Gibson Consulting Low Cost Country Sourcing (LCCS) Process

Supplier Search/ Qualification	Systematic Sourcing	Implementation	Monitoring
Phase 1	**Phase II**	**Phase III**	**Phase IV**
• Geo-Political Analysis • Competitor Survey • Customer Research • PRC Market / Supplier Research • Mfg Research on product feasibility • Supplier Audits • Refine Strategy	• Benchmark Analysis • Vet Suppliers • RFI / RFQ Development • RFI / RFQ Analysis • Supplier Audit • Negotiation Prep • Negotiations • MOU / Contract • Government / Private Assist • IP Protection	• MOU Conversion • Execute CPO plan • Manage other service providers • HR Consulting • Import / Export procedure • Draft and Structure agreements • Tooling Migration • Supply Chain Migration	• Market / Competitor Intelligence • Monitoring operations • Audit / Fraud protection • Trouble shooting • Interim mgmt/translation services • Cost reduction services • Oversee staff & augment training

Worldwide Distribution / Landed Cost Mgmt

Gibson™ MANAGEMENT CONSULTANTS

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