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YOUR STRATEGIC SOURCING OFFICE





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IBMh CORPORATION, LTD. is a Procurement Management and Quality Control company based in China that **specializes in the furniture and construction hardware and accessories industry.**

At IBMh, we guarantee a **competitive purchasing price** while offering a **comprehensive service.** Our objective is to meet the needs of any company that aims to be successful in its business relationship with China.

Today, IBMh is the most valuable **Procurement office in China,** collaborating with well-known **top importers worldwide.**

■ A choice that makes a difference: Why choose us



Efficiency and productivity

With IBMh **reduce procurement cost** and get manufacturers' prices as well as a **full comprehensive service** that will help your business succeed.



No fixed or extra costs

IBMh's service represents **zero-cost of your company's annual purchasing expenses.** With us, you will always be on the winning side!



Team of experts

IBMh works **exclusively** within the furniture and construction hardware and accessories industry. We are experts. The hardware industry doesn't hold any secrets to us.

At IBMH, we constantly welcome new people on board. Our true experts in both furniture and construction hardware, can fulfill the most demanding requests.



Strong negotiating power with Chinese manufacturers

The great deal of clients we represent in China enables us to:

- a.** Manage a large volume of purchases
- b.** Get the most competitive conditions through joint negotiation with Chinese manufacturers and
- c.** Ensure trust and professional respect from local manufacturers.




Your own R&D Department in China

Because **we know the hardware industry like the back of our hand**, we can offer personalized recommendations on innovative products worldwide.



Exclusivity and Confidentiality

- 1.** We assure our partners **utmost confidentiality**.
- 2.** We do not work with any company that might be considered as a direct competitor to our customers.



Our services

STRATEGIC PROCUREMENT MANAGEMENT SERVICE

- We are your Procurement office, not your intermediary

We identify and negotiate in Chinese with local suppliers, according to your own specific needs. IBMH always watches over your interests with total and absolute independence.

- We evaluate your company's specific needs in order to identify opportunities

Our experience and knowledge of the local Chinese market enables us to offer tailored solutions to each different customer. Last but not least, our multicultural team can speak several languages.

- We offer latest updates on innovative products and technical developments


We will constantly study which of the new products and innovations are most appropriate for your business and send you a report with specific recommendations every month.

- We guarantee minimum number of incidents with local manufacturers

IBMH's own Quality Control inspectors and hardware experts audit manufacturers to ensure the lowest possible number of incidents.

- We are permanently searching the market to identify China's best hardware manufacturers

We know China's best manufacturers in any of the areas we cover (and not only those who attend the hardware industry international fairs!).



IBMH will help your Purchasing Department optimize its time and resources. Working with us, it will be as if your own team is working from China. We, at IBMH, will be a mere "extension" of your company, sharing a common and firm objective: to achieve maximum quality and rentability.

■ ■ Our services

INSPECTION AND QUALITY CONTROL SERVICE IN CHINA

○ Samples technical inspections

Regular samples technical inspections determine whether the products meet technical requirements. In this case, we avoid the shipping of not appropriate samples as we will audit them according your expectations.

○ Final production inspection

We always proceed to a comprehensive inspection of manufactured goods in accordance with ISO 2859 (AQL), through random sampling. All technical aspects are checked thoroughly: visual and functional aspects, accessories, weight, labelling, packing, as well as every client's required specific inspection details.

○ Specific lab tests

To guarantee the agreed chemical composition of the materials used by Chinese manufacturers, IBMH only works with independent and renowned accredited laboratories, as to comply with all local and international legislation at all times.

○ Inspection of the containers loading process

We always perform on-the-spot checks of: **a.** The containers' state, **b.** The loading operation and **c.** The correct sealing of containers.

○ Inspection at the start of production

To avoid any possible product failures and/or delay on the agreed production deadlines, first we double check the Chinese manufacturers' raw materials and components and then, we compare the manufactured product with the original samples approved by our client.

IBMH covers the singular and specific needs of any company that wishes to import from China smoothly and confidently. Our Procurement Management and Quality Control system enables us to work safely to achieve the best quality end products and earn our customers trust.





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PROCUREMENT
MANAGEMENT
PLATFORM

Innovation and technology

IBM clients have exclusive access to our **Procurement Management Platform (PMP)**. Thanks to this tailored made solution, you will be able to follow up all operations IBMH manages for you.



100% accessible

24/7 access to PMP from anywhere, on any of your devices.



100% secure

Your data will be protected by Salesforce most advanced online security.



Total support

Exclusive communication and follow-up with your personalized Strategic Sourcing team in China.



Maximum efficiency

Your time management will be reduced by half.



Logistics optimization

You will benefit from special tools to maximize your containers' cargo capacity.



Full traceability

Each of your orders will be fully monitored, from order placement to final cargo and shipment at seaport.



Technical data sheets of all products

You will have 24/7 access to the downloadable technical data sheets of all your products imported from China: technical drawings, photos, certificates, etc.



Quality Control reports in web format

Complete quality control reports with unique high-resolution photos and videos.



Exclusive information

You will receive personalized recommendations on innovative products and new technical developments.

■ Current Product Line managed by IBMH

At IBMH, we are **specialists on Procurement Management and Quality Control**. More than 20 years of experience in the hardware industry makes us true experts **in furniture and construction hardware**. IBMH provides a high technical knowledge in all kind of product lines.

Over time, we have become specialists in finding efficient suppliers for our customers. Today, thanks to having attended such a variety of requests and clients, we have a comprehensive range of products within our extensive experience in Procurement Management in the Asian Market.

Please find below, the large and varied range of products we successfully manage from China:

- ❖ Furniture Hinges
- ❖ Electrician Devices for Furniture
- ❖ Glass Hardware
- ❖ Kitchen Cabinet Hardware & Equipment
- ❖ Wooden Living Door Hinges
- ❖ Cabinet Lift Support
- ❖ Table Hardware
- ❖ Furniture Aluminum Profiles
- ❖ Furniture Locks
- ❖ Architectural Hardware
- ❖ Wooden Living Door Hardware
- ❖ Cabinet Lighting
- ❖ Furniture Connections Fittings
- ❖ Office Furniture Hardware
- ❖ Sofa Hardware
- ❖ Cabinet Drawer Slides
- ❖ Sofa Upholstery
- ❖ Bed Hardware
- ❖ Wardrobe Hardware and Equipment
- ❖ Furniture Handles and Knobs



IBMH is **China's leading furniture and construction hardware and accessories consultancy** company with commercial operations over 5 continents.



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