CANADIAN — OVERSEAS TRADE INC. (COTI)
GLOBAL TRADE. TRUSTED PARTNER.
OIL & GAS | MINING | STEEL & METALS | CONSTRUCTION | INDUSTRIAL SOLUTIONS | RENEWABLE ENERGY | TRADE & SUPPLY
CONNECTING CANADIAN EXCELLENCE WITH GLOBAL OPPORTUNITIES

CAPABILITY 18 / 27

Procurement, Strategic Sourcing & Vendor Management

Structured sourcing for complex industrial requirements.



Photo: Matti Blume, Wikimedia Commons, CC BY-SA 4.0 – https://commons.wikimedia.org/wiki/File:Rhenus,_Frankfurt_am_Main_(P1032698).jpg

OVERVIEW

Industrial purchasing is complex: specifications, many suppliers, compliance and deadlines. COTI structures the process from request review to delivery follow-up, finding the right manufacturers and comparing offers on a technical and commercial basis.

CONTENTS

18.1 RFQ/RFP review and requirement clarification.
18.2 Manufacturer, OEM and specialized supplier identification.
18.3 Technical and commercial offer collection and bid-comparison support.
18.4 Lead-time, documentation and compliance follow-up.
18.5 Purchase-order follow-up, vendor coordination and expediting.
18.6 Emergency sourcing, hard-to-find parts and multi-vendor consolidation.

18.1 RFQ/RFP review and requirement clarification.

SUPPLY SCOPE

RFQ/RFP review and requirement clarification.

DEFINITION

An RFQ (Request for Quotation) asks suppliers for prices; an RFP (Request for Proposal) asks for a complete solution. COTI reviews these requests and clarifies quantities, specifications and standards before sourcing.

18.2 Manufacturer, OEM and specialized supplier identification.

SUPPLY SCOPE

Manufacturer, OEM and specialized supplier identification.

DEFINITION

COTI identifies manufacturers, OEMs and specialised suppliers able to meet the technical requirement, checking their capability and references.

18.3 Technical and commercial offer collection and bid-comparison support.

SUPPLY SCOPE

Technical and commercial offer collection and bid-comparison support.

DEFINITION

Offers are collected and compared on technical compliance, price, lead time and conditions, so the client can take a clear decision.

18.4 Lead-time, documentation and compliance follow-up.

SUPPLY SCOPE

Lead-time, documentation and compliance follow-up.

DEFINITION

COTI follows lead times, required documentation and compliance points (standards, certificates, export rules) throughout the order.

18.5 Purchase-order follow-up, vendor coordination and expediting.

SUPPLY SCOPE

Purchase-order follow-up, vendor coordination and expediting.

DEFINITION

After the purchase order, COTI coordinates with vendors and carries out expediting: regular follow-up to keep manufacturing and shipping on schedule.



Photo: H. Zell, Wikimedia Commons, CC BY-SA 3.0 – https://commons.wikimedia.org/wiki/File:Container-Terminal_Bremerhaven_02.jpg

18.6 Emergency sourcing, hard-to-find parts and multi-vendor consolidation.

SUPPLY SCOPE

Emergency sourcing, hard-to-find parts and multi-vendor consolidation.

DEFINITION

For urgent needs, COTI searches the market for hard-to-find parts and consolidates items from several vendors into one coordinated supply.

Specialized services are provided and/or coordinated with qualified technical partners according to project requirements.

Contact COTI

Send us your RFQ, part numbers, nameplate photos or technical specifications. We will review your requirement and reply with a structured proposal.

Canadian Overseas Trade Inc. (COTI)
7175 rue Michelet, Suite 10, Montréal (Québec) H1S 2L8, Canada
info@coticanada.com | WhatsApp: +1 438 937 9124 | +971 54 223 8214

PHOTO CREDITS

All photographs are real photographs from Wikimedia Commons, used under the licences indicated.

- Rhenus, Frankfurt am Main (P1032698).jpg – Matti Blume, CC BY-SA 4.0 – https://commons.wikimedia.org/wiki/File:Rhenus,_Frankfurt_am_Main_(P1032698).jpg
- Container-Terminal Bremerhaven 02.jpg – H. Zell, CC BY-SA 3.0 – https://commons.wikimedia.org/wiki/File:Container-Terminal_Bremerhaven_02.jpg