

IE SOURCING

# The Source

From rough brief to reliable supply chain — expert sourcing, factory visits and full oversight, managed from inside China.

China is the world's largest manufacturing base — but sourcing from it remotely means guesswork, risk and no real leverage. IE Sourcing gives UK businesses something different: **a trusted partner on the ground in China**, finding verified suppliers, visiting factories and managing your supply chain from first enquiry to final delivery.

## THE PROBLEM

# Sourcing from China shouldn't mean guesswork

China offers unmatched manufacturing capability and cost advantages. But for most UK businesses, accessing it means navigating platforms like Alibaba — sending enquiries into the dark, hoping a supplier is who they claim to be, and having no real way to verify quality, negotiate properly or check what is actually being produced.

The result is risk at every stage. You don't know if the supplier is a genuine manufacturer or a middleman. You can't compare your options properly. You have no leverage on pricing. And once an order is placed, you have no visibility of the factory floor until the goods arrive — by which point any problem is expensive and difficult to fix.

The businesses that source successfully from China are not necessarily the largest. They are the ones with a trusted presence on the ground — someone who can find the right suppliers, verify them in person, negotiate with real leverage and keep eyes on production from start to finish.

## SOURCING ALONE (e.g. ALIBABA)

- No verification of suppliers
- No negotiating leverage
- No factory visibility
- No quality oversight
- You carry all the risk

## SOURCING WITH IE SOURCING

- Suppliers verified in person
- Real leverage on price and terms
- Photo and video factory updates
- Production checked on site
- A partner managing the risk

WHAT WE DO

---

# End-to-end sourcing, managed on the ground

IE Sourcing is not a directory or a list of supplier links. It is a hands-on service that takes your requirement and manages it through every stage — from understanding what you need to overseeing production and coordinating shipment.

## **Sourcing direction**

We turn a rough enquiry into clear sourcing directions and identify multiple supplier levels — cost-effective, mid-range and higher-capability — rather than just one option.

## **Comparison & assessment**

We compare suppliers across MOQ, price range, lead time, capability and risk, giving you a clear recommendation rather than leaving you to guess.

## **Negotiation**

We push suppliers on pricing and terms with the leverage of an on-the-ground presence — and keep negotiating to improve your commercial position even after a project moves forward.

## **Factory oversight**

We visit and follow up with factories on site, check production progress, and provide photo, video and written updates so you can see exactly what is happening without travelling.

## **Sample & production**

We support sample negotiation and production follow-up, ensuring what was agreed is what gets made.

## **Logistics coordination**

We coordinate communication between supplier, freight forwarder and your side — checking carton details, packing, export documents and shipment readiness.

IN PRACTICE

---

## From a rough brief to a secured contract

A recent project shows how this works in practice. The client came to us with a technology hardware enquiry — and at the outset, they provided only a general direction rather than a full, detailed specification.

- **Within one day**

We broke the enquiry down into several possible sourcing directions and found multiple supplier options for each — separated by level, from more cost-effective options to stronger suppliers with better capability and reliability.

- **Pushing on price**

The initial pricing was not ideal. We continued pushing suppliers on cost, comparing alternatives and checking for better routes to market.

- **Contract secured**

Even though the first round of pricing wasn't where we wanted it, the project moved forward and the contract was secured — while we continued negotiating to improve the commercial position.

**A NOTE ON CONFIDENTIALITY**

Many projects are covered by NDA, so real client names, supplier contacts and pricing remain strictly confidential. We can provide anonymised sample sourcing reports, supplier comparison templates and factory follow-up formats on request.

## HOW WE KEEP YOU INFORMED

---

# Complete visibility, every step of the way

For ongoing projects, you receive structured weekly updates so you always know exactly where things stand — no chasing, no guesswork. Each report covers the full picture:

- Suppliers contacted
- Price comparison
- Sample status
- Photos / videos collected
- Logistics readiness
- Quotations received
- Key risks or missing info
- Factory follow-up status
- Production & packaging progress
- Negotiation progress

## CLEAR PROFESSIONAL BOUNDARIES

---

We believe in being clear about what we do and what we don't. We coordinate the China side — supplier management, document checking, factory oversight and freight forwarder communication — and we make sure the supplier provides everything needed from their end, aligned to your agreed trade term (EXW, FOB or CIF).

We do not act as a freight forwarder or customs broker. UK customs clearance, duty and VAT remain with you or your UK broker — so you stay in control of the UK side, while we handle the complexity in China. For regulated or special products, we check documentation requirements case by case before committing.

# Test us with one real enquiry.

## See the difference on the ground makes.

The best way to understand the value of IE Sourcing is to put it to the test. Send us a rough brief, and we'll prepare a short sourcing assessment — showing supplier options, price and MOQ direction, key risks, execution steps and recommended next actions.

No commitment, no obligation. Just a clear demonstration of what it looks like to have a trusted partner sourcing on your behalf, on the ground in China.

### Send us a brief and put IE Sourcing to the test

Enquire at [influence-exchange.com](https://influence-exchange.com)

or email [Admin@influence-exchange.com](mailto:Admin@influence-exchange.com)

#### RedNote Marketing

Reach Chinese consumers in the UK through the platform they use to discover businesses.

#### WeChat Marketing

Connect with Chinese professionals, investors and HNW clients through their primary network.

#### IE Sourcing

Access verified Chinese manufacturers directly through our network of agents across mainland China.