

# Unique Source Point

Sourcing & more...



**USP IS NOT A MANUFACTURER**

With increased cost of manufacturing in the developed countries and standardized engineering at global level, it is more and more interesting to source from low cost countries with high level of engineering like **India**.

**Coimbatore – an industrial manufacturing hub located in the South of India** is becoming increasingly prominent for global players to source from. Coimbatore has been ranked one of the top global outsourcing cities by Tholons (<http://en.wikipedia.org/wiki/Coimbatore>). Well known for its concentration of high quality and well certified engineering manufacturers like:

- **Cast Iron Foundries** (Grey Iron, Ductile Iron / Nodular Iron, Alloyed Cast Iron)
- **Steel Foundries** (Carbon Steel, Stainless Steel, Alloyed steel, Duplex grades)
- **Precision Machine Shops** (Machining, Sub Assembly and Full Assembly)
- **Treatment shops** (Heat treatment, Surface coating, Painting)
- **Aluminium & Zinc Casting** units (Pressure Die Casting, Gravity Die casting, Sand Casting)
- **Sheet metal** jobbing units (Laser cutting, bending, punching, blanking)
- **Plastic Injection** Moulding & **Rubber** Moulding
- **Fabrication units** (structures, columns, pressure vessels, heat exchangers)
- **Die and Mould making**; Pattern / Tool making job shops
- **Transmission** industry (Electric motors, Sprockets, Couplings, Gears and Gear Boxes)
- **Valve** industry (Valve castings, Machined valve parts, Pressure tested valves)
- **Automotive** industry (Parts / Accessories and Products)

With more than **25.000 Small and Medium Enterprises**, Coimbatore region is an ideal destination for buyers who want to have high quality engineering products / components for low cost.

### **Challenge**

Ofcourse, there remains the classical problems of identifying the most fitting suppliers, working with a totally different culture, typical communication issues, cost / time of traveling or sending the team to supplier destination to get the actual situation on the ground.

### **Solution**

We, at **Unique Source Point (USP)**, are providing services exactly to fill in these gaps and to ease your sourcing experience. **Our main motto is to reduce the cost of sourcing with increased effectiveness.** How do we do it?

- ✓ More than 10 years of experience in this field
- ✓ Qualified engineering / management skills
- ✓ Experience from intense interaction with buyers
- ✓ Regular travel to several European countries
- ✓ **Direct contact with local SME top managements**
- ✓ Excellent database of highly export oriented suppliers
- ✓ **First-hand experience in auditing, inspecting and enhancing communication**
- ✓ 7 years experience as the external expert from Coimbatore region for CBI ([www.cbi.eu](http://www.cbi.eu)) – the Dutch government agency for imports
- ✓ **Sourcing experience with various European and American clients**

With all these characteristics, USP becomes the most suitable firm for connecting & coordinating between international buyers and local suppliers.

## **Our Scope of work**

Whether you are already sourcing from Coimbatore region or you want to start sourcing from this region, **you can use USP as your remote local office for all your coordinating activities with the suppliers.** We will be your eyes, feet and hands on the ground here. We will act on your behalf. You can hire us (USP) for:

- identifying suppliers
- auditing for suitability
- follow up on **Request For Information (RFI)** and **Request For Quotation (RFQ)**
- arranging for buyer team visits
- coordinating and filling up communication gaps
- inspecting readiness of sample / lot supplies
- avoiding last minute surprises from suppliers through regular visit reporting
- smooth conduction of business with suppliers from this region

*\* customized services can be arranged – like dedicated engineer for long term follow up*

## **Reach Us**

**Contact** : Mr. Jay (Jaychandar Srinivasan)  
**Mobile** : + 91 (0) 98422 44137  
**Mail** : info@uspindia.com

### **Unique Source Point**

New No. 163, Sambandam Road (West), R.S. Puram, Coimbatore – 641 002, India

**Phone** : + 91 - 422 - 2555083 / 2542399

**Fax** : + 91 - 422 - 2543242

**www.uspindia.com**