



ESD CONTROL CENTRE



ANTISTAT



INTEGRITY[®]
CLEANROOM

外包保护伞合作关系



HUAWEI

www.antistat.co.uk

integritycleanroom.com

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集团综述

- 32 年贸易历史，私人拥有企业
- 年销售量二千二百万美元
- 专业从事抗静电产品及用品，无菌环境生产用品及耗品，供应链管理及外包采购服务
- 所供应的行业涵括：晶片制造，汽车，军用&民用转包合同，电子，医药及生物。
- 52 名员工分别专注于销售，采购，物流及市场推广。
- 总部设在英国，全球化策略分支机构分别设在美国，德国及中国。
- 保护伞 – 外包采购服务：已签订采购总协定 – 华为认证供货商；已签订商业道德及信用规则



**Umbrella Company
3rd Party Vendor Management:**

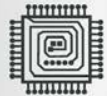
1

- Vendor/Product Selection Services
- Prepayment / Staged Payment
- Financial management of Supply Contracts
- Market-Leading Quality of Products
- Logistics & Transport Excellence
- Territory Health & Safety Certification



- Waste, Recycling & Chemical Management
- Customs clearance & Multi-Border Paperwork
- Competitive Tendering & Bid Process
- Direct Supply & Umbrella 3rd Party Management
- Expediting Contract Management:
Lead Times & Quality Unrivalled

2



ESD provide these services across a range of product sets including:

3

- High-Value Equipment & Machinery
- Chemicals & Gases
- Software Acquisition & License Management
- Telephony & Photocopier Lease Management
- 3rd Party Recruitment Companies



4

- Cleanroom Consumables: Design / Build
- Flooring & FM Site Services
- Production Supplies – Direct & Indirect e.g:
Wafers, Compounds & Components
- Precious Metals Acquisition & Recycling

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ESD Management Formation & Structure

Huawei Umbrella Team

John Hensley
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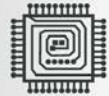
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保护伞服务 第三方供货商管理

1

- 挑选及审核供货商及产品
- 预付款及阶段性付款
- 供应合同财务管理
- 行业领先质量产品
- 优质物流及运输
- 区域健康及安全证书

2

- 废品, 回收品及化学产品管理
- 清关及多国边境关口文件
- 极具投标竞标竞争优势
- 直接供应或是第三方采购保护伞服务
- 方便快捷的合同管理
- 无与伦比的交货期及质量

ESD 提供产口范围包括:

3

- 高价值的设备及机器
- 石油化工品
- 软件产品及许可证管理
- 技术及影印复制租赁管理
- 第三方招募

4

- 无菌室消耗品: 设计、制作
- 场地规划设计及全面化管理服务
- 制作供应 – 直接 & 间接 例如:
- 晶片, 合成品 & 零件
- 贵金属采购及循环利用

ESD 和华为签订了采购总协定并从2015年底起开始了外包保护伞的采购的项目 – 在此期间我们成立专门的华为小组一共为华为公司提供了不同种类的、产自不国家的、价值超过六百万美元的产品及设备。

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ESD have an MPA in place with Huawei and have been engaged in the Outsourced Umbrella Purchasing program since late 2015 – in that period our dedicated Huawei Team has managed circa \$6m+ worth of supplier transactions across a number of product sets and countries.