

Alibaba.com Assessed Supplier



Assessment Report

Presented to

Foshan Deyou Furniture Co., Ltd.

佛山市德优家具有限公司

Gold Supplier & Assessed Company Relationship:	<input checked="" type="checkbox"/> Self-owned <input type="checkbox"/> Wholly Owned <input type="checkbox"/> Shareholder/Partner <input type="checkbox"/> Kindred between Owners <input type="checkbox"/> Cooperation Partner
Company Address	No. 33, Shafu Shakeng Industrial Park, Longjiang Town, Shunde District, Foshan City, Guangdong Province, China
City / Country:	Foshan / China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	fsdeyou
Gold Supplier Company Name:	Foshan Deyou Furniture Co., Ltd.
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Service Provided by SGS
Report No.: 17442183_P+T





Report Number:	17442183_P+T		
Date of Assessment:	01/Mar./2018	Report Date:	01/Mar./2018
Assessor's Name:	Gery Yang	Validity Period:	02/Mar./2018 -- 01/Mar./2019
Reviewed By:	Sam Wang	Online Verification:	www.sgs.com/ecv

Important Notes:

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Section 1: Company Overview

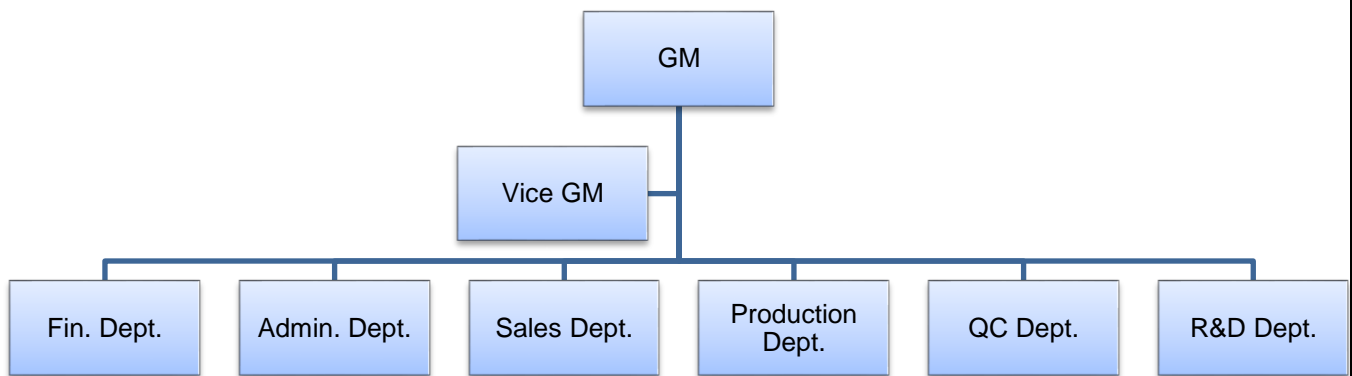
Company Overview			
1.1 Legal Validity			
Does the company have a valid business license?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Business License Number:	91440606052406029Y
Year Established:	02/Aug./2012	Validity Period:	02/Aug./2012 -- 31/Dec./2049
Export Experience:	6	Industry Experience:	6
Registered Address:	No. 33, Shafu Shakeng Industrial Park, Longjiang Town, Shunde District, Foshan City, Guangdong Province, China		
Company Address:	No. 33, Shafu Shakeng Industrial Park, Longjiang Town, Shunde District, Foshan City, Guangdong Province, China		
Annual review conducted by the Industrial & Commercial Bureau?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Reviewed By:	Foshan Shunde Market Supervision and Administration Bureau
Registered Capital:	RMB 100,000		
Corporate Representative:	Ms. Fang Su		
Industry:	Furniture		
Type of Ownership:	<input checked="" type="checkbox"/> Private Owner <input type="checkbox"/> Public Company <input type="checkbox"/> Joint Venture <input type="checkbox"/> Stated Owned <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other		
Products /Service:	Chairs, Sofa, Table		
1.2 Company Building Information			
Certification Type: <input type="checkbox"/> Land Certification <input type="checkbox"/> Real Estate Certification <input type="checkbox"/> Lease Agreement <input checked="" type="checkbox"/> Factory Officer Claimed Total Building Size: <u>6,000</u> m ² Number of Building(s) : <u>1</u> Office Size: <u>400</u> m ²			



