



**BETTER SOURCING. GREATER REACH.**

## The right supply partners, qualified and managed at source.

**In an increasingly competitive market, reviewing how you buy products, components and consumables can uncover opportunities to reduce costs, improve profit and strengthen your competitive position.**

GuildReach helps businesses explore alternative manufacturers and suppliers across Malaysia, ASEAN and wider Asia with less demand on their own time and resources. You gain regional sourcing support without having to establish an overseas office.

Finding a supplier is only the beginning. Capability, quality, commercial terms and delivery all need careful assessment. GuildReach manages this work from the initial brief through supplier qualification, samples, negotiation and ongoing coordination, giving you a clear basis for deciding whether a new source offers real value.

### **DISCOVER**

Find the right fit

### **QUALIFY**

Verify capability and quality

### **MANAGE**

Control terms and performance

## WHAT WE DO

# A managed sourcing system, not just a supplier list.

|                                        |                                                                                                                                                   |
|----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>01 SOURCING</b>                     | Market scan, longlist, capability matching, RFQ coordination and comparative evaluation.                                                          |
| <b>02 QUALIFICATION</b>                | Factory and supplier due diligence, documentation review, capacity and capability checks, reference and risk assessment.                          |
| <b>03 SAMPLE &amp; SPECIFICATION</b>   | Brief clarification, sample coordination, specification control, approval records and change tracking.                                            |
| <b>04 QUALITY ASSURANCE</b>            | Inspection planning, checks before production, monitoring during manufacture, inspection before shipment and follow through on corrective action. |
| <b>05 COMMERCIAL NEGOTIATION</b>       | Price, MOQ, tooling, payment terms, lead times, warranties, Incoterms and supply conditions.                                                      |
| <b>06 CONSOLIDATION &amp; DELIVERY</b> | Coordination across suppliers, order consolidation, export documentation interface and freight handover through approved logistics partners.      |

# Local presence. Commercial discipline. One accountable partner.

Based in Malaysia, GuildReach provides a practical gateway to manufacturers and suppliers across ASEAN and wider Asia. Local knowledge, language capability and direct supplier engagement give overseas buyers greater visibility and control without the cost of building their own regional office.

## LOCAL EXPERTISE AND LANGUAGE

We understand regional business customs and communicate with suppliers in the appropriate local and commercial language, helping secure workable terms and reduce costly misunderstandings.

## QUALITY CONTROL AT SOURCE

When the scope requires it, we coordinate factory visits and checks of materials, production and finished goods so concerns can be addressed before shipment.

## LOWER OPERATING COST

Clients gain flexible sourcing representation and project support without establishing a permanent overseas office or permanent regional procurement team.

## FASTER SUPPLIER VETTING

We identify suitable manufacturers, review registrations and supporting documentation, and assess factory capability and conditions more efficiently than a remote search alone.

## RISK AND DISPUTE MANAGEMENT

When quality, timing or commercial issues arise, local representation enables faster investigation, direct discussion and practical corrective action.

## SUPPLY CHAIN FLEXIBILITY

We can investigate alternative factories, materials or regional sources when availability, economics or supplier performance changes.

**Our role is not simply to provide contacts. It is to protect the brief, verify the facts and manage the sourcing process professionally.**

## Built for B2B teams that need reach without building a regional office.

- Importers, distributors and wholesalers expanding their supplier base
- Brands and product companies seeking contract manufacturers or partners for private label products
- Procurement teams needing competitive tension, alternative suppliers or regional diversification
- Growing businesses that need disciplined sourcing capability before hiring their own team in Asia
- Buyers managing individual projects coordinating several categories or suppliers into one delivery programme

### A clear process with approval at each stage.

|   |          |                                                                                           |
|---|----------|-------------------------------------------------------------------------------------------|
| 1 | DEFINE   | Requirement, specification, volumes, target economics, timing and essential requirements. |
| 2 | DISCOVER | Source the market, screen candidates and present a reasoned shortlist.                    |
| 3 | VALIDATE | Qualify, sample, verify and compare commercial and operational fit.                       |
| 4 | CONTRACT | Align price, terms, controls, responsibilities and approval points.                       |
| 5 | MANAGE   | Coordinate production, quality, consolidation, documentation and delivery handover.       |
| 6 | IMPROVE  | Review performance, resolve issues and strengthen the supply base over time.              |

# Flexible support, with clear accountability.

## SOURCE

A defined search and qualification project for a new product, supplier or backup source.

## MANAGE

Ongoing coordination of an approved supplier base, quality plan and delivery programme.

## REPRESENT

A retained local sourcing presence for buyers with recurring regional requirements.

## What clients can expect

- A named point of accountability
- Transparent supplier comparisons and documented decisions
- Clear approval gates before material commitments
- Commercially minded communication, not technical theatre
- Early warning and active management when quality, cost or timing moves off plan

*Scope, fees and responsibilities are agreed for each engagement. Independent inspections, testing, certification, freight and other external specialist services can be coordinated and quoted separately where required.*

START THE CONVERSATION

# Give us the brief. We will build dependable supply.

Whether you are looking for a new source, a more competitive alternative, an ASEAN supply option or stronger control of existing vendors, GuildReach can turn the requirement into a managed sourcing programme.

## **A useful first brief includes:**

- Product or category
- Specification or reference sample
- Estimated annual or project volume
- Target market and compliance needs
- Required timing
- Current challenge or reason for change

## **GUILDREACH**

**Global Sourcing & Supply**

**Better sourcing. Greater reach.**

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