

Business Advice

by Jaime Coelho Lima

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ESSENTIAL PRECAUTIONS IN INTERNATIONAL SOURCING & PROCUREMENT

The procurement process doesn't start with negotiation — it starts with organization and clarity. Here are 6 key precautions every company should consider (for a first time product or supplier):

Prepare the process before contacting suppliers

- List all the required information fields (technical specs, quantities, deadlines, certifications) that you will be requesting.
- Create a standard email template for suppliers and sourcing platforms.
- Use an Excel sheet to record all responses and make side-by-side comparisons.

Validate the supplier through a video call

- Prepare discussion points to evaluate if the partner is truly reliable.
- Schedule an online meeting to discuss business specifications.
- Assess the supplier's confidence, transparency, and technical knowledge.

Verify company records

- Confirm the company is legally registered.
- Cross-check data with official local institutions.
- Look for consistency in certifications, export history, and track record.

Ensure clarity when confirming the order

- Document all parameters (quantities, lead times, payment terms, logistics).
- Make sure the supplier fully understands the requirements (cultural differences are often a challenge).
- Reiterate critical points when necessary to avoid misinterpretations.

Monitor production after the order is placed

- Follow up regularly with the supplier.
- Confirm production deadlines are being met.
- Ensure the shipment date remains viable and anticipate possible delays.

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Secure all required documentation for customs clearance

- Verify in advance that all documents are prepared and sent (Invoice, Packing List, BL).
- Check mandatory certificates (fumigation, inspection, origin, conformity).
- In case of Letter of Credit, ensure all required documents are correct, emailed in advance, and shipped along with the goods.

👉 Global procurement requires method, validation, and clarity. That's how we reduce risks and increase the chances of success.

For these and other reasons, you should always search for a specialist in the process of sourcing and procurement

#InternationalProcurement #SupplyChainManagement #GlobalSourcing
#RiskManagement #BusinessExcellence #Textileprocurement

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