Section 2: Human Resources

Human Resources

2.1 Company Chart



2.2 Employee Headcount

Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total
GM	1	0	1
Vice GM	1	0	1
Fin. Dept.	1	0	1
Admin. Dept.	1	0	1
Sales Dept.	6	0	6
Production Dept.	45	0	45
QC Dept.	1	0	1
R&D Dept.	1	0	1
Total Number:	57	0	57

2.3 Management

Department	Name	Title	Education	Year(s) in Current Company
Confidential	Confidential	Confidential	Confidential	Confidential



Section 3: Current Export Situation

Current Export Situation

There is/are 4 foreign trading employee(s) in the company.

Working Experience	Headcount	Accepted Language	Listening & Speaking	Reading & Writing
Over 30 Years	0	English	Yes	Yes
21-30Years	0	N/A	N/A	N/A
11-20 Years	0	N/A	N/A	N/A
6-10 Years	3	N/A	N/A	N/A
2-5 Years	1	N/A	N/A	N/A
Less than 2 years	0	N/A	N/A	N/A

Does the company have a valid export license?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Export License Registration No.:	N/A
Total Revenue (Previous Year):	USD 11,580,000
Total Export Revenue (Previous Year):	USD 11,001,000
Estimated Export Revenue (Current Year):	USD 12,000,000
Trade Agents Employed Overseas:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Nearest Port:	Shenzhen Port
Accepted Payment Terms	<input checked="" type="checkbox"/> FOB <input checked="" type="checkbox"/> CIF <input checked="" type="checkbox"/> EXW <input checked="" type="checkbox"/> CFR
Accepted Payment Type:	<input checked="" type="checkbox"/> L/C <input checked="" type="checkbox"/> T/T <input type="checkbox"/> Credit Card <input checked="" type="checkbox"/> Cash <input checked="" type="checkbox"/> West Union <input type="checkbox"/> Money Gram <input type="checkbox"/> Paypal <input type="checkbox"/> Moneybooker
Average lead time from product order confirmation to production delivery (products exiting the factory):	
Product Category	Num Unit
Chairs	20 Days
Sofa	20 Days
Table	25 Days
Average Sampling Time	
Product Category	Lead Time
Chairs	15 Days
Sofa	15 Days
Table	15 Days
The Shortest Sampling Time	
Product Category	Shortest Lead Time
Chairs	15 Days



Section 4: Export Business Capacity

Export Business Capacity			
4.1 Market Distribution (Previous 12 Months)			
Market	Main Product(s)	Revenue (USD)	Total Revenue (%)
North America	N/A	0	0
South America	Chairs, Sofa, Table	1,737,000	15.00
Eastern Europe	Chairs, Sofa, Table	2,316,000	20.00
Southeast Asia	Chairs, Sofa, Table	579,000	5.00
Africa	Chairs, Sofa, Table	579,000	5.00
Oceania	Chairs, Sofa, Table	2,316,000	20.0
Mid East	Chairs, Sofa, Table	579,000	5.00
Eastern Asia	N/A	0	0
Western Europe	Chairs, Sofa, Table	926,400	8.00
Central America	Chairs, Sofa, Table	1,389,600	12.00
Northern Europe	N/A	0	0
Southern Europe	Chairs, Sofa, Table	579,000	5.00
South Asia	N/A	0	0
Domestic Market	Chairs, Sofa, Table	579,000	5.00
4.2 Main Clients			
Client Name	Main Product(s)	Total Revenue (%)	
Confidential	Confidential	Confidential	



Section 5: Production Capacity

Production Capacity				
5.1 Annual Production Capacity (Previous Year)				
Chairs: 22,000 Pcs, Sofa: 4,500 Sets, Table: 9,000 Sets				
5.2 Production Capacity				
Product Name		Production Line Capacity		Actual Units Produced (Previous Year)
Chairs		2,000 Pcs / Month		22,000 Pcs
Sofa		400 Sets / Month		4,500 Sets
Table		800 Sets / Month		9,000 Sets
5.3 Production Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Sewing Machine	N/A	6	3	Acceptable
Cutting Machine	N/A	2	2	Acceptable
High Frequency Welding Machine	N/A	1	2	Acceptable
5.4 Testing Machinery (N/A)				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
N/A	N/A	N/A	N/A	N/A
5.5 Subcontractors (N/A)				
Subcontractor Name	Product Subcontracted	Volume Supplied	Cooperation Period (Years)	
N/A	N/A	N/A	N/A	



