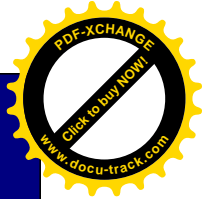
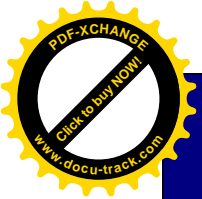
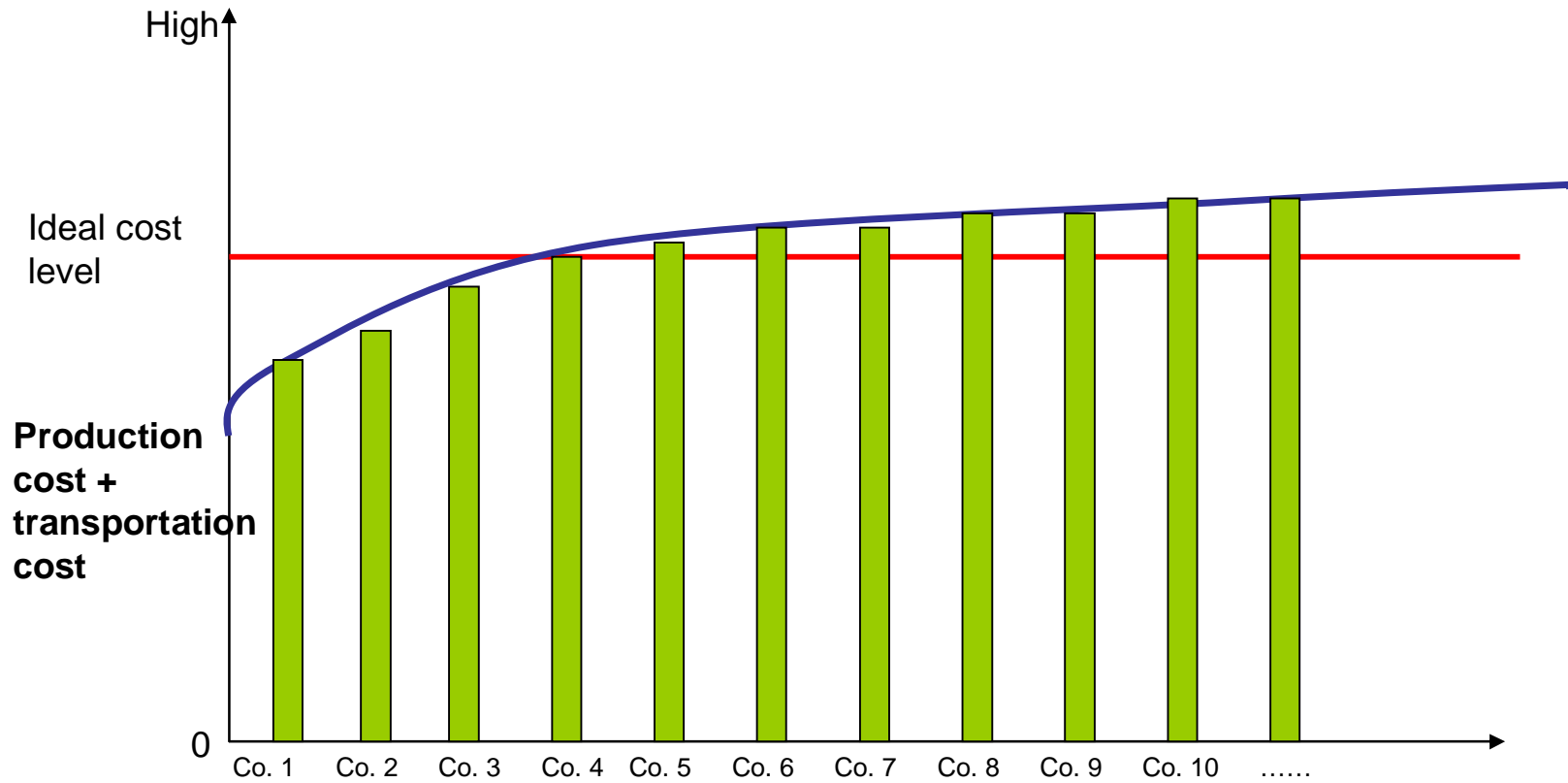
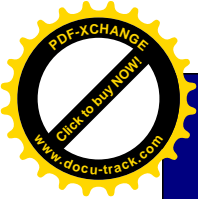


Perspective 1: Existing carbide PVC plants



Existing plant cost screening





Sample questionnaire

Questionnaire for preliminary qualification

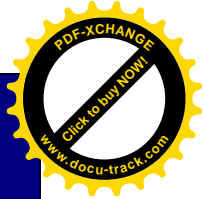
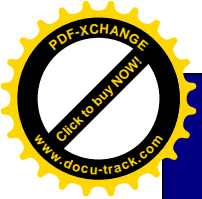
Company:	
General information	
Location	
Transportation facility	
Ownership (Key decision-maker)	
History	
Production	
Capacity	
% Capacity utilization	
Technology, license and equipment	
Product category and application	
Quality Control	
ISO certificate or other accreditation	
Market/Industry position (in terms of quality, quantity, and brand)	
Financial situation	
Revenue	
Growth rate	
Reference check (from suppliers, traders or customers)	

Processes:

