

FSI CORPORATE PROFILE

*One Stop Solution For Construction
& Building Material*





About Us

Qingdao Focal Solutions - FSI is “One Stop Solution” for all construction, building material and equipment Supplies. We take pride in our expertise and experience in this sector in China and abroad.

We have been supplying construction companies and building / property owners with standard and specialty building products and have established ourselves as the premiere place to find the highest quality products and expertise in construction and building supplies.

We pride ourselves on excellent customer service and go beyond expectations to ensure our customers - whether Building owners or contractors - experience success and confidence in their construction projects.

We are market front runners as we cater not only to diverse mid and large sized projects, but also to the largest & toughest engineering projects. We create impact and value across several construction areas from start too finish.

We connect the world's leading quality products with the world's most challenging engineering initiatives. At Focal Solutions, our diverse range of products enables us to cater to all your procurement needs. We don't just sell products; we deliver the ultimate customer experience. We create comprehensive tailor-made solutions ensuring delivery at the right time - every time. Our emphasis on supply-chain management, inventory solutions and effective logistics makes us the vendor of your choice. Our engineering & design team, Logistics support centre, quality assurance systems are just some of the many support systems we offer to our customers.

We realize that products and solutions must be of the highest quality and standard. Our commitment to quality is reflected by our quality, health, safety management systems that comply and exceed ISO standards. This has helped us earn a reputation of being a leading Chinese supplier and solution provider. We believe in continuous improvement. Our dedication to innovation & technology is not just our ordinal strategy but it is an integral part of our corporate strategy.

We strongly believe in using the latest systems and technologies for automating various processes to increase efficiency and eliminate human error. With such initiatives we are able to monitor real-time inventory, track shipments statuses, and provide eProcurement solutions to allow customers to be in complete control over their projects.

The China Connection



We are very proud of our roots in China. Importing home construction and building materials from China comes with several benefits. For builders and project owners from foreign countries, buying wholesale building materials at a low price from Chinese manufacturers has significantly increased their revenue, and in turn, is helping them to make a profitable business. China has become the most preferred destination for buying construction and building for most construction firms, as well as other building companies overseas.

Over time, China's growth as an outsourcing powerhouse has been remarkable. About 25 years ago, the country held only a 3-5% share in the global manufacturing output. Today, almost every industry buys its materials from China. Building material supply is no exception to it.

Our Team

FSI is focused on investing in our staff and processes in order to ensure a committed, motivated and effective workforce. We strive to foster a culture of continuous improvement, innovation and excellence, and this has helped us to grow year on year to become one of China's leading building materials company driven by the team's energy, enthusiasm and ambition which have helped it to develop and expand into new markets and sectors.



EXPERIENCED AND KNOWLEDGEABLE SUPPORT TEAM

The service you need to grow your business

We're here to help you succeed. Our experienced sales staff is on-hand to assist throughout your project to ensure your jobs are completed on time and within budget. From product expertise and special orders to jobsite visits and exceptional customer satisfaction, your dedicated account representative will be there from start to finish.

Vision

We define our vision through the creation of our product portfolios and in particular our in-house developments. We focus our business on improving the built environment and providing a sustainable future; ensuring long-term success by contributing economically, environmentally and socially to the communities in which we operate.

Our growth strategy is based on building on our

core markets as well as expanding into new areas. We are currently included on a number of major procurement projects such as Hotels, Stadiums, School, Residential Building Complexes, Bus Depots, Road Networks, Industrial Complexes etc. We have recently delivered materials for major building projects and plan to increase our commercial portfolio further in the times ahead.

Customization / Product Development

Below is the complete Pre and Post Order Strategies.

