EACHBUY® Product Development & Sourcing in China & Yoursender AI-powered product sourcing & development

PRICING & COMMERCIAL TERMS

Clear pricing. Two ways to work together.

A practical pricing guide for product sourcing, OEM/ODM development, manufacturing coordination and supply-chain support in China.

How to use this guide

Start with a project scope. For standalone research or development, use a fixed project fee where appropriate. When you place a production order, choose either a separate procurement commission or a traditional trading quotation. The selected model and exact terms must appear in the accepted written quotation / proforma invoice.

1. Project support before a purchase order

YOURSENDER offers project-based support to help clarify requirements, assess feasibility and organize the next sourcing or development steps. These are planning ranges published on the YOURSENDER pricing page; final scope and fees are confirmed after reviewing the brief.

Basic Feasibility Review	Free - Initial requirement review, missing-information checklist, early feasibility discussion and suggested next steps.
Supplier Research & Proposal	US$199-499 / project - Structured requirements, supplier research and review, comparable quotation analysis, MOQ / lead-time / cost review and recommendations.
Custom Development & Execution	US$500-3,000+ / project - Deeper supplier review, sample development coordination, customization support, production and quality coordination, and milestone follow-up.

These planning prices are scope-dependent and are not a blanket fee for every purchase. Tooling, samples, laboratory testing, certification, production costs, inspection and shipping are quoted separately where applicable.

2. Choose your procurement model

OPTION A | PROCUREMENT COMMISSION

5%-8%

For eligible orders above US$10,000

- A separate service commission, shown in the written quote.
- The agreed goods value and fee basis are documented before ordering.

OPTION B | TRADITIONAL TRADING QUOTE

Quoted selling price

A final unit price or order price from EACHBUY

- Supplier purchase cost and EACHBUY margin remain confidential.
- No separate 5%-8% fee unless expressly stated in writing.

3. Procurement commission model - detailed terms

For projects with a planned or confirmed goods purchase value above US$10,000, the parties may agree a 5%-8% procurement service commission. The exact rate is set by project scope and recorded in the accepted quotation.

How the commission is calculated

- The percentage applies to the eligible goods value of the approved purchase order or agreed project order.
- Recommended default base: the confirmed merchandise subtotal payable to the supplier. Freight, insurance, duties, taxes, bank fees, warehousing, tooling, samples, testing, certification and third-party inspection are excluded unless the quotation says otherwise.
- The accepted quotation states the rate, calculation base, currency and payment milestones before ordering.
- At or below US$10,000, this commission model does not apply automatically; agree a fixed project fee or traditional quote instead.

Example for illustration only

If the eligible merchandise value is US$20,000 and the agreed service rate is 6%, the procurement service fee would be US$1,200. Any excluded or separately quoted costs are additional. This example is not a quotation.

4. Traditional trading quotation - detailed terms

Under traditional trading, EACHBUY quotes a final unit or order price based on the agreed product, quantity, packaging and delivery terms. Supplier purchase costs and EACHBUY's internal trading margin remain confidential.

- The client accepts the quoted price, specifications, quantity, delivery and payment terms.
- The quotation / proforma invoice identifies the seller, invoice issuer, payment recipient and applicable Incoterms.
- The price includes only listed items and services. Tooling, testing, inspection, certification, freight, insurance, duties, taxes and storage are included only when stated.
- No separate 5%-8% commission applies unless listed in the accepted quote.

5. Which model may fit your project?

Commission	Separate supplier goods value and 5%-8% service fee.
Traditional trade	A consolidated EACHBUY price; supplier cost remains confidential.
Fixed project fee	For standalone research, development or orders at/below US$10,000.

Avoid overlapping fees

If one engagement uses both a fixed project-support fee and a procurement execution model, the accepted quotation will state whether the project fee is separate or credited against later work. No credit or offset is automatic unless agreed in writing.

6. Scope, exclusions and third-party costs

Deliverables vary by project and are included only when listed in the quotation:

- Product brief review, supplier discovery and supplier screening.
- RFQ coordination and comparison of price, MOQ, lead time, tooling and packaging.
- Sample coordination, customization discussions and development follow-up.
- Production follow-up, QC planning and inspection coordination.
- Shipping coordination and handoff to the nominated forwarder or warehouse.

Costs commonly quoted separately

- Goods purchase / manufacturing cost, unless included in a traditional trade price.
- Samples, tooling, prototype materials, packaging, testing, certification and third-party inspection.
- Freight, insurance, customs brokerage, duties, taxes, storage, bank charges and currency conversion.
- Rework, urgent handling and changes after specifications or samples are approved.

7. Project process

01 Brief & feasibility - Share product specifications, links, target market, quantity and timeline.

02 Scope & model confirmation - We confirm scope, selected pricing model, exclusions and responsibilities.

03 Written quotation & approval - The rate, price basis, currency, validity, payment and delivery terms are documented.

04 Sampling, production & delivery - Work follows approved specifications, milestones and agreed QC / logistics scope.

8. Commercial conditions to confirm in each quotation

- Currency, quote validity, price basis and tax treatment.
- Contracting entity, seller, invoice issuer, payment recipient and bank details.
- Deposit, balance timing and payment milestones.
- Incoterms / named place, delivery, insurance and import responsibilities.
- Specifications, approved sample, packaging, quality criteria and remedy process.
- Ownership of tooling, drawings, artwork and IP, where applicable.
- Change orders, delays, cancellation, refunds, warranty and claims.

Important - written quotation governs

This guide is for commercial information only, not a standalone sales contract or guarantee of supplier performance, compliance or delivery. The accepted quotation, service agreement and/or proforma invoice states the binding project terms and prevails if anything differs from this guide.

START A SOURCING PROJECT

Share your product brief and expected order quantity.

EACHBUY: monkey@eachbuydirect.com | YOURSENDER: info@yoursender.com

Start a project: https://portal.yoursender.com/start-project/ | eachbuydirect.com | yoursender.com