pioneer sourcing experts.

Source right products from right suppliers at right price and quality also at a right time.

We find it difficult to thoroughly vet and verify the credibility and reliability of potential suppliers in India, their production capacity and scalability, largest order they have fulfilled, etc.

Trouble-free partnership with vetted suppliers on cash-flow friendly terms.

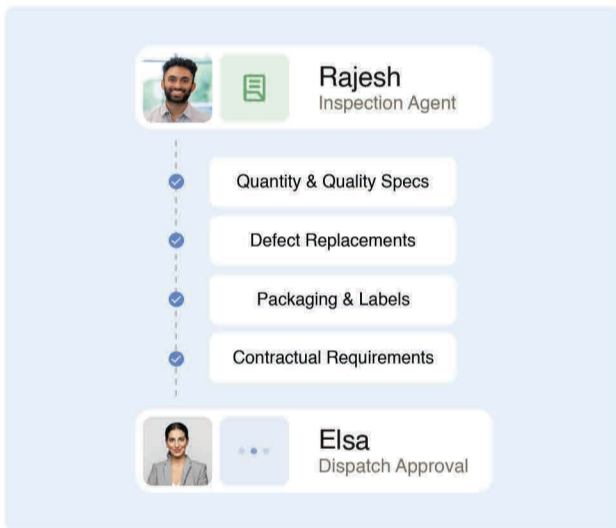
Make informed decision about supplier selection with factory audit reports.



We encounter difficulties in ensuring consistent product quality from our suppliers leading to variations in the quality of goods received and higher return rate from our customers.

Inspect your goods mid-production and before dispatch from factory.

Pre-shipment inspection allows you to double check the quality of products you are paying for.



My team struggles with establishing an effective communication with Indian suppliers, resulting in misunderstandings, delays, and potential quality issues.

Establish good relationship with suppliers and build inherent commercial trust.

Indian suppliers value good relationships over anything which can help you in many ways.



	Mundra Port	Le Havre Port	
Freight Forwarder	[Agent]	[Agent]	[Agent]
Mode	[Icon]	[Icon]	[Icon]
Freight	\$1200	\$1331	\$1349
Performance	★★★★	★★★	★★★★
Transit Days	15 Days	17 Days	14 Days
Schedule	19 Nov	13 Nov	17 Nov
Accessorial	\$15	\$26	\$20