Pre Order:

Analysis of the Opportunity

- Spend Analysis
- Product Profiling
- Demand Assessment
- Commodity Decision
- Identifying Sourcing Strategies and tactics
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Identify Potential Manufacturers

- Market due diligence
- Factory Shortlisting

Access the Factories

- Financial, Operational and tax due diligence
- Fraud and Corruption Risk Assessment
- System and management assessment

Post Order:

Relationships (negotiations and planning)

- Negotiation
- Legal Services
- Tax Optimism
- Logistics Planning and Optimization

Implement the program

- Launch Readiness
- Procurement process and organization Design
- Quality
- Supplier development
- Supplier monitoring
- Change management

Our Products Portfolio



Steel framing

- Steel framing systems
- Mezzanine floors
- Purlin and cladding rails
- Portable buildings
- Prefabricated buildings
- Architectural
- Fabricated
- Buckling
- Structural steel
- Structural cabling
- Wire rope
- Aluminum joist framing



Thermal protection

- Building insulation
- Thermal bridge
- Building envelope
- Cold shield
- Multi-layer insulation
- Thermal barrier coating
- Double glazing
- Pipe insulation
- Shinsulator
- Spray foam
- Superinsulation
- Quadruple glazing



Transport devices

- Elevator
- Escalator
- Residential elevators
- Lift
- Facility chutes
- Hydraulic elevators
- Wheel chair lifts
- Inclined wheelchair
- Platform lifts
- Elevating platforms
- Side walk
- Industrial turntables
- Vehicle turntables
- Scaffolding
- Trash chutes



Door & windows

- Stile and rail
- Raised panel
- Wood clad access
- Sliding glass doors
- Skylight
- Tambour folding doors
- Garage door
- Storefront
- Door hardware
- Dormer
- Casement
- Double hung
- Bay window
- Curtainwall



Electrical systems

- Ac power plugs and sockets
- Circuit breaker
- Electrical connector
- Conduits & bends
- AC Conduits
- Electrical wiring
- Switches
- Light boxes
- Fan boxes
- Junction boxes
- Wires
- Switches & Plates
- MCBs
- Switch boxes



Surface

- Plaster & gypsum board
- Cement render
- Ceramic tile, quarry tile, pavers, mosaic
- Dropped ceiling, coffered ceiling
- Flooring – wide plank, terrazzo, carpet
- Marble
- Wall covering, wallpaper, acoustic
- Paint, wood stain, faux finishing
- Staff – a type of artificial stone
- Stucco
- Wood finishing



HVAC

- Absorption refrigerator
- Air barrier
- Air handler
- Boiler
- Flexible ducts
- Sealants, tapes & adhesives
- Reinsulated ducts
- Refrigerant & accessories
- Acoustic insulation



Fire suppression

- Automatic fire suppression
- Fire extinguisher
- Fire pump
- Fire sprinkler system
- Fire suppression system
- Gas detector
- Smoke detector
- Flame detector



Furniture

- Beds
- Benches furniture
- British furniture
- Cabinets
- Upholstery
- Chairs
- Kitchen countertops
- tables furniture
- Shelf storage
- Wardrobe
- Soft wall
- Cubicle
- Cupboard



Plumbing

- Pressure tank
- Pressure balanced valve
- Backflow prevention device
- Bathtub
- Bidet
- Riser clamp
- Isolation valve
- Shower
- Concentric reducer
- Trap
- Double-walled pipe
- Drinking fountain
- Pipe plug
- Piping
- Electrofusion



Construction chemicals

- Admixtures
- Epoxy & cementitious grouts
- Concrete repairs
- Specialty flooring & coatings
- Waterproof systems
- Epoxy & pu floor coatings
- Anchoring grouts
- Injection systems
- Chemical resistant coatings



Equipment's

- Vehicle & pedestrian
- Parking control
- Loading dock
- Commercial laundry
- Commercial washers & extractors
- Office equipment
- Audio visual equipment
- Broadcast, theater & stage
- Exercise equipment
- Gymnasium equipment



Interiors & finishes

- Wall systems
- Raised access flooring
- Ceiling products
- Sealants
- Wooden flooring
- Tiling systems
- Gypsum & plywood
- Adhesives
- Pvc flooring
- Paints & decor
- Glass & mirrors



Facades / Speciality / Essentials

- Glass & aluminum
- Sealants
- Chemical resistant liners
- Solar technology & services
- Scaffolding services
- External insulation (eifs) roof cladding
- Solar technology & services
- Building demolition
- Tools & equipment
- Construction hardware
- Acp systems
- Ppe
- Mixing paddle
- Signages



Sanitary ware

- Toilet seats
- Wash basins
- Sanitary ware
- Kitchen sinks
- Bathroom vanity
- Toilet fittings
- One piece toilet seat
- Flush tanks
- Sanitary fittings
- Wall hung toilets
- Urinals
- Plumbing traps
- Waste couplings

Our Values



Trust & Respect

- We work together as a Team to create a culture of interdependence built on trust, respect and dignity for all.
- We assume the best of each other, and give our best to each other. We generously give others the benefit of the doubt.



