

# CHINA SUPPLY IN 2024 - NAVIGATING “THE NEW NORMAL”

Andrew’s top 5 tips for electronics & electromechanical products

01

## ENSURE YOUR ACCOUNTABILITY

Buyer accountability is increasing, don't rely on factory certifications - audit on site.

02

## PAY ATTENTION TO YOUR CONTRACTS

IP Enforcement has improved, but your contracts need to be enforceable in China.

03

## KEEP CHINA IN YOUR STRATEGY

Especially for small volumes (<5k/yr), China is still your best bet for cost, speed and quality.

04

## PREPARE MOVES CAREFULLY

Consider tooling, process knowledge and materials, and plan a conservative timeline.

05

## KEEP FINISHED ASSEMBLIES IN CHINA

For now, the opportunity for flexibility and savings is in subassemblies and components.

## OUR EXPERT

**Andrew Wilson (安竹)** is an expert in Chinese business culture as it relates to supply chain and manufacturing. He has a 12+ year career leading operations and supply chains for US companies and their Asian suppliers, as well as deep language, government relations and work experience on the ground in China.

Can Andrew help your company with supplier capacity, growth or other supply chain challenges? **Let us introduce you!**



**Andrew Wilson (安竹)**  
Supply Chain Expert  
and Consultant

The Supplino webinar with Andrew discussed all the ins and outs of this important topic. Check out all of our webinars, including this one at our youtube channel.