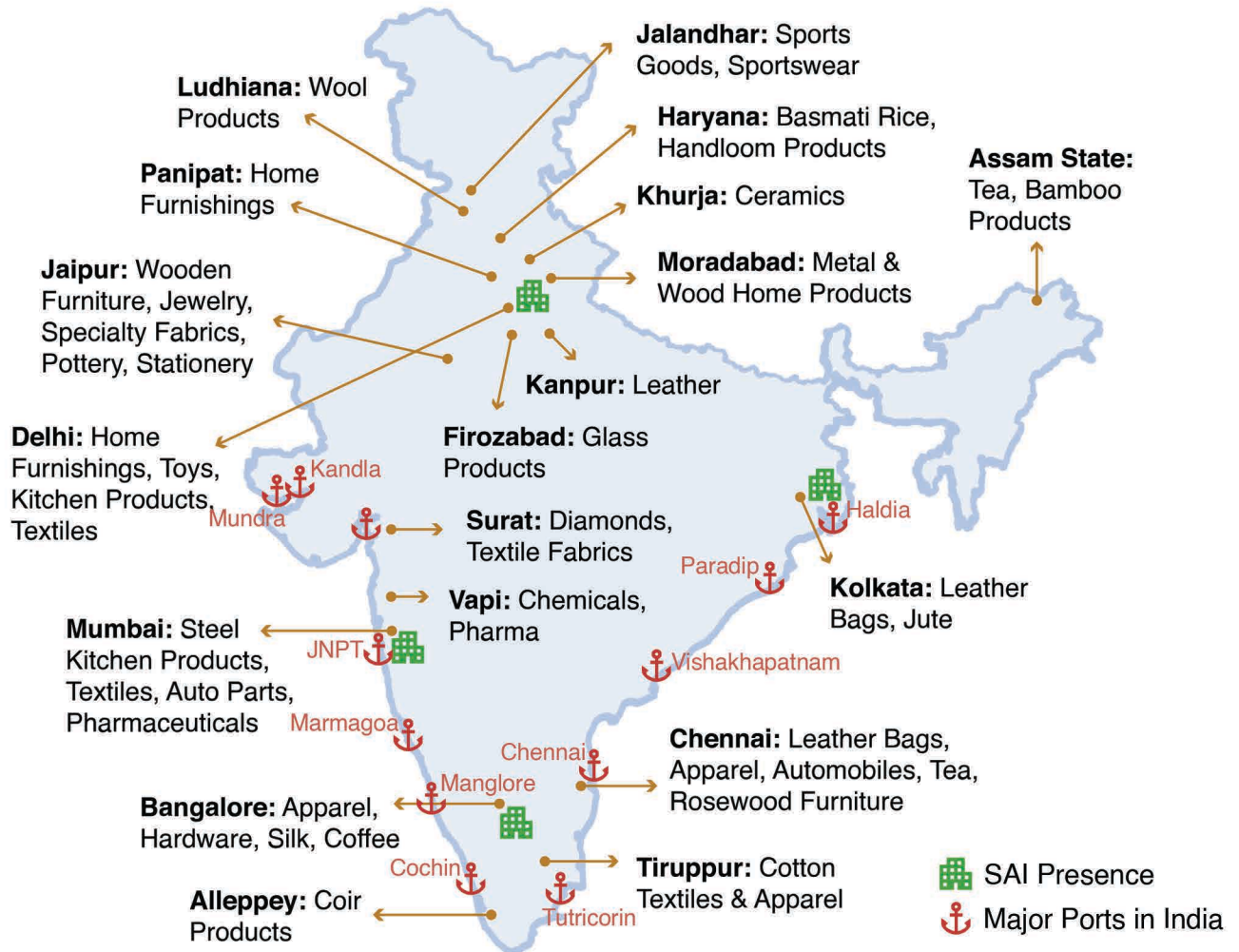
We are unable to get end-to-end visibility while goods are being manufactured and shipped from India. It often results in delays, added costs, and potential product damage during transportation.

Avoid unnecessary delays and cost leakages with transparent sourcing.

Work with dedicated sourcing agent to get the whole picture of your entire procurement cycle.



Your unique requirements: fulfilled.



Our Manifesto

- We embrace transparency and direct communication. We ask questions, seek understanding, and avoid making assumptions.
- We believe in a supportive and collaborative environment. We treat everyone with respect and appreciate everyone's contributions.
- We don't shy away from difficult questions or tough projects.
- We value creativity and encourage stepping outside comfort zones. We dare to be different and embrace innovative solutions.
- While we embrace a playful spirit, we maintain a professional demeanor and present ourselves with clarity and confidence.
- We maintain the highest ethical standards and prioritize client satisfaction. We create bespoke solutions tailored to each client's unique needs and specifications.
- We understand that we're not the right fit for everyone, and that's okay. We value authenticity and seek relationships that align with our values and vision.

Our Vision

To bring the best products designed, developed and manufactured in India to small and medium size businesses, brands, retailers, e-comm businesses, and large companies around the world.

Our Mission

To make significant contributions to the procurement function of businesses around the world.



Client Stories

Fragrance Packaging

Sourced 800k units of perfume glass bottles monthly for a renowned fragrance brand in Spain. Worked on this project with one of the top 3 manufacturers of glass packaging in India end-to-end from initial design, technical drawings, tooling, to production management, quality control and logistics. The client was able to build a healthy supply chain within their cost limits, have more control over quality and replenish inventory in a timely manner.

