



Doing business has no borders.

**About
Point One International**

Who we are

At Point One International, we believe doing business has no borders.

International Sourcing, 3PL+ Logistics Services and North American Market Entry—We provide full-service customized solutions to help businesses succeed internationally.



International Sourcing Solutions

The Need: Few manufacturing capabilities are available 100% domestically.

Our Solution: We work with manufacturers worldwide to provide simple solutions to complex supply chain challenges. We offer supplier qualification, quality assurance, and end-to-end procurement solutions.



3PL+ Logistics Services

The Need: Few consumer brands can provide order fulfillment & logistics services outside their home market

Our Solution: Our 3PL+ offering takes third-party logistics a step further by managing resources, technology, and infrastructure to design, build and implement a tailored supply chain solution for your needs.



North America Market Entry

The Need: Few consumer brands have the bandwidth or expertise to succeed outside their home market.

Our Solution: We help ambitious consumer brands expand to the North American market successfully. We are a boutique agency that acts as a natural extension of your team, providing expertise and know-how to achieve faster growth. We go beyond just sales, offering a holistic approach for long-term success.

Infrastructure

Our highly developed infrastructure includes a broad network of team members across geographic areas, know-how of services, technology platforms and contacts.



Global presence

Employees in more than 10 countries across Europe, United States, Mexico, Taiwan and China as well as representatives around the world and satellite offices surrounding our primary areas.

Worldwide network

Wide network base and strong relationships with carefully selected and well-established supply partners in key geographic areas.

International expertise

Over two decades of experience in internationalization with deep expertise in a variety of industries and cultural differences

Multilingual team

We speak Chinese, Japanese, Korean, French, Spanish, German, Russian, Lithuanian and English, and can work with most other languages.



International Sourcing Solutions

International Sourcing

Service offering

We offer supplier qualification & development, quality assurance, and end-to-end procurement solutions.



Supplier qualification

Locating qualified suppliers



Supplier development

Improving supply chain outlook, quality, reach



Quality assurance

Managing quality of production, supplies, raw materials, services



End-to-end procurement

Procuring end-to-end processes

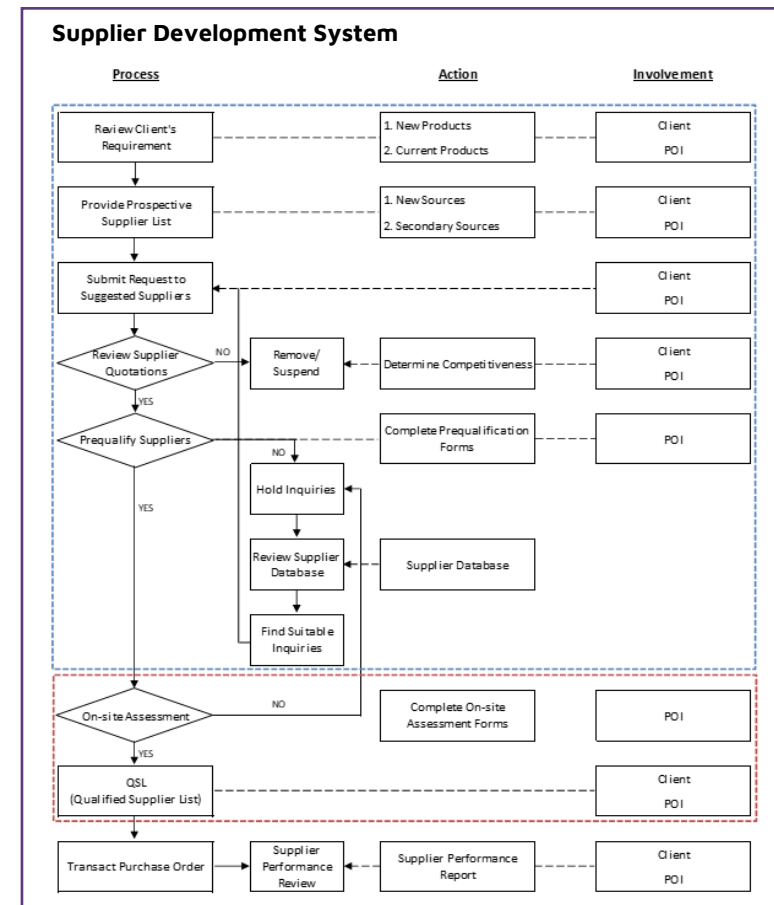
International Sourcing

Supplier Qualification & Development

- ✓ Review client requirements
- ✓ Provide prospective supplier list to the client
- ✓ Assist in the administration of the RFQ process
- ✓ Pre-qualify prospective suppliers
- ✓ Qualify suppliers & generate QSL (Qualified Supplier List)
- ✓ Supplier auditing & performance evaluations



Our Supplier Development System is personalized to our client's specific requirements and demands.



International Sourcing

Quality Assurance & End-to-End Procurement

- ✓ In process monitoring & control
- ✓ Independent testing & inspection
- ✓ Logistics support
- ✓ Supplier performance evaluations & continuous improvement process



From the RFQ stage to delivering quality products on time, **we are actively involved with the entire process.**

With more than 25 years of experience in international trade, we have established a strong network of trusted suppliers, and yet we constantly seek new ones. Being onsite at the manufacturing locations, we monitor processes, swiftly address concerns and provide solutions.

International Sourcing

Client importation

Clients import directly or we will import on your behalf.

Client **Importation Options:**

1

Direct Importer

- Client purchases directly from international supplier(s)
- Responsible for all Import concerns

2

Indirect Importer

- Point One is the importer
- Responsible for all import concerns

3

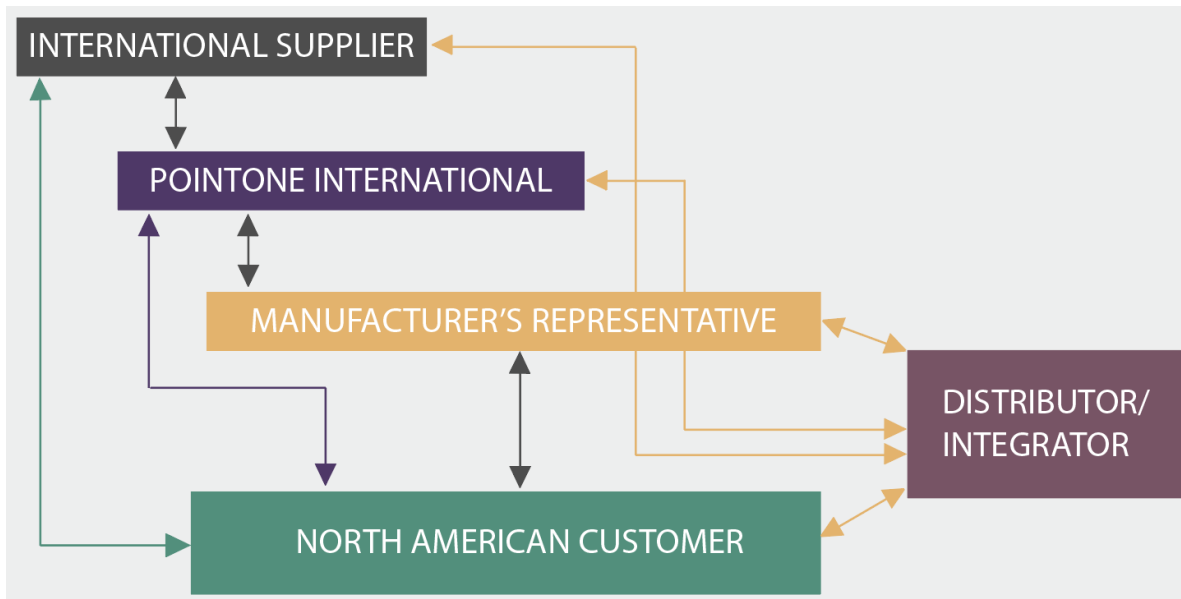
3rd Party Distribution

- Client directs spend to US distributor or integrator
- Point One or distributor/integrator responsible for all import concerns

International Sourcing Communication

We deliver **timely and effective communication** related to supplier performance, quotations, specifications, samples, lead-times/delivery status, and production orders.

Supply Chain **Communication** Model



Local Points of Contact and/or **Direct Supplier Communication**

- ✓ Direct Points of Contact in Asia, Europe & North America
- ✓ Communication in the Same Time Zone
- ✓ The Ability to Overcome Language and Cultural Differences
- ✓ An in Depth Understanding of the Supply Chain
- ✓ Client Option to Communicate Directly with Suppliers

Our experience

Global clients & brands

Our network

Supporting **Original Equipment
Manufacturers & Tier Suppliers** Since 1996



CATERPILLAR®



 **POLARIS**®



 **Invensys**




ARCTIC CAT
SHARE OUR PASSION.™



Bendix



NAVISTAR®




JOHN DEERE

Case Study 1

Client 1

Client Challenge

Client seeking multiple cost competitive suppliers to meet quality requirements of propylene fiber in Asia

POI Solution

Performed market analysis, identified several sources of supply, and issued RFI/RFQ

Project Schedule

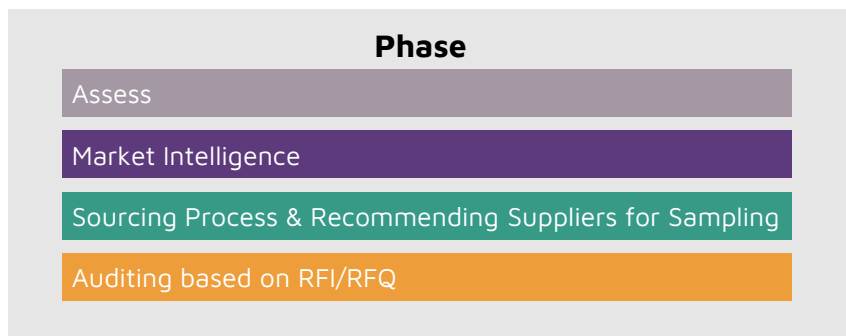
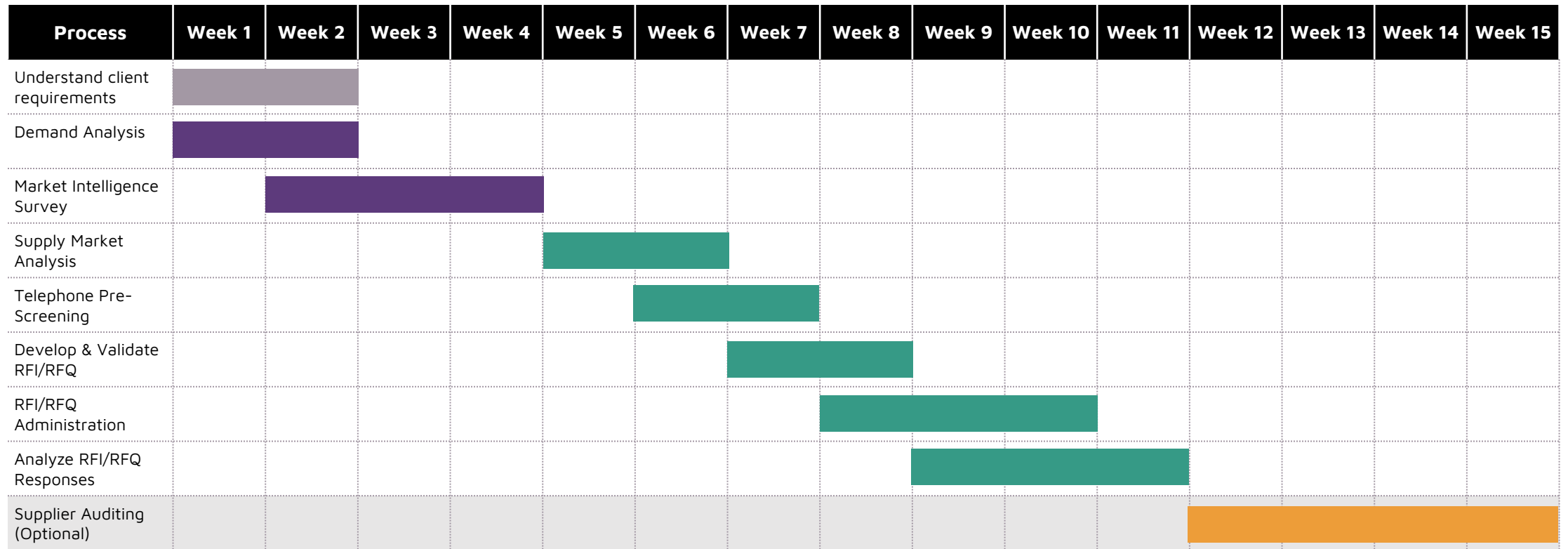
11 weeks*

*See next slide for example project schedule

Results / Outcome

- Provided five (5) suppliers meeting client's requirements
- Client placed orders (for sample product) with two (2) preferred suppliers and assumed responsibility for further supplier development
- POI's sourcing and consulting work was successfully completed, per the mutually agreed upon contract

Case Study 1 Project Schedule



Case Study 2

Client 2

Client Challenge

Client's original supplier unexpectedly ceased operations, resulting in an urgent and immediate need to find a new qualified supplier(s)

POI Solution

Identified qualified sources via the RFI/RFQ & on-site audit process. Orders for samples were then placed with 4 selected suppliers for further analysis of product quality & cost

Project Schedule

13 weeks*

*See next slide for example project schedule

Results / Outcome

- Qualified two (2) suppliers (one (1) in China, one (1) in Taiwan).
- Each supplier continues to share in the business

Case Study 2 Project Schedule

Process	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13
Understand client requirements	Assess												
Review Supplier List			Market Intelligence*										
Issue RFI/RFQ			Sourcing Process & Recommending Suppliers for Sampling										
Bid Evaluation				Sourcing Process & Recommending Suppliers for Sampling									
On-site Audits							Auditing based on RFI/RFQ						
Samples/Quality Compliance Order Placement										Auditing based on RFI/RFQ			

Phase

- Assess
- Market Intelligence*
- Sourcing Process & Recommending Suppliers for Sampling
- Auditing based on RFI/RFQ

**Phase was not applicable for this specific project*

Partnering with us


Next steps

We will provide a customized **performance-based proposal** upon having a full understanding of the scope of your needs.

CONTACT US FOR A CONSULTATION

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Thank you