

VIETFOUNDRY

Product Guide

Buyer-Side Control in Vietnam

A structured approach to supplier decisions and production control — from the first verification to final shipment.

- 01 Foundry Live™
- 02 Supplier Verification™
- 03 Supplier Decision System™
- 04 Buyer Representation Support™

01 Foundry Live™

SEE. VERIFY. DECIDE. BEFORE YOU COMMIT.

THE PROBLEM

Most purchasing decisions are made without real visibility. Buyers rely on photos that can be staged, videos that can be edited, and supplier claims that are not independently verified. The true condition of a factory is often only discovered after payment is made.

Once a deposit is paid, leverage is reduced and problems become expensive — delays, quality inconsistency, misaligned expectations. Most supplier failures do not start during production. They start at the moment of decision.

WHAT IT DOES

Foundry Live™ removes uncertainty by giving you direct, real-time access to the supplier before any commitment. Not a pre-recorded video. Not a static report. A live decision environment — see, ask, and verify in real time.

- See how the factory actually operates
- Observe real production conditions
- Inspect products live and ask questions directly
- Verify supplier claims instantly

PROCESS

Step 1 — Buyer Alignment Define requirements, concerns, and what must be validated

Step 2 — Factory Coordination Confirm access and active operations — no staging

Step 3 — Live Session Continuous walkthrough, production areas, workflow observation, live product inspection, direct Q&A;

Step 4 — Real-Time Validation Ask questions, challenge claims, request closer inspection — all validated immediately

Step 5 — Post-Session Summary Observations, risks, strengths and limitations, clear recommendation within 24 hours

PRICING

The biggest risk in supplier selection is not choosing the wrong supplier — it is choosing without seeing reality.

DELIVERABLES

- Live session access and full facilitation
- Translation support throughout
- Optional session recording
- Structured summary report
- Decision recommendation

RECOMMENDATION FORMAT

- Proceed
- Proceed with conditions
- Do not proceed

WHAT TO EXPECT

- Clear understanding of the supplier
- Immediate identification of risks
- Faster, more confident decision-making
- Reduced need for in-person travel
- Higher confidence before committing capital

IDEAL FOR

- Early-stage supplier evaluation
- Before placing a deposit
- Visibility without travelling
- Rapid decision-making requirement

LIMITATIONS

A real-time session — not a full audit or multi-day inspection. For deeper validation, Supplier Verification™ is recommended.

\$850 USD per session

02 Supplier Verification™

FULL ON-GROUND VALIDATION BEFORE YOU COMMIT.

THE PROBLEM

Even when a supplier appears credible, hidden risks frequently exist below the surface.

- Overstated capacity and production capability
- Inconsistent or undocumented processes
- Weak or absent quality control systems
- Undisclosed subcontracting arrangements
- Risks rarely visible through remote communication

WHAT IT DOES

We physically visit and assess the supplier on your behalf — validating existence, operations, capability, and alignment with your specific requirements. The output is a structured GO / CONDITIONAL / NO-GO decision with clear supporting evidence.

PROCESS

Step 1 — Buyer Discovery Define product requirements, specifications, quality expectations

Step 2 — Requirement Structuring Build a clear evaluation framework against your needs

Step 3 — Factory Visit Verify existence, operational activity, scale and setup

Step 4 — Reality Capture™ Full walkthrough documentation, production processes, environment

Step 5 — Capability Validation Assess production capacity, constraints, ability to meet requirements

Step 6 — Risk Identification Document gaps, limitations, and potential issues

Step 7 — Decision Summary Structured analysis, risk overview, GO / CONDITIONAL / NO-GO recommendation

PRICING

Validate what you cannot see from a distance — before capital is committed.

DELIVERABLES

- Reality Capture™ documentation (video + 360°)
- Factory verification summary
- Capability and capacity assessment
- Risk analysis and gap identification
- GO / CONDITIONAL / NO-GO decision
- Optional: Foundry Live™ add-on session (\$750)

WHAT TO EXPECT

- Clear validation of supplier capability
- Early identification of risk before capital is committed
- Structured evidence behind your decision
- Confidence you are dealing with a real, capable operation

LIMITATIONS

- Covers one supplier per engagement
- Does not include cross-supplier comparison
- Comparison available through Supplier Decision System™

IDEAL FOR

- You have already identified a supplier
- Full validation before committing payment
- Documented evidence to support an internal decision

\$2,000 USD per supplier

Optional add-on: Foundry Live™ session — \$750

03 Supplier Decision System™

CHOOSE THE RIGHT SUPPLIER WITH CONFIDENCE.

THE PROBLEM

Choosing between multiple suppliers without on-ground access creates structural blind spots.

- No reliable way to identify credible suppliers from a distance
- No objective basis for comparing options
- Decisions made on incomplete or supplier-provided information
- High-value commitments made without sufficient validation

WHAT IT DOES

The Supplier Decision System™ manages the entire supplier selection process — from initial discovery through to a final recommendation with verified evidence. We identify, validate, compare, and present a clear decision across your shortlisted suppliers.