Section 6: Quality Assurance

Quality Assurance				
6.1.1 Quality Management System Certification (N/A)				
Certification	Certified By	Certificate No.	Business Scope	Validity Date
N/A	N/A	N/A	N/A	N/A
6.1.2 Product Certification (N/A)				
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date
N/A	N/A	N/A	N/A	N/A
6.2 Testing Report				
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date
Testing Report	STC	DT17110010	PU	01/Nov./2017 -- 31/Dec./2049
Testing Report	STC	DT127837	Egg Chair & H-2008	06/Nov./2015 -- 31/Dec./2049
6.3 Quality Control Management				
Item	Content	Observations /Comments		
6.3.1	Is there quality control on all production lines?	<input checked="" type="checkbox"/> Yes, all production lines have adequate quality control <input type="checkbox"/> Yes, some production lines have adequate quality control <input type="checkbox"/> No		
6.3.2	Do the QA/QC inspectors work independently from the production line?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
6.3.3	Who does the QC/QA Manager /Supervisor report to?	Vice GM -- Mr. Xinghuan Mo		
6.3.4	How many QA/QC inspectors in total?	1		
No. of Employees in Each Production Line:				
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA	
Workshop	3	42	1	
6.3.5 Average Guarantee Time				
Product Category		Guarantee Time		
Chairs		5 Years		
Sofa		3 Years		
Table		2 Years		
6.3.6 The Longest Guarantee Time				
Product Category		Guarantee Time		
Chairs		5 Years		



6.4 Supplier Management		
Item	Content	Observations /Comments
6.4.1	Does the company have a supplier assessment procedure?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
6.4.2	Does the company have an updated list of approved suppliers?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
6.4.3	Has the company established and implemented a standard procedure for purchasing contract review and approval?	<input type="checkbox"/> Yes, with written standard procedures <input checked="" type="checkbox"/> Yes, with written procedure but lack of consistent standard <input type="checkbox"/> No
6.4.4	Does the company keep its supplier assessment reports?	<input type="checkbox"/> Yes, assessment reports are available for more than 3 years <input type="checkbox"/> Yes, assessment reports are available for the last 1-3 years <input type="checkbox"/> Yes, assessment reports are available for the previous 12 months <input checked="" type="checkbox"/> No
6.4.5	Are the company's purchasing documents sufficient to ensure product safety control and their customers' requirements?	<input type="checkbox"/> Yes, the purchasing document includes all the information required <input checked="" type="checkbox"/> Yes, however the purchasing document includes incomplete information <input type="checkbox"/> No
6.4.6	Is there a procedure to conduct random product inspections after final packaging?	<input type="checkbox"/> Yes, with clear standard and written inspection records <input type="checkbox"/> Yes, with inspection records but no procedures <input checked="" type="checkbox"/> Yes, with procedures but no inspection records <input type="checkbox"/> No, inspections are not necessary



6.5 After Sales Service		
Item	Content	Observations /Comments
6.5.1	Is customer feedback, including complaints, clearly recorded and maintained?	<input type="checkbox"/> Yes, with a standard feedback form and records <input type="checkbox"/> Yes, with a standard feedback form but no records <input checked="" type="checkbox"/> Yes, with records but no standard feedback form <input type="checkbox"/> No
6.5.2	Are there any clear procedures for handling customer complaints?	<input type="checkbox"/> Yes, with clear procedures and written records <input checked="" type="checkbox"/> Yes, with clear procedures but no written records <input type="checkbox"/> Yes, with written records but no clear procedures <input type="checkbox"/> No
6.5.3	Is there a closed-loop corrective action system in place?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
6.5.4	Can finished/package products be traced by lot identification to the appropriate raw material test reports?	<input type="checkbox"/> Yes, with procedures to trace raw materials <input checked="" type="checkbox"/> Yes, main raw material can be traced <input type="checkbox"/> No, only the production date can be traced <input type="checkbox"/> No
6.5.5	Is there a product alert and recall procedure?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No



