

Lithuania

Serbia, Poland

Romania, Bulgaria, Czechia, Hungary

FRD
center

Market Entry and
M&A Advisory

New Suppliers Search and Selection services





FRD CENTER MARKET ENTRY SERVICES

ABOUT FRD CENTER

Set up in 2000

www.frdcenter.ro

Long term expertise

One of the pioneer privately-owned market-entry consulting firms in Central Eastern and South Eastern Europe

International validation

Validated expert consultant and Member in organisations such as:

- Switzerland Global Enterprise Expert Directory
- Sweden on the Go
- Business Finland International Consultants
- Enterprise Ireland local consultant in Romania since 2000

Small, efficient and experienced team

<https://www.frdcenter.ro/frd-center-core-team/>

INTERNATIONAL CLIENTS



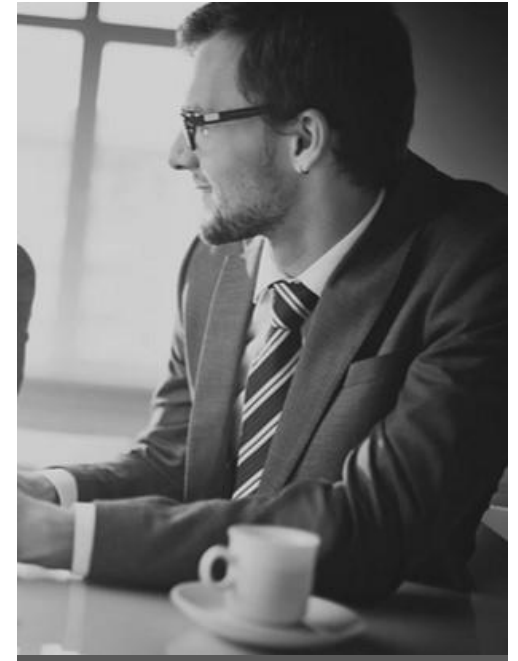
**SMEs, corporations,
consultants**



**export promotion
and governmental
agencies**

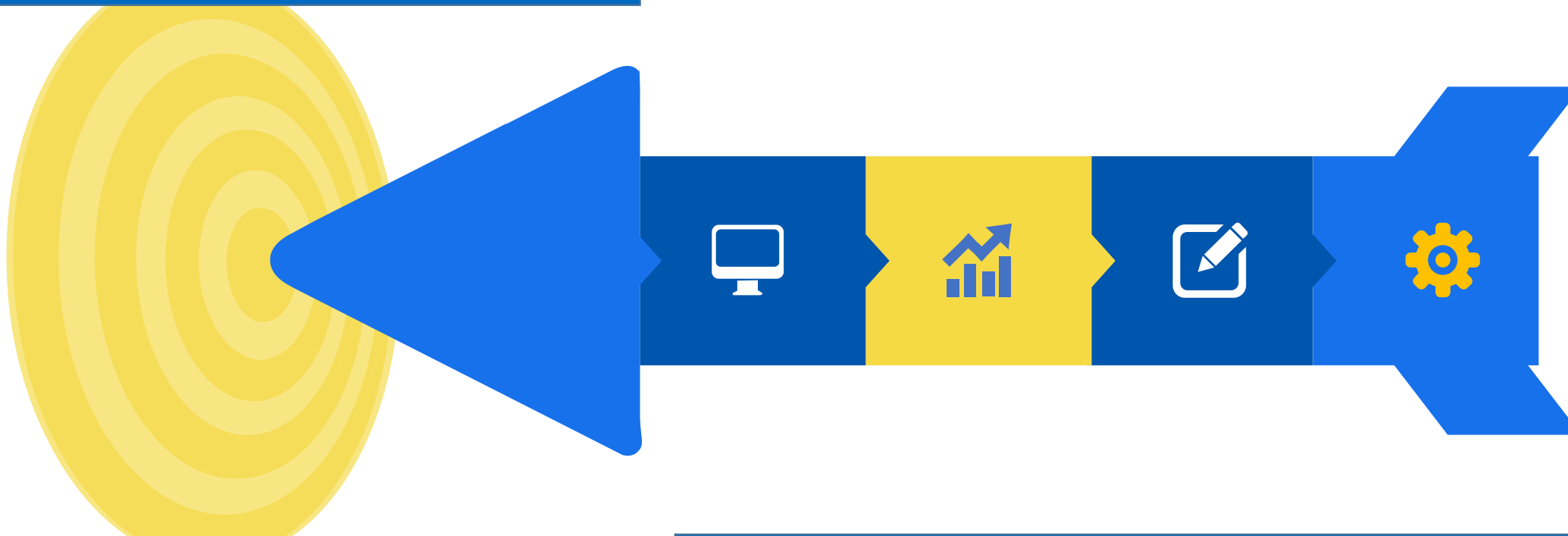


**PE funds,
international trade
organisations**



**chambers of
commerce**

INTERNATIONAL CLIENTS



EXAMPLES AND TESTIMONIALS AT

<https://www.frdcenter.ro/clients-and-testimonials-for-frd-center-activity/>

SERVICES

market-entry consulting services tailored to fit the
Client's requirements

market research and
sector studies

B2B matchmaking at
Decision Maker level

new suppliers search
and selection

acquisition targets
origination



SECTORS

FOR NEW SUPPLIERS SEARCH AND SELECTION

So far, the FRD Center team provided services for new suppliers identification and selection in sectors such as:



furniture manufacturing



ICT, software, BPO



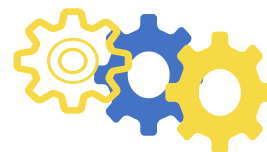
construction and building



textiles and garments



industrial manufacturing



advanced engineering



metalworking



chemicals, plastic products

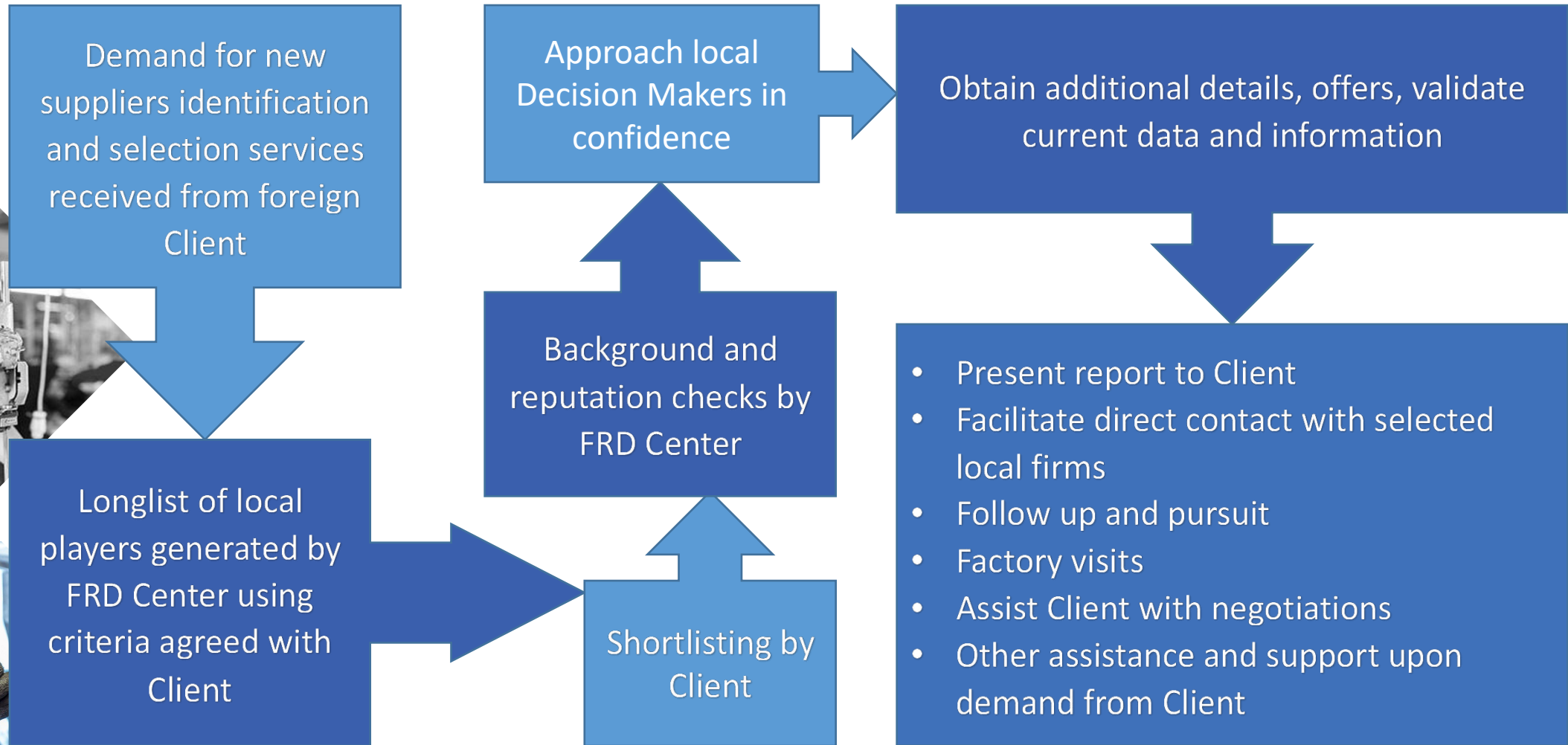


organic agricultural products



NEW SUPPLIERS SEARCH AND SELECTION SERVICES STAGES AND OUTCOMES

New suppliers identification and selection - *The Process*





Stage 1: Longlist generation

The FRD Center activities performed in this stage mainly consist of, but are not limited to:

- a) detailed scan and analysis of the players in the local market(s) for identifying potential target companies, according to the criteria and profile provided by the Client.
- b) prepare longlist of selected companies and collect data of the target companies matching the given profile.
- c) deliver longlist to the Client

Stage 1: Details in the Longlist

Some of the details on the selected companies / suppliers that can be assessed and included in the longlist, if so requested by the Client, include:

- year of setting up / established
- sales/ turnover and sales track record / turnover history for the last 3 years
- segments in which the company operates/serves
- types of products they manufacture - from the three categories specified by the Client
- technical capabilities, technologies and machinery used
- raw materials sources
- experience so far, examples of projects
- examples of clients / external partners, if the case
- quality systems in place
- available in-house infrastructure and logistic experience
- number of technical staff
- experience in export, formalities
- packaging experience



Stage 2: Short-listing / Qualification

- The Client will consult the long-lists received from FRD Center and will shortlist the Priority A companies
