

ENGLISH - FICTIONAL SAMPLE DELIVERABLE

48h Check: existing China source

Free initial assessment – decision brief for an existing China source

Fictional customer	Example Drive Systems GmbH
Supplier	Supplier X, Zhejiang province – fictional
Product group	Zinc die-cast drive housings
Items / revision	GH-120, GH-180, GH-240 / Rev. C
Annual volume	82,000 pieces in total
Scope	1 company · 1 product group · 3 comparable items · 1 decision
Data cut-off	17 September 2026 – fictional

WJY ASSESSMENT	Sourcing strategy: KEEP; Next action: VERIFY
	There is no verified reason for an immediate supplier switch. Before renegotiation or further commitment, the price basis, scrap cause and actual capacity should be verified. The customer decides.

PRICE AND VOLUME CONTEXT

All values are fictional. The assessment is based on the customer's data, a plausibility calculation (material, processing, usual mark-ups) and publicly available market references. No quotations were requested from suppliers.

Item	Current price (EXW)	Annual volume	Plausibility calculation	Assessment
GH-120 Rev. C	€4.82	42,000	€4.45–4.75	at the upper end; negotiation room likely
GH-180 Rev. C	€7.36	28,000	€6.95–7.40	within the range; scrap raises the real price
GH-240 Rev. C	€11.90	12,000	€11.40–12.30	plausible

Assessment

The visible price gap on GH-120 justifies a structured price discussion, not a blanket supplier switch. Tooling, scrap, freight and inventory effects are only roughly reflected in the plausibility calculation.

Known operating data

Topic	Fact / source	Analysis	Implication
Delivery	Customer ERP: 3 of 12 lots more than 7 days late	Deviations cluster in two months	Check capacity and material planning
Quality	8D report open; 2.8% porosity scrap on GH-180	Cause claimed, not evidenced	Effectiveness evidence before more volume
Relationship	5-year supply relationship; tooling at the supplier	Switching cost and tooling access matter	Improve the existing source first

Working logic: information and evidence → analysis → WJY recommendation → customer decision → agreed execution.

RISKS, OPEN QUESTIONS AND NEXT STEPS

Priority	Risk / open question	Evidenced today	Needed before the decision
HIGH	Porosity cause on GH-180	Defect rate and photos available	Process cause, corrective action, effectiveness data
HIGH	Tooling access for a second source	Tool location confirmed	Ownership record, transfer terms, condition
MEDIUM	Real capacity from the first quarter of 2027	Supplier states 120,000 pieces per year	Machine loading, shift plan, bottleneck process
MEDIUM	Is today's price fully comparable?	Material and delivery terms (EXW) aligned	Scrap, packaging, tooling and payment terms

WJY recommendation

Sourcing strategy: KEEP. Next action: VERIFY. Within ten working days, review the price basis, the cause of scrap and actual capacity. A second source should initially be prepared only up to Q1/Q2 where supported by evidence; do not commit tooling or series volume yet.

Prioritised next steps

1	The supplier provides process cause, corrective action and effectiveness data for GH-180 – with owner and date.
2	The capacity claim is reconciled with machine loading, bottleneck process and shift plan, e.g. during a Technical Supplier Review.
3	The GH-120 price discussion is prepared on an aligned basis: set target price, acceptable price and walk-away point.
4	Tooling ownership, location, condition and possible transfer terms are documented.
5	The customer then decides on the sourcing strategy and the next action: keep the source or build a second source; renegotiate, continue the review or take no further action for now.

Scope of the free Check: no supplier search, no request for quotation, no qualification, no factory validation and no savings guarantee. All names, quantities, prices and findings are fictional.