Section 7: Production Process Management

Quality Control Management		
Item	Content	Observations /Comments
7.1	Is the factory tidy and clean enough for production?	<input type="checkbox"/> Yes, very good <input checked="" type="checkbox"/> Yes, acceptable <input type="checkbox"/> No, needs improvement <input type="checkbox"/> No, very poor
7.2	Are the following items /documents provided at the appropriate location?	<input checked="" type="checkbox"/> Work instructions <input type="checkbox"/> Approved sample <input type="checkbox"/> Product picture <input type="checkbox"/> No the above-mentioned was not available.
7.3	Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?	<input type="checkbox"/> Yes, with clear written instructions and records <input checked="" type="checkbox"/> Yes, with written instructions but no records <input type="checkbox"/> Yes, with records but no written instructions <input type="checkbox"/> No
7.4	Are written inspection/testing instructions available for finished products? Are the relevant records maintained?	<input type="checkbox"/> Yes, with clear written instructions and records <input checked="" type="checkbox"/> Yes, with written instructions but no records <input type="checkbox"/> Yes, with records but no written instructions <input type="checkbox"/> No
7.5	How are finished products inspected?	<input type="checkbox"/> 100% of products with detailed inspection <input checked="" type="checkbox"/> Random inspection <input type="checkbox"/> No inspection <input type="checkbox"/> No inspection necessary
7.6	Are units that failed inspection clearly marked and separated to prevent accidental dispatch?	<input checked="" type="checkbox"/> Yes, the units are separated and marked clearly <input type="checkbox"/> Yes, the units are separated but not marked clearly <input type="checkbox"/> No
7.7	How are finished products that failed inspection handled?	<input checked="" type="checkbox"/> Repaired and re-inspected <input type="checkbox"/> Thrown away <input type="checkbox"/> No inspection necessary



Section 8: R & D Capacity

R&D Capacity				
8.1 Current Situation				
There is/are _____ 1 _____ R&D engineer(s) in the company.				
Education Level	Headcount		Work Experience	Headcount
Doctorate	0		Over 30 Years	0
Post-Graduate	0		21-30 Years	0
Graduate	0		11-20 Years	0
Junior College	1		6-10 Years	1
Technical School	0		2-5 Years	0
High School	0		Less than 2 years	0
Patent Situation (N/A)				
Patent No.	The Name of the Patent	The Patent Type	Available Date	
N/A	N/A	N/A	N/A	
Brand Situation				
Registration/ application No.	Brand Name	For Approval to Use Goods	Validity Date	Ref.
5720750	Refer to the Photo	Category 20	28/Dec./2009 -- 27/Dec./2019	Photo in Section 11 (Trademark Photos)
The Average Time For New Products Launched				
Product Category		Lead Time		
Chairs		30 Days		
Sofa		30 Days		
Table		30 Days		
The Shortest Time For A New Item Launched				
Product Category		Shortest Lead Time		
Chairs		30 Days		
Does the company provide ODM service for others?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Are there relevant design input/output, review, and verification documents available for the assessment company?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Based on inspection, are R & D employees equipped with adequate specialized equipment?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		



If yes, please list all key equipment used:	N/A
Do R & D employees use any specific software for designing new products?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
If yes, please list the main software used:	Auto CAD, PS
Please list all certifications and/or qualifications of the R & D department:	N/A
Has the company established standard design procedures for new products?	<input type="checkbox"/> Yes, with clear written instructions <input checked="" type="checkbox"/> Yes, without written instructions <input type="checkbox"/> No
Have the designed products been internal verified or validated?	<input type="checkbox"/> Yes, with clear written records <input checked="" type="checkbox"/> Yes, only part written records <input type="checkbox"/> Yes, without written records <input type="checkbox"/> No
Have the designed products been tested by a third-party inspection body?	<input type="checkbox"/> Yes, all designed products have been tested <input checked="" type="checkbox"/> Yes, only part of designed products have been tested <input type="checkbox"/> No
Are the designed products confirmed by the customers?	<input type="checkbox"/> Yes, all designed products have been confirmed <input checked="" type="checkbox"/> Yes, part of designed products have been confirmed according to client's requirements <input type="checkbox"/> No
Does the company has qualification requirements for designers?	<input type="checkbox"/> Yes, with written job description <input checked="" type="checkbox"/> Yes, without written job description <input type="checkbox"/> No, but at least two years design experience is needed <input type="checkbox"/> No
Are the designers' qualifications recognized by the company?	<input type="checkbox"/> Yes, with written records <input checked="" type="checkbox"/> Yes, without written records <input type="checkbox"/> No

