



AmCham Vietnam  
Ho Chi Minh City Chapter

# Trans-Pacific Partnership

## “How to become a supplier to U.S. buyers”

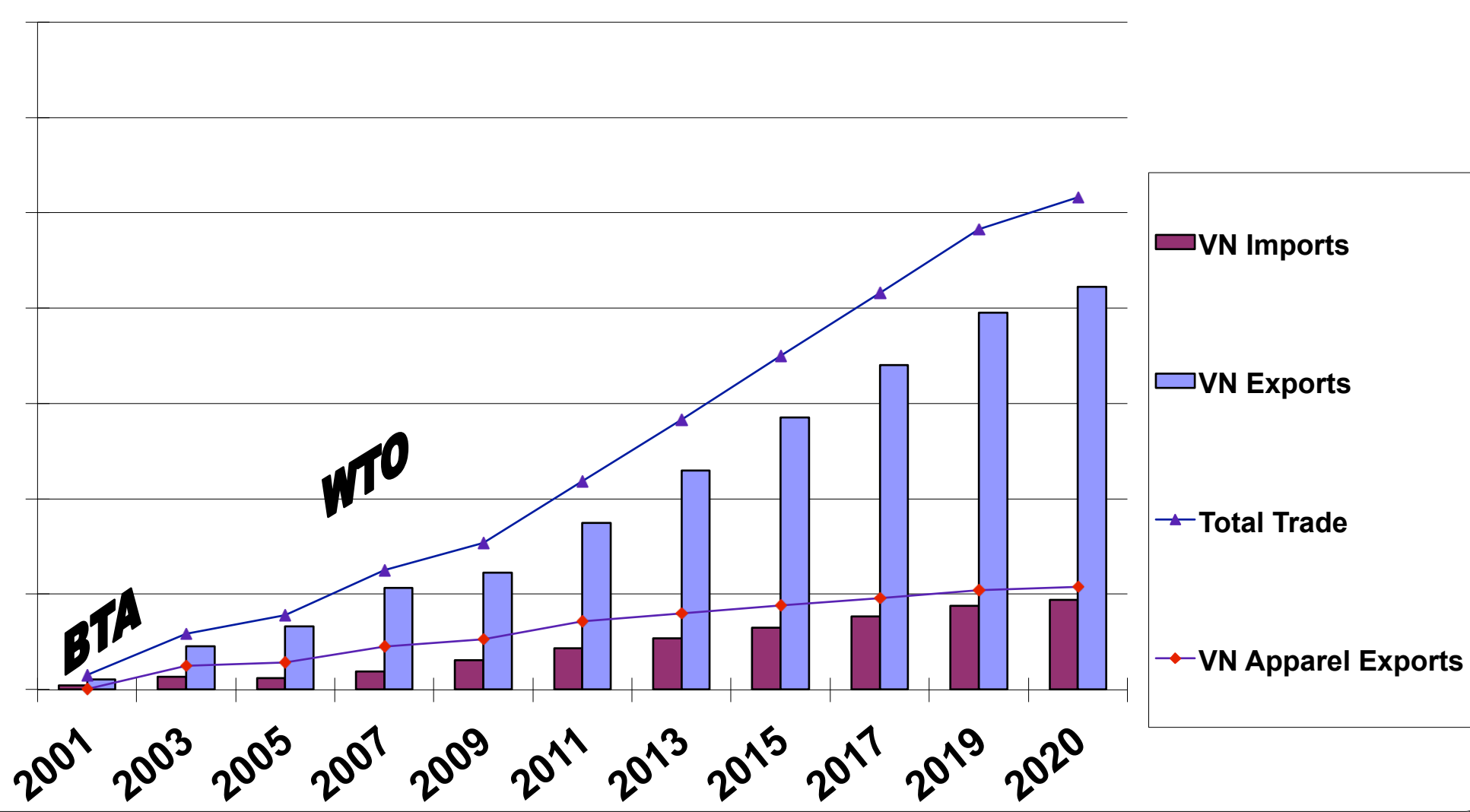
