**MISSION**

To match people who design products with people who make them by creating the most trusted, transparent and accessible global sourcing platform.

**PROBLEM - EXAMPLE**

Jonny & Tom created Fred’s: an elegant bicycle brand, synonymous with style, robustness and affordability.

With limited connections in manufacturing and no knowledge of the process, their sourcing journey took them to tradefairs and manufacturers in five different countries across two continents. It took **twelve months of effort and thousands of pounds** before they found a manufacturing partner who they now trust. The route taken was a laborious, expensive and painful one.

**SOLUTION OVERVIEW**

**Part 1 – Vetting:**

We are instilling trust in the early stages of the client-manufacturer relationship with:

* Pre-vetted manufacturers
* Detailed manufacturer profiles
* Trusted Relationships

**Part 2 – Augmented Online Self-Service (A.O.S.S.)**

Augmented Online Self Service - users are guided through a 6 stage concept to door solution including:

* Tech pack creation
* Manufacturer matching
* Contracts and Logistics

**CONTEXT**

Currently doing this as an offline/manual process. Want to make it online. Currently searching for £250k of investment:

Overview of current manual process

1. Idea submitted
2. ‘Tech pack’ developed, which contains all documents and drawings that will be required to provide a quote to manufacturers. Design partner in Mumbai can help with illustrations.
3. RFQ. Matches based on capabilities and ethics.
4. Materials and accessories are sourced.
5. Samples received.
6. Final decision and production begins.

**PLATFORM FUNCTIONALITY**

General

* ‘Sales’ front-end
* Registration/Login

Core system capabilities

* Different levels of accounts, which give access to different levels of functionality
* Payment

Profiles

* Manufacture profiles (basic and advanced)
* No search function required at basic level

Managing ‘tech pack’/idea process

* CRUD new idea/quote process
* Email alerts for status change (e.g. ‘quotes received’)
* Supplycompass ‘live’ support function

Creating ‘tech pack’ (must haves only)

* Choose templates for different types of products
* Fill out requirements (tabular form with ability to add rows and columns)
* Upload images for reference
* Save Tech Packs under different revisions
* Instruction Videos
* Quick pdf creation
* Request illustrations as an add-on service

Quotes

* Ability for admin to assign relevant suppliers (assume manual at first)
* User chooses supplier

From chosen supplier 🡪 product

* User can message supplier through site
* User can message illustrators through the site
* Samples of material sent/received
* Alert about samples being sent, with ‘order status’/similar functionality
* Contract signed through platform
* Staged payments from supplier to manufacturer through platform
* NB: Potentially also disputes/refund etc functionality

**Tech Pack Creation: Moscow Method**

Must have:

* Choose templates for different types of products
* Fill out requirements (tabular form with ability to add rows and columns)
* Upload images for reference
* Save Tech Packs under different revisions
* Instruction Videos
* Quick pdf creation
* Request illustrations as an add-on service

Should have: (Version 2?)

* Easy annotation – ability to upload sketches and annotate them
* Copy and paste function into other tech packs
* Track change function (on-top of revisions)

Could have:

* Sketching software
* Signing function
* Database of useful images

Won’t have:

Other nice to haves (not tech pack)

* Subscription?
* Search function?
* Brand?
* Visual identity?
* Appropriate product discovery
* User experience