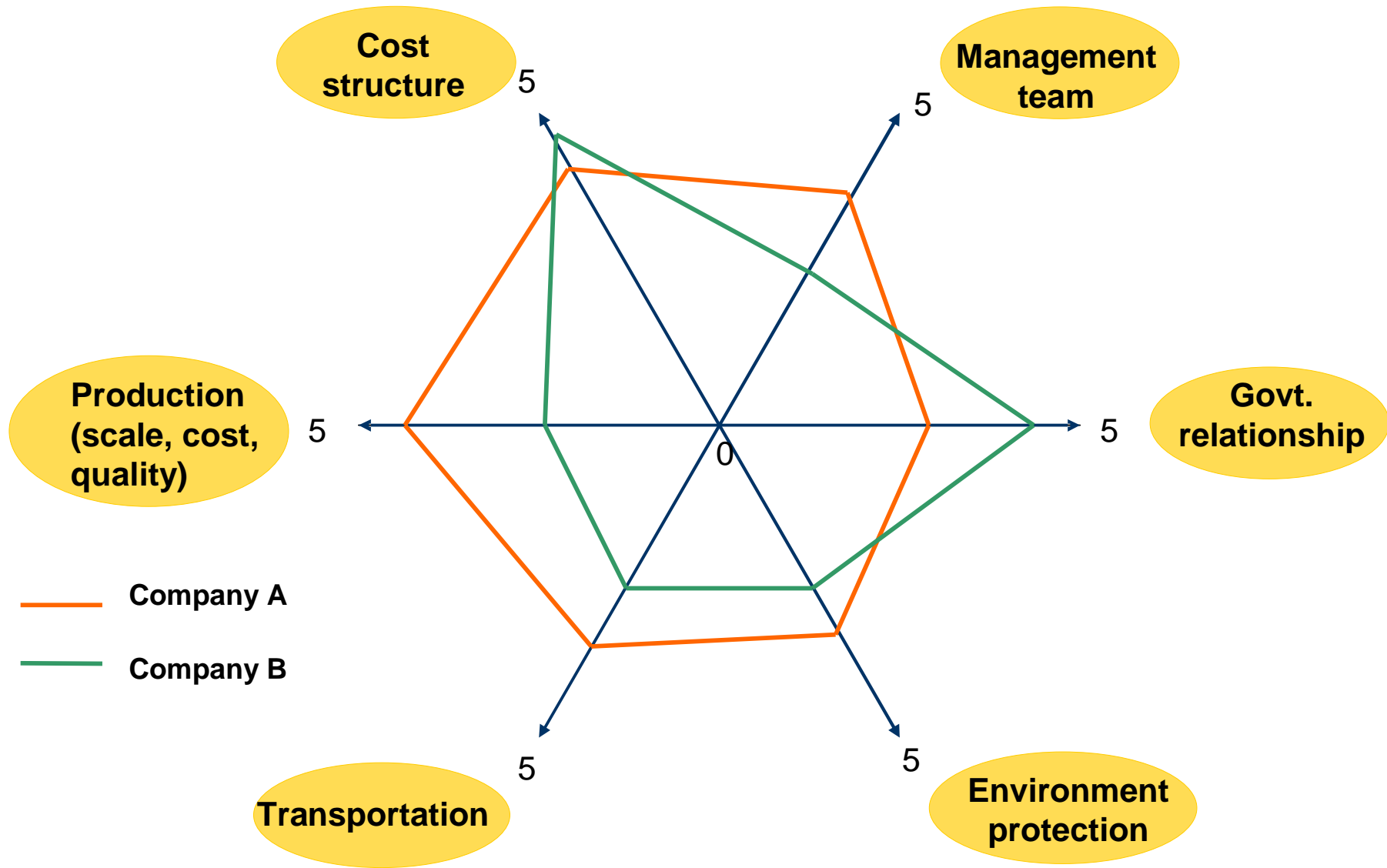
- Ø Prioritize the agreed screening criteria and classifies them into three levels: must criteria, important criteria and other considerations.
- Ø Screen and compare the targeted companies based on the info collected via Questionnaire.
- Ø Rate their competitiveness

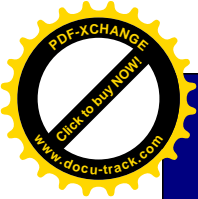
Deliverables:

- ü Potential target list with answers to the Questionnaire
- ü Competitiveness rating



Competitiveness analysis by PVC plant





Sample plant site assessment

Questionnaire for preliminary qualification

Company:

General information

Location
Transportation facility
Ownership (Key decision-maker)
History

Production

Capacity
% Capacity utilized
Technology, licen
Product category

Quality Control

ISO certificate or

Market/Industry of quality, quan

Financial situati

Revenue
Growth rate

Reference chec traders or custc

Sheet1

Site Visit Report

Company: Huashun Polyester Fiber Plant
Cixi, Zhejiang

Date: June 30, 2005

1. Present

Mr. Guo Yang General Manager
Mr. Yan Zhang Sales Department
Mr. Jianwei Yang Production Plan Department
Ms. Belinda Liu Chinese Representative

2. Facility Pictures:

Plant Exterior Equipment Washing

Processes:

- Ø Conduct on-site visit
- Ø Conduct an interview with key decision makers following up the pre-designed questionnaire

Deliverables:

- ü An Executive Summary provides site interview summary and the assessment of the target's true capabilities
- ü Any and all documentation provided by the target supporting capability claims
- ü Digital photos, if permitted, of the target's facility