



Get Competitive, Get Global with Discover Global!

# Discover Global™

Global Sourcing Solutions

Supply Chain Management

Consulting and Optimization



Discover Global™

Let **us** be your sourcing solution!

## Who is Discover Global?



Discover Global is an international strategic sourcing company focused on helping companies remain competitive in a global marketplace. We improve international sourcing efforts, capabilities and expertise. With our offices around the globe we have formed an infrastructure to simplify the global sourcing process. Discover Global is a cost effective solution to hiring a specialized staff to manage your international business needs.

Discover Global maintains a full staff of degreed engineers in the US and Asia to facilitate product development and full quality control programs. Our team inspects products during manufacturing and before shipment to ensure that our parts meet the prints and quality standards you require. Our staff will work with you to ensure that our product development process meets your project goals.

Discover Global will quote products delivered right to your door so the international transaction is transparent to you. Let us manage the process so you can concentrate on the rest of your business.

### Benefits of Working with Discover Global

- more than 30 years of experience in supply chain and manufacturing abroad
- immediate cost savings to your bottom line
- design and engineering support in manufacturing
- total landed cost to your door
- full supply chain management services
- logistics management
- quality control program



## Why Choose Discover Global?

### Experience and Physical Presence

Our specialized staff has over 30 years of experience in offshore sourcing and successfully running manufacturing companies abroad. We have experience with international new product development (NPD) and sourcing, on-site personnel, understanding of the local culture / language and knowledge of local government (laws, taxes, customs and regulatory issues).

### Product Development

We manage prototypes, tooling, production, packaging, performance testing, first article approvals (FAs) and production approvals (PAs)

### Vendor Management

Discover Global manages all the negotiations, non-disclosures, tooling, manufacturing agreements, vendor performance, factory audits, overseas inspections and continuous improvement programs with the vendors.

### Contract Management

We manage purchase orders, monitor deliveries, documentation, letters of credit and wire transfers for our clients.

### Logistics

Discover Global is responsible for tracking foreign inland freight, less than container consolidations, monitoring ocean / air freight shipments and domestic transportation to any location of your choice.

### Importer of Record

We work with the US government to ensure that all customs compliance, customs clearance, duties, import / export regulations are being followed and met.

### Quality Control

Our vendor base adheres to international recognized ISO 9000 or QS 9000 quality systems. Our teams of engineers inspect our products independently, from our vendor's quality system, and audits factories on a regular basis.

### Engineering Capabilities

Our engineering staff creates drawings, offers manufacturing suggestions and helps clients design products.



## Discover Global Services

### Sourcing Solutions

A successful international sourcing program requires experience, detailed management and on-site resources on the ground. We provide companies help improving their existing program or develop a new comprehensive structure. Discover Global can assist at every point of the international sourcing process.

### International Sourcing Strategy Development

Discover Global can work with your team to evaluate and develop an international sourcing strategy. We will help you identify what commodities and parts are right for offshore sourcing. Discover Global will meet with you to better understand your specific objectives and needs related to international sourcing and outline the risk factors. We will help you prioritize opportunities, quantify potential savings and recommend an implementation strategy.

### Supplier Selection and Qualification

Discover Global has a set of world class suppliers with various capabilities which are pre-approved by our strict standards. We can help you identify and qualify additional capabilities if required. Our final approval always includes making sure the vendor meets your requirements.

### Product Development

We oversee all aspects of the product development process from product design to delivery of a finished good. We will manage the up-front engineering, prototyping, tooling and production. We follow a structured product development process to ensure your projects are developed on time while making sure that the quality and manufacturing processes are repeatable.

### Purchase Order Management

Operating as an extension of your international sourcing department, Discover Global manages all purchase orders, logistics and communication between our clients and our suppliers. Discover Global has partnered up with the best third-party logistics companies in the world. Discover Global will be the importer of record and manage all aspects of the import process including documentation, customs clearance and compliance.

### Quality Control

Discover Global provides an in-house quality control program for each project. Our engineering team inspects our products independently from our vendor's quality system to ensure our clients' quality standards and expectations are met.

