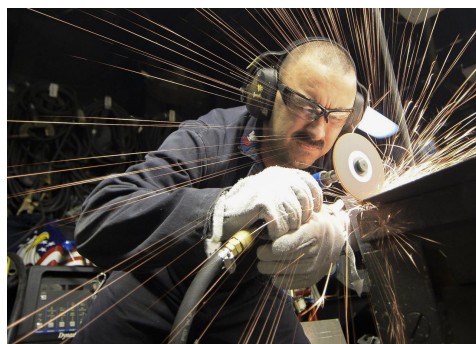


# NEW SUPPLIERS IDENTIFICATION IN EMERGING EUROPE

## *A NEARSHORE SOURCING GUIDE FOR FOREIGN PRODUCERS*

BY FRD CENTER



## **New Suppliers Identification in Emerging Europe A Nearshore Sourcing Guide by FRD Center**

This nearshore sourcing guide is produced by FRD Center – [www.frdcenter.ro](http://www.frdcenter.ro) - one of the pioneer privately owned independent market entry consulting and M&A advisory firms in Romania as a promotional document.

Since 2000, FRD Center offers upon demand new suppliers identification and selection services, market research and intelligence, B2B matchmaking and M&A consulting services to foreign companies and organisations interested to enter Romania and the emerging markets in Europe as manufacturers, exporters, consultants, investors or joint-ventures, to relocate their operations, or to source in CE, SE and Eastern Europe.

**For more details, contact FRD Center at email: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)**

### *Disclaimer:*

*Whilst every care is taken in compiling this report, no responsibility is taken for errors or omissions. FRD Center guarantees that this information, collected and generated, has been operated in a professional manner and best efforts were applied with a view to offering accurate and complete results. However, FRD Center will not be held liable for any damage or loss resulting from the use of the information contained herein.*

***For tailored New supplier identification and qualification, B2B Matchmaking with local players in the sector, Deal Origination and M&A assistance contact e-mail: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)***

**As part of the CSR activity, FRD Center endorses the  
Sibiu International Theatre Festival FITS (SibFest) - [www.sibfest.ro](http://www.sibfest.ro)**

**The Sibiu International Theatre Festival is the most complex festival in Romania. Internationally, it is recognised as one of the most important performing arts festivals in Europe, alongside Edinburgh International Festival (Great Britain) and Avignon Festival (France).**



**Are you facing challenges with your supply process in Asia? Are your Chinese or Indian current suppliers not a solution anymore? Are you looking for new vendors closer to home?**

***How to identify and select the most relevant suppliers in Eastern European low cost countries such as Romania?***

**FRD Center assists foreign companies with their New Vendors Search & Selection needs for twenty years.**

**For your particular needs contact the FRD Center team at email:  
FRDCenter@market-entry.ro or Europa@frdcenter.ro**

**The New Vendors Search & Selection project developed by FRD Center for the foreign Client aims to enable the Client to correctly identify and select local relevant players in the respective Target Groups in markets such as Romania, Poland, Bulgaria, Slovakia, Hungary, Turkey, Lithuania etc.**

**Sectors include:**

- **Metalworking**
- **BPO and call centers**
- **Automotive components**
- **Pharma and chemicals**
- **Organic agricultural products**
- **Furniture**
- **Plastics**
- **Software, IT**
- **Live animals and animal products**
- **Cereals, grains, fruit etc.**
- **Textiles and garments, uniforms**

## **THE FRD CENTER METHODOLOGY FOR NEW SUPPLIER IDENTIFICATION:**

### **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.

Details should be, where available / obtainable at this stage:

- 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 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

*Upon demand from foreign companies looking for nearshore sourcing in Emerging Europe, FRD Center facilitates direct contact with qualified local suppliers of furniture and manufacturers in Romania. How to identify and select qualified local producers in low cost countries in Eastern Europe and approach them at Decision Maker level?*

### 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

### 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

*Through our Suppliers Selection services, based upon the foreign Client's specific selection criteria, FRD Center assists the foreign producers contact directly the selected local manufacturers we identify upon demand. How to find qualified local producers in low cost countries in Central Eastern Europe?*





### 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

*Upon demand, FRD Center generates a Supplier Search & Selection process and provides B2B matchmaking with qualified local producers, suppliers, manufacturers, selected according to the foreign Client's requirements. How to find qualified local producers in low cost countries in the Balkans and South Eastern Europe?*



Are you looking for new suppliers that can manufacture for you in Romania or in Central Eastern Europe? Are you trying to identify and contact at Decision Maker level local vendors that you could outsource industrial manufacturing or furniture production to?

Perhaps the FRD Center can be of assistance to you. Contact us at  
email: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)

**Here are a few examples of completed upon demand New Supplier Search and Selection projects by FRD Center:**

**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/case-study-sixteen/>



**New Suppliers Identification in Emerging Europe  
A Nearshore Sourcing Guide by FRD Center**

*Upon demand from foreign companies looking for nearshore sourcing in Emerging Europe, FRD Center provides B2B matchmaking with qualified manufacturers, selected according to the foreign Client's requirements.*

*Through our Suppliers Selection services, based upon the foreign Client's specific selection criteria, FRD Center assists the foreign producers contact directly the selected local manufacturers we identify upon demand. How to find qualified local producers in low cost countries in the Baltics, in Eastern Europe or in Former Yugoslavia?*



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e-mail: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)*

## New suppliers identification by FRD Center

FRD Center is monitoring the players and market opportunities in the Furniture and Industrial Manufacturing, Automotive, Metalworking, Chemicals, Textiles, BPO, Agriculture and Animal Farms in CE Europe, Eastern Europe and SE Europe.

Upon demand, FRD Center identifies and selects the local players according to the Client's criteria, provides New Vendor Identification and Selection services.

For 20 years, FRD Center facilitates commercial relations between foreign manufacturers, investors, exporters with local key decision makers and provides B2B matchmaking, Trade Missions, Inward Buyer Missions, Roundtables etc.



email: [europa@frdcenter.ro](mailto:europa@frdcenter.ro)  
[www.frdcenter.ro](http://www.frdcenter.ro)

*For tailored New supplier identification and qualification, B2B Matchmaking with local players in the sector, Deal Origination and M&A assistance contact  
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