

## Partner With BSP Sourcing to Source PPE

Qualified Suppliers Quality Products Reliable Delivery

It has never been as difficult to qualify suppliers as it is right now. Demand and urgency are at its highest and the market is opaque, full of traders and brokers, many illegitimate of scams.

## PPE QUALIFICATION PROCESS



### SUPPLIER INTERVIEW

Once we have established contact with decision-makers at a supplier we conduct interviews to vet them and get more information. We establish ground rules for collaboration and layout our process and expectations.

### DOCUMENTATION REQUEST

We request for formal documentation on the company, the products, and the licenses and certifications we know they must have. Suppliers who cannot provide 100% of the information we request cannot proceed.



### DOCUMENTATION VERIFICATION

We review the documentation, certificates, and test data in detail, using our network of resources and experience to verify that all of the information provided is indeed accurate and legitimate.

### SAMPLE EVALUATION

We request samples to be made available and evaluate them internally for quality. We look at the material for quality and the construction of the product. We also will break the product apart and check its internal makeup.



### DUE DILIGENCE

If the documentation checks out and the product sample meet our requirements, we do additional due diligence. This will mean checking references, confirming with the regulatory authorities and may include a real or virtual facility tour.

### NEGOTIATION

While basic pricing and terms are discussed throughout the process, the last step of the process is to work with the supplier to come to the best scenario for pricing, terms and conditions, balancing short term needs and long term relationships.



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