

## North America

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## We Help You Maximize EBITDA

### Who We Are

EastBridge was founded in 2004 and offers a broad range of engineering and procurement services. Our multilingual engineering team in North America and Asia provide an on-the-ground presence to rationalize and lower supply chain costs. We bring a unique supply chain solution to ODMs, OEMs, manufacturers and distributors that need to quickly reduce their COGS. Our service model provides all of the benefits of having your own engineering and procurement team on the ground without any of the investment, management headaches or travel burden.

### Areas of Expertise

Our clients ask us to review their current manufacturing, production and procurement models, determine where cost savings are available, perform supplier due diligence, qualify alternate vendors, negotiate pricing and implement LCC supply relationships.

COGS REVIEW

MANUFACTURING LAUNCH

QUALITY ASSURANCE & TESTING

VENDOR AUDIT & QUALIFICATIONS

LOGISTICS

VENDOR MANAGEMENT



### Industry Experience

ELECTRONICS

APPAREL

INDUSTRIAL

TELECOMMUNICATIONS

TRANSPORTATION

PLASTICS

COMPOSITES

SOFT AND HARD CONSUMER GOODS

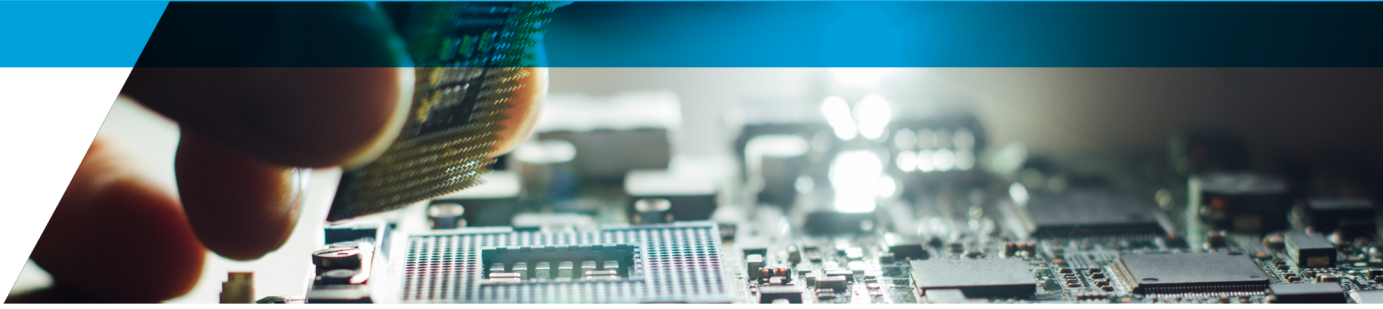
MEDICAL DEVICES & CONSUMABLES

FORMED METAL

MACHINE TOOLS

ELECTROMECHANICAL

MOLDED PLASTICS



- *Offices in Boston, Ho Chi Minh City, Hong Kong, Jakarta, Shanghai, Shenzhen, Singapore, Suzhou & Taipei*
- *Multilingual, multicultural engineering teams*
- *Financial, manufacturing/quality systems and regulatory due diligence*
- *Fully transparent business model*

## Selected Projects

### **Medical Devices**

Reviewed the supply costs of the fastest growing North American distributor of disposable urology products. Pre-qualified four FDA approved suppliers in Greater China. Managed the sampling and qualification process. Reduced COG 42%.

### **Automotive**

Evaluated processes and vendor base for large format injection molding tooling for a Tier II supplier to the automotive industry. Negotiated annual contracts for a family of molds and associated accessories. Cut tooling costs 38%.

### **Soft Goods & Accessories**

Identified opportunities to reduce supply chain costs for the second largest supplier of Halloween and holiday costumes in North America. Established a new base of CPSIA Compliant suppliers in Southeast Asia and trimmed costs 27%.

### **Robotics**

Retained by one of the largest Israeli industrial robot suppliers. Reviewed CAD files and BOM and then recommended cost reduction road map that included qualifying alternate contract manufacturers in China. Reduced the overall cost of the product line by 39%.

### **Mobility**

Reviewed sub assembly cost basis for actuators, gearboxes and electric motors used in handicapped mobility equipment. Identified factory-direct sources and reduced procurement costs 73%. Follow on project for powder coated weldments and power transmission components led to cost savings of 56%.