### LBC • AmCham

Jul 17, 2013

Herb Cochran  
Executive Director  
AmCham Vietnam

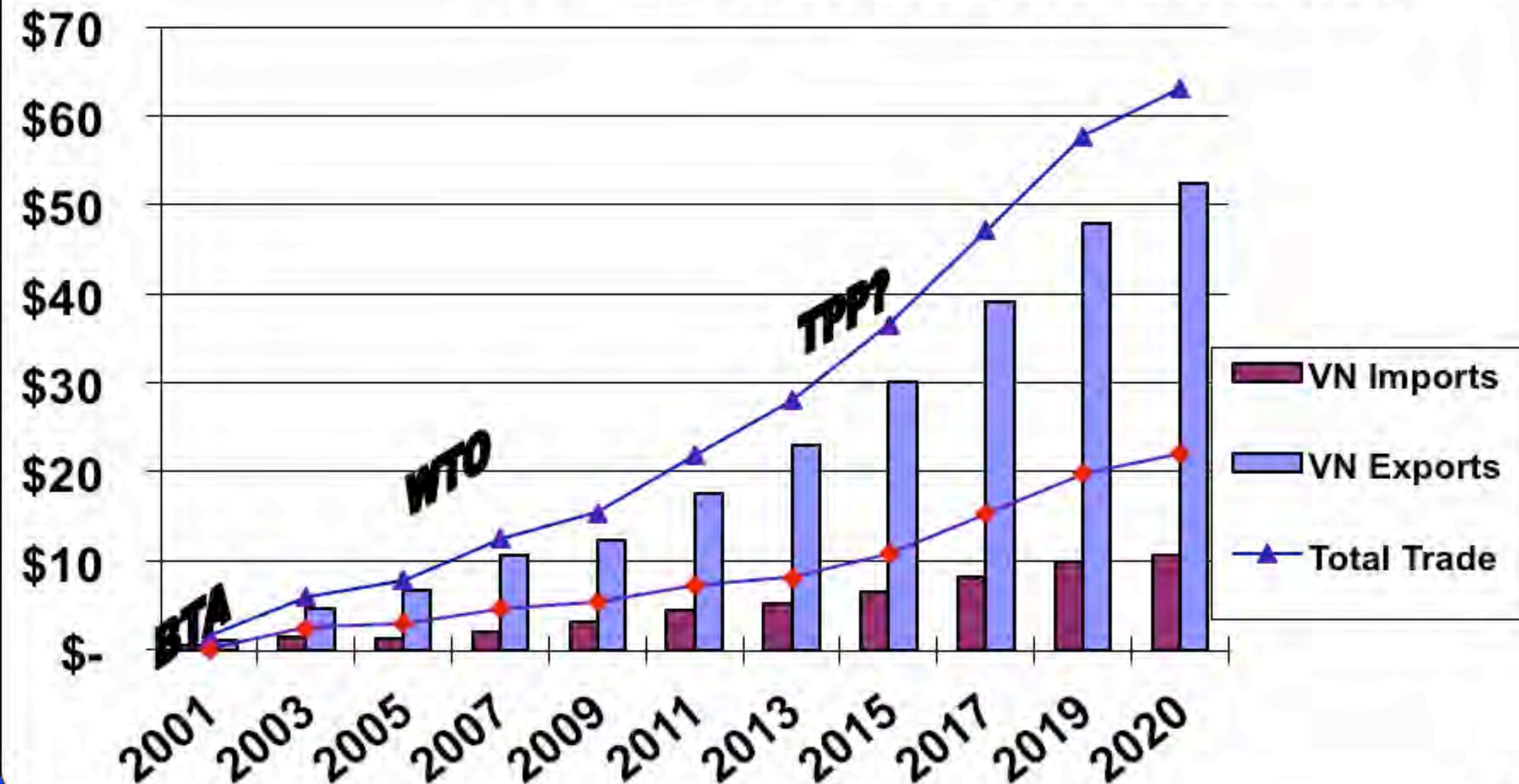


## Vietnam - U.S. Trade, 2000 - 2020e (\$bil)