Comprehensive, Multi-domain Product Sourcing

Collaborated with a prominent France-based company specializing in the manufacturing of cabins for agriculture and construction vehicles. Tasked with sourcing 2500+ products including IP protected ones across various categories such as glazings, extruded rubber seals, wire harnesses, and more. As these cabins are distributed throughout the world, it was imperative to uphold stringent quality standards and certification requirements. Identified and partnered with top manufacturers across different product categories, ensuring expertise, technical capabilities and reliability for through-out the year supply. Managed the entire project comprehensively from initial product selection and technical specifications to production oversight and logistics.

Indian Handicrafts

Tasked with sourcing unique and high-quality Indian handicrafts for a renowned home décor retailer based in the United States, our agency embarked on a journey to uncover hidden gems amidst India's diverse artisan communities. Collaborating closely with our client to understand their specific design requirements and target market preferences, we meticulously curated a collection of handcrafted products that reflected both authenticity and elegance.

Through our extensive network of artisan partners, we sourced a variety of items, including intricately carved wooden furniture, hand-painted ceramics, and delicate textiles. Each piece was carefully selected for its craftsmanship, cultural significance, and appeal to the discerning taste of the retailer's clientele. To ensure the highest quality standards, our team conducted rigorous inspections at each artisan's workshop, overseeing the production process from start to finish. We also collaborated with local testing laboratories to certify the products for safety and compliance with international regulations.

Frequently Asked Questions

1. Are Indian manufacturers able to match western quality standards?

- Yes. In fact, most high-end products including smartphones, auto parts, pharmaceuticals are now made-in-India. Most manufacturers-exporters have international standards certifications and they welcome third-party inspections from western agencies as well.

2. How long will it take you to identify a suitable manufacturer for my sourcing requirements?

- The time taken to identify a suitable manufacturer depends on the complexity of your requirements and the availability of relevant suppliers in our network. We strive to provide you with options within a reasonable timeframe, typically within 3-4 days.

3. If I want a quote from a factory in India, what information do I need to give you?

- To obtain a quote from a factory in India, we would require details such as product specifications, desired quantity, packaging requirements, delivery terms, and any other specific information related to your sourcing needs.

4. What are the modes of payment to the supplier? Which is the most reliable?

- Most often, the approach of Indian manufacturers towards payment term is to deal in partial advance and balance at the time of dispatch from factory with new clients. Some manufacturers also accept LC and online payment via PayPal.
- The most reliable mode depends on the specific circumstances and the level of trust established. Although, our on-the-ground presence in India means our team can verify 'who is who' and separate 'the good from the bad' enabling your company to make informed decisions. Moreover, when you do business with us, you can be assured that all payments will always be handled safely and reliably. As your sourcing agent in India, you won't ever need to worry about scams and frauds.

5. Do you sign a non-disclosure agreement with your clients?

- Yes, we prioritize the confidentiality of our clients' information.

6. What makes Sourcing Agent India (SAI) different from other sourcing companies?

- Our people are a key part of the service we deliver to our clients. We believe in simplicity, innovation, and a sharp focus on making procurement function efficient for our clients. We aim to make the best products accessible to big and small companies alike, by combining agile and scalable procurement solutions for a broad range of products. We are committed to building healthy supply chains for our clients which will contribute substantial value to their business.

7. Where is Sourcing Agent India (SAI) located?

- We are located in Surat, Gujarat, India. We also have presence in Mumbai, Bangalore, Kolkata, Delhi.

8. What does Sustainability and Ethics mean to Sourcing Agent India (SAI)?

- We prioritize working with manufacturers who adhere to ethical business practices, promote fair working conditions, and prioritize environmental sustainability. In addition, we are always looking for ways to be more sustainable against the United Nations Sustainable Development Goals both on a product level but also in how we operate and behave.



We would love to hear from you!

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Incorporated in India under proprietorship firm

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