

China Company Diligence

Helping you make confident decisions

- *Are you in process of discussing a potential distributor?*
- *Are you finalising the sub-contract manufacturing arrangement ?*
- *Are you exploring the possibility to acquire a Chinese company?*

Do these questions sound familiar? Then you know that having the correct information on your potential Chinese partner is crucial to help you make an informed decision on how to move forward.

At China Business Solutions, we can help you make that critical decision with confidence.

Western companies often find it frustrating when they try to find information on their Chinese distributors, customers, suppliers or partners. Such information is difficult to obtain because of bureaucracy and cultural issues, lack of transparency, and in particular an absence of a central database for company information. Even site visits to China cannot provide you with all the information you need.

Using our extensive intelligence network in China, we employ a discrete and confidential approach to search official databases of government departments, interview suppliers and company staff to gather comprehensive information.

These will usually include:

- ✓ *Basic Company Information*
- ✓ *Experience in International Business*
- ✓ *Manufacturing Capability*
- ✓ *Key Management Background*
- ✓ *Corporate Culture*
- ✓ *Reputation & Government Connection*
- ✓ *Financial Performance*
- ✓ *Sales Mode & Customer Services Information*

The research is normally carried out on a strictly confidential basis, so that no "loss of face" will be incurred for either party.

Contact us for an exploratory discussion on how this may work for you.

China Business Solutions Ltd

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