8.2 R&D Real Case Description

Customer's Name	Confidential
Customer's Location	Confidential
Customer's Industry:	Confidential
Order's Requirement Description:	Confidential

8.3 Design Process

Process 1	Process 2	Process 3
Confidential	Confidential	Confidential
Description: Confidential	Description: Confidential	Description: Confidential

8.4 Design Devices (N/A)




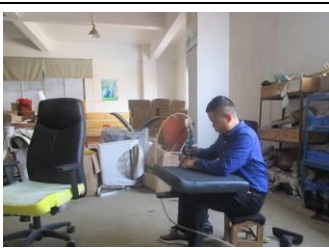

Device 1	Device 2	Device 3
N/A	N/A	N/A



Section 9: Company Development / Expansion Plans

Company Development / Expansion Plans		
Item	Company Development Action	Timeframe
1	Confidential	Confidential

Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1		2		3	
	Wood Cutting		Gluing Sponge		Lather Cutting
4		5		6	
	Sewing		Cover		Assembly
7		8		N/A	N/A
	Assembly		Packed Products		N/A



Section 11: Certification & Photos

Certification & Photos	
Certification & Photos -- Business License (Original)	Certification & Photos -- Business License (Duplicate) with Certificate / Records of Annual Inspection
	
Certification & Photos -- Permit for Opening Bank Account	N/A
	N/A
Testing Report Photos	
Certification & Photos -- Testing Report	Certification & Photos -- Testing Report
	



Trademark Photos

Certification & Photos -- Trademark Certificate

N/A



N/A



Section 12: Company and Product Samples

Company and Product Samples

Company Gate



Office



Workshop



Workshop



Product Sample



Product Sample





Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Product Sample





Product Sample



Product Sample





Section 13: Competitive Advantages

13.1 Product Group Capacity		
13.1.1 Products Sold (Within 12 Months)		
Products Name	Quantity	Revenue (USD)
Chairs	22,000 Pcs	Confidential
Sofa	4,500 Sets	Confidential
Table	9,000 Sets	Confidential
13.1.2 Suppliers Cooperated With (Within 12 Months)		
No. of cooperation suppliers (total)	50	
No. of suppliers (which cooperated over 2 times)	30	
No. of provinces which cooperation suppliers belong to	1 (Guangdong)	
Would the company like to provide design solution service for integration project?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
If yes, these projects include	N/A	
Would the company like to provide a total solution for purchasing?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> Part, _____ <input type="checkbox"/> No	
If yes, please describe it	Electronic products	
13.1.3 Real Case Description:		
Customer Name	Confidential	
Customer Country	Confidential	
Customer Region	Confidential	
Products Category	Confidential	
Order Value (USD)	Confidential	
Order Processing Process	Confidential	
Customer's Feedback	Confidential	
13.2 Real Case for Lower MOQ & Lead Time		
Products Name	MOQ (Within 12 Months)	Lead Time
Chairs	30 Pcs	20 Days
Sofa	5 Sets	20 Days
Table	10 Sets	20 Days
13.3 Real Case for Large Contract & Lead Time		
Products Name	Order (Within 12 Months)	Lead Time
Chairs	5,000 Pcs	40 Days



13.4 Overseas After Sales Service Capacity				
13.4.1 Do you have an overseas onsite service center?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
13.4.2 If yes, what onsite after-sales services are included		Location	Evidence- provided	Self-description
Equipment -installation, maintenance and other services	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Technical advice	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Personnel training	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Other		N/A	N/A	N/A
13.4.3 Average response time	24 Hours			
13.5 After-sales service capacity				
Does the company accept small order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			

-- End of Report --