- Based on the shortlist provided by the Client, FRD Center will proceed to check for potential issues, legal and reputation problems: background check and reputation check of the potential business partners from public sources and from FRD Center's network of contacts

FRD Center team will carry out a reputation / background check of the shortlisted firms, will duly inform the Client and, if so instructed by the Client, will eliminate from the short-list those players that return problematic results following this research

- As a next step, FRD Center will contact* at Decision Maker level the Selected Targets and verify their capabilities, expertise, technologies used, their matching with the Client's criteria
- Those Targets that prove to be qualified, will be further approached* by FRD Center to obtain from them tailored offers and financial quotations as per the Client's specific requirements
- prepare a report of the companies' Decision Makers replies and offers

**Note: the communication with the local Targets will be made in confidence, without disclosing the Client's identity*



Stage 3: Meetings with Decision Makers

Should the Client so require, the FRD Center consultants will contact the interested Decision Makers in companies which provided offers that are satisfactory and set up 1-2-1 meetings for the Client

- Prepare for the Client the profiles of the Companies, the meetings Agenda
- If needed and specifically requested by the Client, a FRD Center Project Manager can accompany and assist the Client during the meetings

Throughout the process: Factory inspections

- Should the Client consider it necessary and so require, FRD Center specialists will visit the Target's production sites in order to inspect the equipments, capabilities etc. and meet with the Decision Makers on behalf of the Client.
- A visit report will follow providing the findings and conclusions

