



GLOBAL SOURCING SELF ASSESSMENT

Is global sourcing a viable opportunity for your firm?

1. What product or component do you have in mind?

2. How much labor is involved in the making of the product?
 - A. none
 - B. some
 - C. quite a bit

3. Is the item
 - A. one-of-kind
 - B. all the same, mass produced

4. What's the total, annual 'cost of goods sold' on the item?
 - A. Less than \$50,000
 - B. Between \$50,000 - \$100,000
 - C. Between \$100,000 - \$250,000
 - D. Greater than \$250,000

5. What is the maximum lead time that is acceptable to you?
 - A. 30 - 44 days
 - B. 45 - 60 days
 - C. 60 or more days

6. In terms of volume, what is the maximum quantity that you would be willing to accept?
 - A. A few boxes
 - B. A container load
 - C. Multiple container loads

If most of your answers are either B or C, you're a good candidate for global outsourcing. To understand your needs better, please complete the rest of the assessment and

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7. Is it a new product or an existing product?

A. New Product

If it is a new product for you, do you have financial resources available to support the manufacturing of the product? YES NO

Is it your own funds, a bank loan, or a venture capitalist's funds? (Please circle)

Do you have schematic drawings or several finished samples that you can provide to PSS?
YES NO

B. Existing Product

Is it an existing product that is produced by your firm or by a supplier? (Please circle)

If it is made by a supplier of yours, where are they located? _____

8. How much do you sell or make of the product annually?

Number of units _____ Retail dollar amount _____

9. Do you have an annual target cost that you would like to pay? _____

10. Do you have a distribution center? YES NO

Where would you have containers delivered (city, state)? _____

11. Do you hold any patents or licensing agreements? YES NO

If yes, could PSS be granted permission to produce this licensed product? YES NO MAYBE

12. Do you have product liability insurance? YES NO



FAX TO PSS at 847.679.6078

NAME _____

COMPANY _____

PHONE _____

EMAIL _____