

# Jak nalézt vhodného dodavatele



# Má smysl importovat z Číny?

- **Pozor na skryté náklady:**

- Doprava
- Prověření dodavatele
- Návštěva techniků
- Mezinárodní smlouva
- Akreditiv
- Náklady zásob
- Náklady z odpovědnosti za vady
- Fixní režijní náklady
- A rizika (měnové, politické, podvod)

# Alternativy?

- **Levnější** – Vietnam, Bangladéš, Kambodža, Laos, Indonésie a Indie (a dokonce Severní Korea)
- **Dražší** – HK, Evropa



## Kdy se dovoz z Číny obecně vyplácí?

- schopnost dosáhnout „ekonomie rozsahu“, nebo
- vlastní brand, nebo
- exklusivní importér.

## Krok 9) Zařídíte dopravu



... ale jsou i malí čínští dopravci.

# The process

1. Define the product
2. Find possible suppliers and narrow down
3. Request for quotation
4. Choose a few suppliers
5. Do the due dilligence
6. Sign a contract
7. Send the money (open L/C)
8. Arrange for transportation



# Step 1) Define the product





# Step 2) Find possible suppliers

- [www.alibaba.com](http://www.alibaba.com) or
- [www.globalsources.com](http://www.globalsources.com) or
- [www.china.cn](http://www.china.cn).

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## Step 3) Request for quotation (RFQ)



## Step 4) Choose a few suppliers

- Jak rychle reagují (max 3 dny)?
- Angličtina?
- Cena?
- MOQ?
- Výrobce/obchodník?

Step 5) Do the due dilligence



## Step 6) Sign a contract

- Have a **written** contract,
- Have that written contract be (preferably) **in Chinese**.
- Have that written contract set out clearly **how disputes are to be resolved** and, even more importantly, pick the right forum for those disputes.
- Have that written contract set out **in excruciating detail** what the Chinese company must do to be in compliance with the contract.
- Set out the **liquidated damages** the Chinese company must pay if it fails to comply with the contract.
- Make sure the Chinese company **signs AND seals your contract**.

Step 7) Send the money (open L/C)



## Step 8) Arrange for transportation