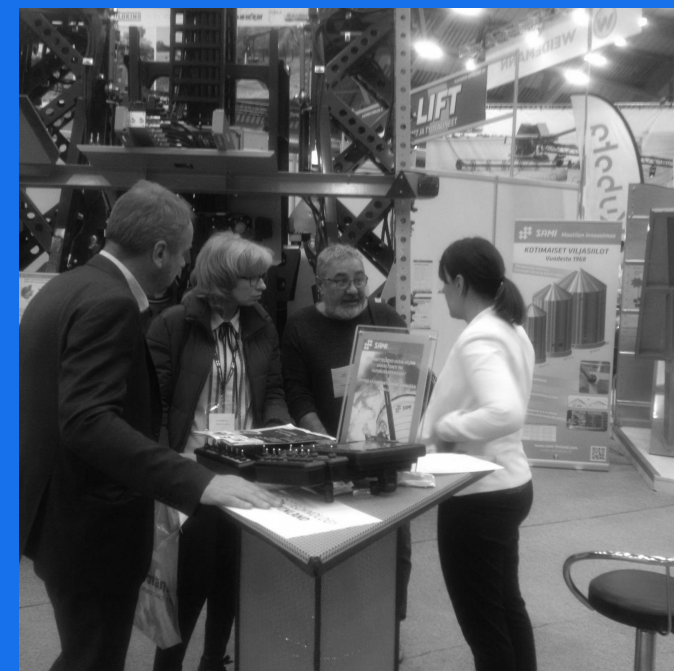




Stage 4: Follow up and Pursuit

- Should the Client so require, FRD Center will follow up and pursue the Decision Makers in most relevant local companies until a contract is signed

As a general note, the FRD Center methodology enables the Client to choose which services and activities in the FRD Center offer are more appropriate to its business model and to hire FRD Center and the local partners in the region for exactly those services only.





NEW SUPPLIERS SEARCH AND SELECTION SERVICES CASE STUDY EXAMPLES

1

Search and Selection of providers of complex services in technology manufacturing in Romania for international Client in Automotive OEM:
<https://www.frdcenter.ro/portfolio/technology-sourcing-for-automotive-oem/>

2

Identification, selection and direct approach of grains and cereals independent producers and exporters for Spanish clients looking to source from Eastern European agricultural producers

3

Furniture manufacturers new suppliers identification in Romania for a major Norwegian producer of speciality chairs and furniture:
<https://www.frdcenter.ro/portfolio/furniture-manufacturers-qualification-in-romania>

4

Search, selection and direct approach of local manufacturers of Work Uniforms for medical, police, utilities etc. in several markets in Emerging Europe for Irish Client

5

Luxury furniture new suppliers qualifications in Romania for Dutch manufacturer: <https://www.frdcenter.ro/portfolio/luxury-furniture-new-suppliers-qualifications-in-romania/>

6

Identification, selection and direct approach of local special dermocosmetic producers in Romania, Poland and Hungary for Client from Israel

7

Metal sheet parts new vendors identification in Eastern Europe for major global technology, automotive and aerospace company:
<https://www.frdcenter.ro/portfolio/metal-sheet-parts-new-vendors-identification/>

8

Identification of suppliers of PET recyclable plastic and PPE granules in Romania and other markets in Emerging Europe for Spanish plastic processing company

9

Market scan, identification and selection of local producers of items for the home utensiles and home decor retail in Romania, Poland and Bulgaria for international player in the retail sector

10

Metal constructions and machined parts manufacturers search and selection for major Italian market leader in the tire machinery industry, which sets, worldwide, the modern standards of sophisticated and customized tire assembly systems.

11

Identification, selection and approach at Decision Maker level of construction firms in Romania in line with criteria set up by the Finnish Client, the largest building group in Finland.

12

Search and selection, followed by direct approach at Owner level, of local producers of stainless steel specific products and assembly in Romania for Dutch - Belgian Client manufacturer.

EXAMPLES OF FRD CENTER CLIENTS FOR THE NEW SUPPLIERS SEARCH AND SELECTION SERVICES





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