Service Overview

Star Harbor Trading works across all industries to provide targeted cost optimization and procurement-related services.  Our end deliverables are measurable cost reduction and performance improvement.

Star Harbor Trading blends the resumes and expertise of the larger firms with entrepreneurial flexibility and the power of focus.  We engage with our clients in a way that works for them and we guarantee results.  The following services can be provided as individual offerings or combined as components of a total solution. ​

# Strategic Sourcing and Procurement Consultation

Strategic Sourcing is Star Harbor Trading’s core competency.  We have performed numerous sourcing projects with strong outcomes and consistently high ROIs for our clients.   We blend our process expertise with deep category experience to drive extraordinary results.

What makes us unique is our ability to apply our process to virtually any significant expenditure area.  Our firm has sourced precious minerals from Africa ECOWAS region, construction vehicles from China and daily household usage products across East Asia.  We can tackle your most complex or constrained categories and help with delicate incumbent renegotiations or complex make or buy analyses.

Our process begins with a consultation of client’s business operation by heavy data analytics and typically includes hands-on negotiations with suppliers.  We help implement any new agreements that result and lay the foundation for ongoing, world-class category management.  We recognize that your suppliers are often critical to your business so we take an integrity-based approach to our sourcing process.  Our goal is to ensure suppliers are treated fairly and relationships are preserved or even enhanced by our process.

Star Harbor Trading performs different types of strategic sourcing services such as:

## Competitive Sourcing

Leveraging facts and logic, we manage a fair and objective process designed to identify the best suppliers wherever they may reside and to negotiate the best possible agreement for our clients, considering total cost, quality, service, and other unique factors. For simplicity and ease of our clients, we provide a complete procurement service where we act as the buyer’s mandate during the entire process.

## Incumbent Renegotiations

Are the costs with your “hard to change” suppliers fair and competitive?  Star Harbor can quickly assess your agreements and leverage a toolkit of strategies to renegotiate your contracts to capture best-in-market pricing and terms.

## Complex Decision Support

Have a complex make/buy or outsourcing decision to make?  We can provide the heavy analytics to fully understand true current costs and get proposals from third parties that are easily comparable. Our decision support services bring clarity to the complex and dramatically lower risk.

## Low-Cost Country Sourcing

Star Harbor Trading can search anywhere in the world, in most domestic region, for the best suppliers to fill your requirements.

Star Harbor Trading strive to provide an excellent service in terms of quality of work, timely delivery, professional behavior, customer service and value for money. Initial meeting or conference call is preferred prior to commencing with our services. Terms and conditions of the service agreement may vary depending to the client’s requests. Fees vary depending on the procurement factors: (1) type of industry, (2) type of good(s), (3) location, (4) workload and (5) service duration.  A service agreement is to be signed by client and payment is made prior to commencement of the services.

We are reachable via WeChat, but preferably Whatsapp or email (sourcing@starharbortrading.com). Feel free to get in touch with us if you have any questions. To avoid any miscommunications, please send all official request and documents via email *only*.

To better serve you, please complete the Sourcing Request Form below. Please answer in the grey space provided.

Sourcing Request Form

Please fill in the form with detailed information, return completed form to sourcing@starharbortrading.com

Date:

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| --- |
| **Company Information** |
| Company Name: |       | Legal Representative Full Name: |       |
| Address: |       |
| City, Country: |       | Postal Code: |       |
| Phone Number: |       | Mobile Number: |       |
| Email: |       | Website: |       |

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| **Product Detailed Information** |
| Product Name: |       |
| Brand Name: |       |
| Product Category: |       |
| Estimated Order Quantity: |       | Unit: |        |
| Target Price/Budget: |       |
| Expected Order Date: |       |
| Destination Port: |       |
| **Product Detailed Specification** |
| Exact Product Name: |       |
| Size/Dimension: |       |
| Grade/Quality Standard: |       |
| Material: |       |
| Application: |       |
| Packaging/Packing: |       |
| Any other special factors you care about: |       |

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| Signature & Stamp: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Name:      Company Name:       Passport Number:      Nationality:      Date:       | Signature & Stamp: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Name:      Company Name:       Passport Number:      Nationality:      Date:       |

Thank you for considering us for your procurement process.

We look forward to working with you. Have a wonderful day!