## Manufacturing Capabilities

### Castings

Discover Global can manage all of your casting needs with capabilities to produce ferrous and nonferrous metals. We produce various types of casting including die castings, investment, sand and permanent mold. We work with materials such as cast iron, gray iron, ductile iron, brass, malleable iron, compacted graphite iron, cast steel, carbon steel, magnesium, cast aluminum, bronze, zinc, nickel and tin.

### Forging

Discover Global can help you with your forging needs in closed die, cold, open die and rolled forging. We have qualified factories to produce forgings and the secondary operations to yield quality finished parts ready for your application.

### CNC Precision Machining

Discover Global offers a variety of CNC precision machining capabilities such as vertical and horizontal milling (3 axis, 4 axis and 5 axis), turning, drilling, boring, grinding and others. In addition we have capabilities in EDM and laser cutting.

### Stampings

Discover Global produces precision metal stampings using transfer, progressive, deep-draw and fine blanking. We regularly work with high quality metals including carbon steel, stainless steel, copper and brass alloys.

### Metal Fabrication

Discover Global has capabilities in tube bending, forming, welding, soldering, brazing, sheet metal fabrication and assembly. We can achieve difficult angles and can guarantee reliable and repeatable processes.

### Extrusions

Discover Global produces a wide variety of standard and custom shaped extrusions in plastic and metals. Discover Global's comprehensive standard shapes provide customers with unlimited choices including bars, tubes, semi-hollows, angles and many more. When it comes to plastics we have experience in PVC and ABS to lightweight polypropylenes, tough polycarbonates and flexible thermoplastic elastomers.

### Powder Metal

Our products range in size from a 3mm diameter to 150mm. Our press capacity ranges from 5-1000 tons in size. We manufacture parts in bronze, brass, copper and many grades of iron and steel alloys. We offer a variety of machining operations to extend both the shape and tolerance capabilities of the PM process.

### Plastic Molding

Discover Global has capabilities in injection and blow molding along with vacuum forming. With our injection molding capabilities we can produce single custom parts to high cavitation to over-molding parts. We can process most thermoplastic materials including medium and high impact polystyrene, low and high density polyethylene, rigid and flexible PVC, nylon, polycarbonate, ABS, polyurethane and many others.

### Finished Goods

Discover Global has capabilities in developing complete finished goods. We have developed several products in markets such as aftermarket automotive, building materials, lighting fixtures and water coolers. We work with customers to understand their product design and quality requirements and then find an approved factory to manufacture the products. We manage the whole development process from prototyping, manufacturing, assembly, packaging to getting the goods to our customer's door.

### Surface Treatment

Discover Global has a wide range of finishing options from electro-plating, PVD, powder coating and anodizing. We match colors, textures and corrosion requirements to meet our customer needs. We work with several independent test labs domestically and offshore to validate the finishing quality and materials.

### Tooling

Discover Global produces Class A tooling to SPI/SPE standards for the automotive, appliance and electronics industries. We have capabilities in vertical and horizontal, insert and over-molded tooling. We produce a fully turnkey qualified mold with robust capability studies, PPAP, pressure transducers and mold flow analysis. We offer customers prototyping, part design, pilot runs and product development solutions.

### Continuous Cost Improvement Program

We know the importance of continuing to save money each year so we have developed a productivity engineering program that focuses on taking cost out of your products by improving the design and manufacturing environment. We have created a formal process to solicit ideas internally and externally to continue to take cost out of your products. Our vendors are challenged each year to generate innovative ways to help keep you competitive in the marketplace.

### U-Link Global

U-Link Global is a web-based interface which allows us to work around the clock on your projects and streamline communications between our engineering staff, clients and vendors. We know the importance of speed to market and the benefits of capturing cost savings quickly. Each customer and vendor has their own secure project folders on the web to allow for easy access anywhere in the world.

"Discover Global has helped us become more competitive with their quality sourcing solutions in Asia...we have been able to save thousands of dollars on our bottom line using Discover Global's pre-qualified sources....Discover Global is one of the most comprehensive and responsive vendors in our supply chain as we strive for lowest total costs."



Get Competitive. Get Global. Discover Global!

"With Discover Global as our sourcing solution we have been able to be more competitive and win additional business....Their product quality and engineering product development process is second to none."

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