



# Melenco



[www.melenco.com](http://www.melenco.com)

*Excellence in trading services worldwide*





# Melenco

Melenco is a trading company with its headquarters in Hong Kong and with more than 10 offices located in our main markets of Asia, Africa, Europe and the Americas, all specialized in providing support services for the international trade of goods.

With a successful company history of over 10 years, Melenco's trading operations and those of her partners, recommend and validate secure and reliable business opportunities in the most dynamic economies around the globe.

We specialize in the creation of structures tailored specifically for each trading operation, offering support services aimed at cost optimization, quality control following high international standards, and establishing a trusting relationship and direct link between our customers and product manufacturers. Our offering includes:

**Purchasing | Trading | Business Development | Financial and Business Support**

## Purchasing

Melenco helps your company source and buy from the most competitive manufacturers in China and India.

- Sourcing;
- Background check on existing and prospective trade partners;
- Procurement management services;
- Logistics management services;
- Quality assurance and quality control (QA/QC);
- Trade fair representation and attendance.

As part of our purchasing services, the China-specific Sourcing and Procurement Desk brings customers closer to suppliers of the world's largest exporter.

### **China Sourcing and Procurement Desk (SPD)**

Integrated sourcing, procurement, quality control and communications service that allows

international companies purchasing in China the possibility of having peace of mind when dealing with suppliers while conducting business from abroad.

The SPD is concerned with saving prospective customers time and money, as it ensures the following:

- Avoid recurrent losses due to poor quality and packaging of products;
- Identify added margin by hidden trading intermediaries in the supply chain. You will buy directly from the factory;
- Save on the investment required of having a branch office in China;
- Overcome language, cultural or time-zone barriers that often delay foreign trade workflows.

## Trading

The Melenco portfolio has top products available for immediate purchase, sourced from reliable manufacturers in the world's top supplier markets. Our global reach, attained by having offices in the primary markets of Africa, the Americas, Asia and Europe, allows for the generation of unique cross-trading opportunities within our business network.

Contact your local Melenco office or representative for further information on current business opportunities which you may be interested in.





# Melenco

## Our ideal partner

- Companies already trading with China and/or India requiring more control over their supply chain and management of their trading operations abroad.
- Companies looking to find opportunities in new markets in search of better prices and quality, new products, suppliers or customers.
- Service providers in local markets with high quality standards.

## Business Development

Melenco emerges as the ideal partner to help manufacturers and investors conduct business in selected markets, outlining business development strategies, identifying and securing distribution channels, prospective partners and service providers to establish a profitable and trustworthy international supply chain.

Our offering includes a Business-to-Business (B2B) consulting service for companies looking for entry and distribution channels in selected markets within our network, including the following services:

- Tailor made market research;
- Breakdown of variables and constraints in the supply chain, including licenses, law regulations and taxes;

- Identification of key competitors;
- Identification, contact and establishment of trade relations with buyers, agents, distribution channels and/or service providers;
- Development of market penetration and growth strategies;
- Management of key processes and communications with stakeholders.

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## Financial and Business Support

Melenco offers its clients financial and investment support in order to provide companies with a transparent platform for trading practices that sets the basis for making assertive business decisions on investments and commercial practices globally.

We have a team of industry experts and offer advanced skills to support your efforts in all your legal, financial, and administrative processes. Our outsourcing services offer the flexibility you need to reduce time-to-market across jurisdictions. Our services are designed to relieve clients of time consuming work, so they can focus their time, energy and resources on higher value added activities.



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