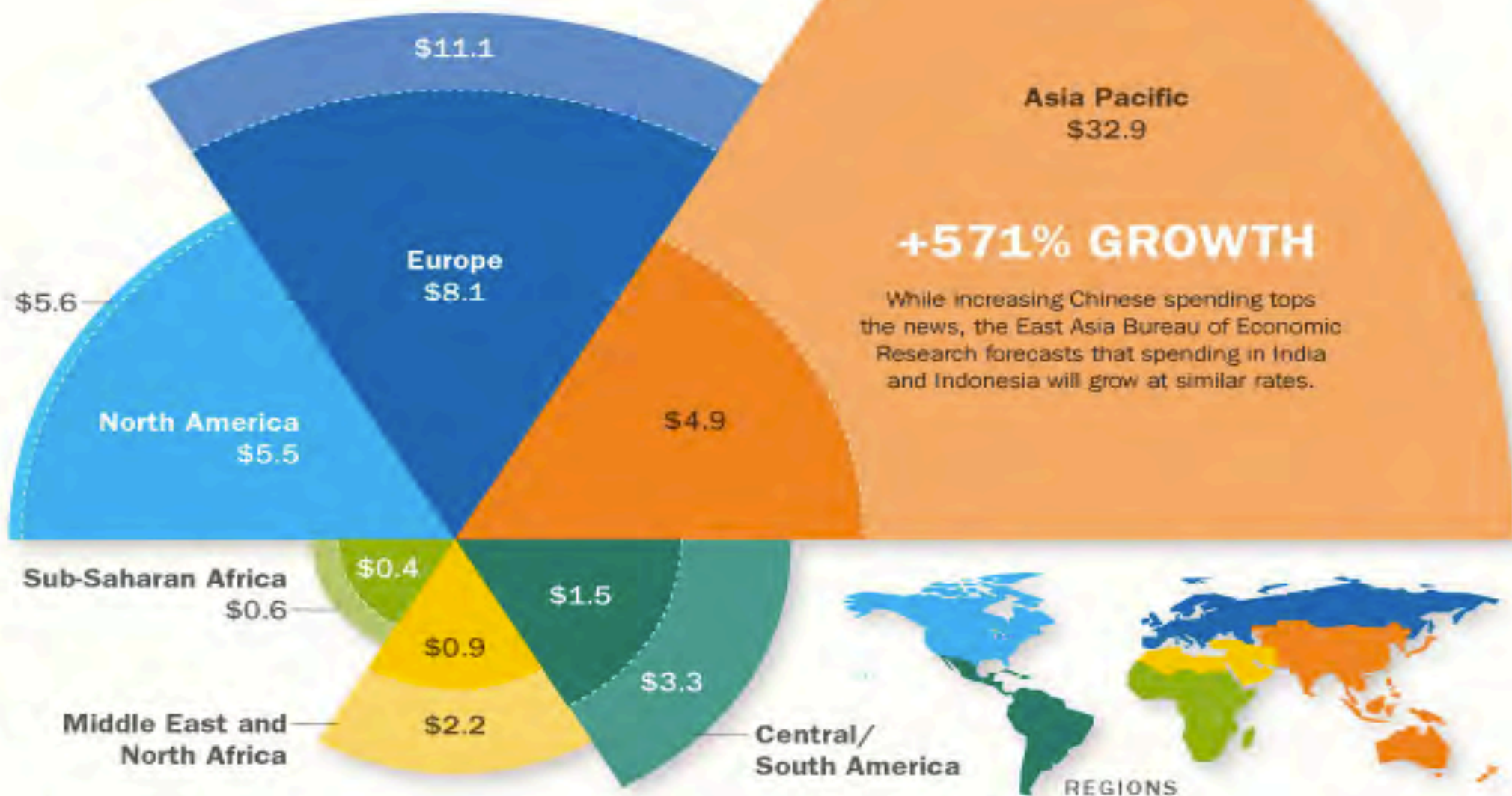
## Vietnam - U.S. Trade, 2000 - 2020e (\$bil)



## MIDDLE CLASS CONSUMER SPENDING

OUTER RING: 2030 in trillions, USD (projected)

