

Vendor Partners

As COP's core competence, COP's China Vendor Partner Portfolio (VPP) is updated regularly to reflect their current political, financial, management and financial status.

When applying to become part of our Vendor Partner Portfolio, each vendor goes through a rigorous screening / due diligence process where they not only provide COP with information on their capabilities but also their internal processes. COP will perform closer monitoring on specific vendor partner after both entering into contract.

Over 20 best-of-breed China outsourcing vendors have become a China Outsourcing Partner (COP) Vendor Partners and are reaping the benefits. COP's Vendor Partner Program is designed to grow your outsourcing business by introducing potential buyers, building successful outsourcing contracts between you and sourcing clients and providing you with a channel to generate additional revenue by referring leads to COP.

COP's Vendor Partners receive the following benefits:

Cut Customer Acquisition Costs, Sales Cycle Times

- COP have great connection in North America outsourcing market, we will introduce our leads to appropriate vendor partners
- Leads delivered to vendor partners are already in written, with a strong, clear definition of technical and business requirements. No more redundant RFP questions.
- Customers have made outsourcing strategic decisions, they are in the stage of planning and vendor selection
- COP delivers multiple outsourcing opportunities to vendor partners and help vendor to prepare RFQ and contract negotiation
- Saves vendor's marketing cost and customer acquisition time in less than half of the typical sales cycle time.

Ensure a Fair and Unbiased Evaluation by Clients

- Thwart competitor attempts to shut you out of deals from product giveaways, backdoor dealings, or discrediting your bid.
- Highlight your relevance to the opportunity through precise RFQs.
- Guaranteed client objectivity in the requirements gathering, product matching, due diligence, RFQ analysis, and reference processes.

Receive In-Depth Feedback on Sales Process

- Understand the key metrics needed to win the deal.
- Understand the key concerns of the client.
- Post-deal, learn why you won or lost, including price deltas.

Improve project management methodology and communications between client and vendor

- Advice project management methodology to best match with client processes
- Our experienced Project Mangers can oversee or manage vendor project team as request
- Facilitate a friendly, smooth and efficient communication channel between clients and vendors

No Fee, No Commitments, No Strings Attached

There is no fee to become a Vendor Partner and to start receiving qualified leads for relevant opportunities. And being a Vendor Partner Program member does not commit you to anything! You can always refuse to pursue leads referred to you by COP. You are also not committed to providing COP with any leads. There are no strings attached.

To apply to become a Vendor Partner, please email us at: vendors@ChinaOutsourcingPartner.com.