Customer Service

- We work to make our clients successful, because our success depends on their success.
- We under-promise and over-deliver by setting clear, honest and accurate expectations.



Can Do/Will Do

- We are problems-solvers, passionate about developing and presenting solutions for every project and challenge that comes our way.
- We seek help from others, but we don't pass our responsibility off to others.
- Each person's contribution is critical to the success of the Team.



Achievement & Excellence

- We strive for excellence in everything we do; we challenge the current thinking and look beyond the obvious.



Meaningful Innovation

- We are structured to respond to market demands, so our innovation always contributes ~ to the success of our clients.

we create value innovation by simultaneous pursuit of differentiation and low cost. When we successfully combine low cost & high value, we succeed at value innovation.



Accountability & Integrity

- We collaborate easily in a risk-free atmosphere. We avoid politics and hidden agendas with open, honest, clear and direct communications.
- We make mistakes, and freely seek help to resolve them and learn from them because we are not afraid of failure.
- We hold ourselves accountable to the highest standard at the minutest level of detail even when nobody is watching.



Internationally Accredited

At **Qingdao Focal Solutions – FSI**, we recognize our responsibility to deliver the highest quality product to our clients. In order to manage the quality performance of our business, the company has implemented an Integrated Management System, (IMS), to meet the requirements of ISO9001.

An internationally recognized certification body assesses Qingdao Focal Solutions for compliance with international standard ISO 9001 in order to demonstrate the effectiveness of their Integrated Management System to meet the needs of its customers, employees and interested third parties.

These accreditations are rigorous processes that involve assessment of numerous aspects of our company and our projects. We maintain an in-depth self-analysis report for inspection by the bodies, followed by a visiting panel, the consequent interviewing of current staff and a comprehensive review of our facilities and live projects.

Quality Control

Our Quality Assurance System assists in providing a first-rate service to our customers by ensuring the potential for error is minimized. Quality is managed in-line with our integrated management system which minimizes the potential for error and aims for zero defects.

Quality is viewed by Qingdao Focal Solutions as a process rather than an end goal. Our aim is to ensure work is completed 'right first time, every time' to the required quality standards. Quality Inspections of all aspects of our projects are a key component of **FSI** Management policy and procedures.



Exceeding Expectations

Qingdao Focal Solutions – FSI is committed to the provision and delivery of products, which not only meet, but also exceed customer expectations. We recognize that good quality design and manufacturing enables better deployment of finance, time and environmental resources.

All divisions within the company work within a quality system and all employees are aware and understand the procedures relative to their area of work. It is mandatory that all sub-contractors employed by our company comply with all aspects and requirements of our Quality Management System.



Differentiators

We are very much aware that we have to provide additional value to our customers supply chain in particular and overall value chain in general.



Only One Contract for the Owner to Manage

A lot of material and equipment is required to execute a project. We provide one window solution for all the project procurement requirements. We can work directly on behalf of the customers with the designers, consultants, project managers etc. and take care of all the items related to project procurement deliverables. In our case, we serve as your independent representative, working in a purposeful collaboration on building complete material requirements. Our team becomes the single source of responsibility for all phases of a project procurement. All services are performed under an umbrella of full transparency where all costs are communicated between us and the client.



Increased Collaboration and Innovation

We believe in open and transparent communication, therefore we can ensure increased collaboration and innovation. We believe in working with factories directly and creating collaboration. Due to our excellent and direct relations with the factories, we can deliver best results. We also push the factories for better performing products development with innovation inculcated into those products.