INNER RING: 2009 in trillions, USD





## TPP • How to become suppliers to U.S. buyers

- Industry Trade Shows in the U.S.
- Company Background Information D-U-N-S® Number
- Electronic Data Interchange (EDI)
- Testing & Certification
  - Quality & Safety, Labour & Environmental, Sustainability, ...
- Product Liability Insurance / Marine Cargo Insurance
- Logistics • Security • Customs & Border Patrol
- Your Company Web Site



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## TPP • How to become suppliers to U.S. buyers – *Example*

### LBC, BSA, AmCham, and Member Companies

- Identify prospective customer(s)
- Obtain “Suppliers Manuals”
- Develop Suppliers’ Application
- Example - Walmart Stores
  - <http://corporate.walmart.com/suppliers/>

Suppliers

- Get to Know Walmart
- Apply to Be a Supplier
  - National Product Suppliers
  - Local Product Suppliers
  - Service & Non-Resale Suppliers
  - Direct Import & Global Suppliers
- American Manufacturing
- Supplier Diversity
- Standards & Requirements

Apply to Be a Supplier

All of our suppliers fit into four categories – National Product Suppliers, Local Product Suppliers, Service and Non-Resale Suppliers, and Direct Import & Global Suppliers. Together, they make up a global pool of more than 100,000 businesses – and they’re how we keep our shelves stocked with what customers want.

Check out the requirements for each category — this is the best way to make sure you’re ready for every part of our application process.

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National Product Suppliers (U.S.-based only)

Product suppliers are exactly what they sound like: businesses that offer the products we stock all over the



Local Product Suppliers

Local suppliers are product suppliers, too – but their products appear in a limited geographic region, usually close



Apply to Be a Supplier

National Product Suppliers

Online Product Submission

Supplier Questionnaire

Supplier Agreement

Books & Multimedia

Local Product Suppliers

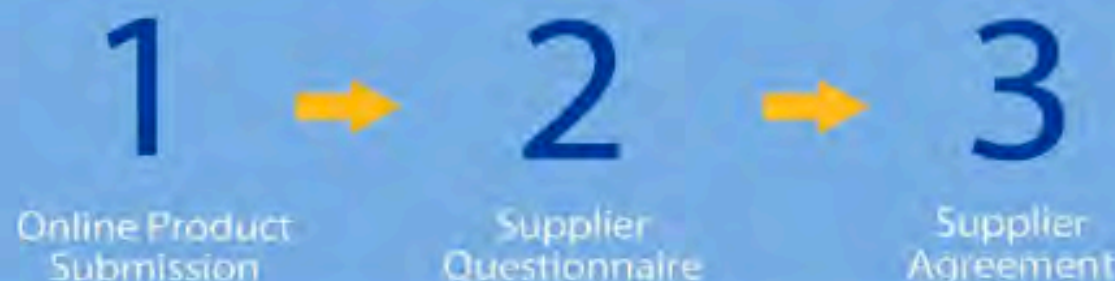
Service & Non-Resale Suppliers

Direct Import & Global Suppliers

American Manufacturing

Supplier Diversity

Standards & Requirements



### 3 Steps to Become a Walmart Supplier

National product suppliers are exactly what they sound like: businesses that offer the products we stock across the country and all over the world. Some of our product suppliers are multi-billion-dollar companies; some are businesses with just a few employees.

If your business is based in the United States, these three steps contain what you'll need to successfully navigate our application process to supply products to Walmart.

1. [Online Product Submission](#)

2. [Supplier Questionnaire](#)

3. [Supplier Agreement](#)

*\*Please note that the process to apply for consideration to become a supplier may require you to expend a significant amount of effort and resources. Completing the application process does not guarantee that you will be approved to be a supplier. Further, if you are approved, Walmart and Sam's Club don't guarantee the level of success or business that you may or may not receive. Becoming an approved supplier simply means that you are eligible to receive orders or business from Walmart or Sam's Club. Any efforts or expenditures you make to become or remain an approved supplier are entirely at your own risk and will not be reimbursed.*

### Books & Multimedia

If you want to supply books, video, audio, magazines or newspapers to Walmart, the application process is a bit different.