PROCESS

Step 1 — Buyer Discovery Define requirements, priorities, and evaluation criteria

Step 2 — Requirement Structuring Build a structured framework for comparison

Step 3 — Supplier Discovery Identify relevant, credible suppliers on the ground

Step 4 — Shortlisting Filter options against your requirements

Step 5 — Factory Verification On-ground validation of each shortlisted supplier

Step 6 — Reality Capture™ Full documentation of each facility

Step 7 — Capability Review Assess operational ability across all suppliers

Step 8 — Supplier Comparison Structured comparison across all validated options

Step 9 — Live Mediated Session™ Real-time engagement with final candidates

DELIVERABLES

- Supplier shortlist with evaluation rationale
- Reality Capture™ for each verified supplier
- Capability and risk assessment per supplier
- Structured comparison framework
- Final recommendation with supporting evidence
- Live Mediated Factory Session™ per candidate

WHAT TO EXPECT

- Clarity across multiple supplier options
- Objective, evidence-based comparison
- GO / CONDITIONAL / NO-GO per supplier
- Strong decision confidence before committing capital

LIMITATIONS

- Covers the decision phase only
- Execution phase is separate (Buyer Representation Support™)

IDEAL FOR

- No existing supplier relationship
- High-value purchasing decision
- Multiple options to evaluate and compare
- Need for a documented, defensible decision

PRICING

Choose from a position of verified knowledge, not assumption.

\$4,000 – \$6,000 USD

1–2 suppliers from \$4,000
3–4 suppliers \$4,500–\$5,000
5+ or complex from \$5,500

04 Buyer Representation Support™

ENSURE EXECUTION MATCHES AGREEMENT.

THE PROBLEM

Selecting the right supplier does not guarantee the right outcome. The gap between agreement and execution is where most value is lost.

- Quality standards quietly erode during production
- Delays occur without early warning
- Miscommunication between buyer and factory compounds over time
- Shipment issues discovered too late to resolve

WHAT IT DOES

We act as your on-ground representative throughout the production cycle — from PO alignment through to final shipment. We monitor, validate, escalate, and confirm at every critical stage so that what was agreed is what gets delivered.

PROCESS

Step 1 — PO Alignment Confirmation Validate purchase order against agreed terms

Step 2 — Technical & Quality Clarification Resolve specification ambiguities early

Step 3 — Production Plan Visibility Confirm realistic timeline and production schedule

Step 4 — Raw Material Verification™ Validate materials before production begins

Step 5 — Production Start Confirmation Confirm production has begun as planned

Step 6 — Mid-Production Validation™ On-ground check at production midpoint

Step 7 — Pre-Final Inspection Assess quality and market readiness before completion

Step 8 — Pre-Shipment Verification Full check before goods leave the facility

Step 9 — Loading & Shipment Coordination Confirm correct loading and documentation

DELIVERABLES

- PO alignment validation report
- Production tracking and milestone updates
- Raw material and quality verification reports
- Mid-production validation report
- Pre-shipment inspection report
- Issue escalation and resolution log
- Final shipment readiness confirmation

WHAT TO EXPECT

- Controlled execution from PO to shipment
- Early identification of issues before they escalate
- Reduced surprises at delivery
- Higher consistency between agreed spec and delivered product
- On-ground representation without needing to travel

LIMITATIONS

- Focused on execution phase — not supplier selection
- Pairs with Supplier Decision System™ or Supplier Verification™ for full control

IDEAL FOR

- Supplier already selected
- Production about to begin or underway
- High-value or high-risk orders
- Where delivery consistency is non-negotiable

PRICING

What you agreed is what gets delivered — with someone on the ground to ensure it.

\$3,500 – \$6,000 USD

Simple orders from \$3,500

Mid-complexity \$4,000–\$5,000

Large/high-risk from \$5,500

OVERVIEW Product Summary

All four products — at a glance

Foundry Live™

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1

A live, facilitated factory session giving you real-time visibility before you commit.

Ideal for: Early-stage evaluation. Rapid supplier validation before deposit.

\$850 USD per session

Supplier Verification™

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Structured on-ground validation of a single supplier — existence, capability, risk.

Ideal for: You have a supplier. You want full validation before payment.

\$2,000 USD per supplier

*Optional add-on:
Foundry Live™ — \$750*

Supplier Decision System™

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The complete supplier selection process — discovery through to a confident GO/NO-GO.

Ideal for: No existing supplier. High-value purchasing decision across multiple options.

\$4,000 – \$6,000 USD

1–2 suppliers from \$4,000

Buyer Representation Support™

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On-ground control throughout production — from PO alignment to final shipment.

Ideal for: After supplier selection. During production. When execution must match agreement.

\$3,500 – \$6,000 USD

Simple orders from \$3,500

Products can be engaged individually or in sequence. Supplier Verification™ includes an optional Foundry Live™ add-on (\$750). Supplier Decision System™ includes Live Mediated Factory Sessions™ as part of the full process.

The right supplier decision starts before you commit.

Vietfoundry works exclusively for international buyers.
No commissions. No supplier relationships. No hidden incentives.
You choose the right factory — and we ensure it executes as agreed.

vietfoundry.com