Because we are sharing responsibility across all project procurement phases, we are able to offer more collaborative problem solving and innovation from our team. The designer and contractor work together to provide unified project recommendations, rather than disputing, providing unrealistic or misaligned recommendations, or even blame shifting that could lead to litigation. Our entire team is aligned to your project's success.



Timeline Adherence and Efficiencies

As is true with nearly any turnkey solution, we facilitate for streamlined project management and operational efficiencies that save time and help keep your project on track. This method also allows for certain aspects of the project to be expedited when possible.

Considering current supply chain challenges, our streamlined approach at Technical Assurance allows us to expedite the material ordering process in order to secure material before the bid phase is complete.



Budget Adherence and Money Savings

Single responsibility for your project means full collaboration in the estimating phase to develop more accurate estimates. The roles of **FSI** are integrated, which reduces discrepancies and holds each more accountable to the budget put in place. In contrast, it's easy to place blame on one another for cost overruns when there are two separate contracts.

Our approach allows projects to be completed faster and at optimum cost. The goal of our service is to provide you with the best value for your money.

The SCM Difference



Sustainability:

Qingdao Focal Solutions – FSI strives to maintain our core values and follow sustainable guiding principles in our business endeavors.

We will strive to protect our environment by always using appropriate technology, and being considerate of the natural world surrounding our places of work



Economic Development:

We will sustain economic integrity for the society in which we operate by supplying quality raw materials at a fair market price and by fostering societal growth through the use and development of our products



Safety:

We will maintain a safe and enjoyable workplace for all employees, customers, local neighbours, and visitors by enforcing a code of business ethics and continuing to exercise equal opportunities for all those incorporated with us.



Relationships:

We will continue to build and foster good community relations by maintaining an open-door policy in all our dealings with local government, public works organizations, and neighboring parties.



Legacy:

We value our position as a legacy business, one that has contributed in many ways to the growth of our region. We will continue to leave a positive legacy through excellence in product and service.

OUR BRAND PROMISE

Difference Delivered

At **Qingdao Focal Solutions – FSI**, we are committed to the success of our customers work.

Partnership for us is more than a business relationship – it's a continuous cycle of support. We add value by providing much higher and differentiated solutions.

Partnership with our Customers

We are part of your community and can offer knowledge of your market that is second to none. From insight into local building codes compliances to offering the right mix of customized products and services, our staff can help you tackle any size job in the industry.

Our delivery teams will deliver the product you need, when you need it, where you want it. Regardless of the complexity of the project, our team can help you from inquiry to invoice.

International Footprint

ISTM, ENI, GB and other international standards. It's what makes us the single source for the quality products and services you need to complete your projects on time and on budget.

Industry Leading Resources

We partner with industry-leading factories to make sure our customers have access to the products and resources they need to succeed. Our teams get extensive technical training to assure that as our industry evolves, **FSI** keeps our customers up-to-date on how these innovations can impact their projects.

Commitment to Safety

We promote a work environment where everyone takes responsibility for their safety and that of others. We are very proud of our award-winning safety performance.

We believe each customer and project is unique. We use our expertise to evaluate and mitigate risk factors to create safe work environments designed specifically for each project. We work with our customers to meet project timelines and budgets while keeping safety as a priority. We maintain our excellent safety record. Our comprehensive safety management system is designed to ensure our workers adhere to the highest safety and quality standards.

DELIVERY SERVICES

Our Difference Delivered Promise:



Complete, On-Time Deliveries
Hassle-Free Online Status
Your Total Satisfaction

Orders Shipped Complete

We view ourselves as an extension of your business. **FSI** has put detailed processes in place to enable our associates to make and keep our promise to you, so you can keep your commitments to your customers.

No Substitutions


At **FSI** Supply, we know that not all brands are the same. We work diligently to fulfill all orders with the brands requested. If we do not have a specified brand in stock, we may suggest substituting a comparable product. We will not make the substitution without your permission.

Committed to Keeping You on Schedule

At **Qingdao Focal Solutions-FSI**, we know that on-time delivery is one of the most important things to consider when choosing a supplier. That's why we go the extra mile to meet our delivery time commitments to you.

We recognize the importance of maintaining a schedule, and that's why we're committed to delivering time-sensitive orders within on time or before time.



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