[Learn More »](#)

## Suppliers

[Get to Know Walmart](#)

[Apply to Be a Supplier](#)

[National Product Suppliers](#)

[Online Product Submission](#)

[Supplier Questionnaire](#)

[Supplier Agreement](#)

[Books & Multimedia](#)

[Local Product Suppliers](#)

[Service & Non-Resale  
Suppliers](#)

[Direct Import & Global  
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## Step 2: Supplier Questionnaire

The Supplier Questionnaire may be completed **by invitation only**, after you have completed the Online Product Submission. If your Online Product Submission was successful and the buyer wants to know more about your company, you will receive an email with a link to the Supplier Questionnaire.

**To complete the Supplier Questionnaire, you will need:**

1. Federal Taxpayer Identification Number (TIN)
2. GTIN/UPC Membership Number
3. Dun & Bradstreet Number
4. Company Information
5. Ethnic Origin
6. Company Contacts
7. Company Manufacturing
8. Company Accounts
9. Company Promotions
10. Company References
11. Company Sales

### Important Tips and Next Steps

- After completing the Supplier Questionnaire, you will be directed to the Dun & Bradstreet website.
- You will need to purchase a Supplier Qualifier Report from Dun & Bradstreet for \$125.
- Questions about your report or technical issues should be directed to Dun & Bradstreet at (866) 815-2749.
- If your Supplier Questionnaire is approved, you will receive an email with a link to continue to Step 3 to complete the Supplier Agreement.

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## Suppliers

[Get to Know Walmart](#)  
[Apply to Be a Supplier](#)  
[American Manufacturing](#)  
[Supplier Diversity](#)  
[Standards & Requirements](#)

## Supplier Support Center

### Supplier Resources

Use these [links](#) and resources to learn more about how to become a Walmart supplier.

[Retail Link Training Modules](#)

[Standards for Suppliers](#)

[Supplier Diversity](#)

[Women's Economic Empowerment](#)

[Set up Global Data Synchronization Network](#)

[Food Safety and Health Team](#)

[Electronic Product Code \(EPC\)](#)

Expand each topic for helpful links and further instructions.

➤ [Set up Electronic Funds Transfer \(EFT\) Program](#)

➤ [EDI \(Electronic Data Interchange\)](#)

➤ [Supplier Replenishment Training](#)

➤ [Supplier Sustainability](#)

➤ [Supply Chain Reliability](#)

➤ [Product Safety and Compliance Library](#)

# Walmart Stores, Inc.

**Getting Started with EDI  
Implementation Guideline  
Document version: 1.0  
Published November 2011**

501





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## Global Responsibility

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## Standards for Suppliers

### Standards

The Standards for Suppliers ("Standards") are Wal-Mart Stores, Inc.'s fundamental expectations of its suppliers related to social and environmental conditions in all our markets. The Standards are utilized to evaluate employment practices and environmental compliance in facilities producing merchandise for sale by Walmart. Suppliers must also comply with Walmart's Gift and Gratuity and Conflicts of Interest policies and conduct their business in an ethical manner that is consistent with accepted auditing principles.

The Standards must be visibly posted in English and in the local language(s) in a common area at all facilities that manufacture products for Walmart and its affiliates.

All Suppliers and their manufacturing facilities, including all subcontracting and packaging facilities, will be held to these standards. As a guide to help suppliers understand the expectations and obligations of the Standards for Suppliers, Walmart has prepared the Standards for Suppliers Manual ("Manual").

#### 1. Compliance with Laws

Suppliers and their designated manufacturing facilities must fully comply with all applicable national and/or local laws and regulations, including, but not limited to, those related to labor, immigration, health and safety, and the environment.

#### 2. Voluntary Labor

All labor must be voluntary. Slave, child, underage, forced, bonded, or indentured labor will not be tolerated. Suppliers shall not engage in or support trafficking in human beings.

Suppliers shall certify that they have implemented procedures to manage the materials, including all labor-related processes, incorporated into their products to ensure they comply with laws on slavery and human trafficking. Workers must be allowed to maintain control over their identity documents.

### Related Links

[Ethical Sourcing Supplier Letter Fact Sheet](#)[Walmart Standards for Suppliers](#)[Standards for Suppliers Manual](#)

### