



No	Services	Availability
01	Procurement, Sourcing, and Importing	— Online

Service Description

This service is tailored for companies aiming to source products, components, or equipment internationally while minimizing risks and securing competitive terms. As an international procurement manager, your success depends on a structured approach and strong local intelligence. SCA-Partner supports your sourcing process from supplier identification to cross-border logistics, ensuring a smooth and cost-effective outcome.

We offer a clear and phased methodology to help you:

- Identify qualified suppliers
- Compare and negotiate quotations
- Manage supplier relationships, logistics, and import requirements

Include

Step-by-step sourcing methodology

- Supplier search and profiling (6–10 possible suppliers per request)
- Comparative quotation analysis from 3–5 shortlisted suppliers
- Support with negotiations and procurement terms
- Supplier relationship management advisory
- Import/export logistics guidance and shipping support
- Risk mitigation advisory (quality control, customs, certifications)

Ideal For:

- Procurement managers sourcing from new or unfamiliar markets
- Companies entering new supply markets and needing local support
- Businesses seeking to optimize costs, timelines, and supplier reliability

Deliverable Description

Deliverable	Description	Timeline
Procurement Brief	Conduct a briefing session and deliver a 1-page document summarizing product specs, required volumes, delivery terms, and quality expectations.	Week 1
Supplier Longlist	Submit a list of 6–10 potential suppliers with company info, location, website, contact person, product availability, and certifications.	Week 1–2
Supplier Shortlist	Present a vetted shortlist of 3–5 qualified suppliers, including price indications, delivery capacity, and compliance details.	Week 3
RFQ & Quotation Comparison Matrix	Distribute a Request for Quotation (RFQ) and compile a matrix comparing specs, prices, delivery terms, and payment conditions.	Week 4
Negotiation Support	Support negotiation with one or two suppliers to refine pricing, terms, delivery, and service expectations.	Week 5
Final Procurement Report	Summarize suppliers approached, quotations received, final recommendations, and next steps for procurement execution, including import advice.	Week 6

Not Include	We explain this section when a quote is requested.
Process	The SCA-Partner Team will confirm within 48 hours whether it can provide the requested service and country. It will inform you of the quality of the information available for that country and the expected timeline. You must then accept or decline the quote.
We will need	We explain this section when a quote is requested.
Timing	6-week delivery per country/project. For multiple countries, please consult us.
Cost, Invoice and Payment	The cost per project is € 900. Please inquire. SCA-Partner will issue an invoice upon acceptance of the quote. Payment: 50% at the project start, 50% at project completion. Payment by bank transfer.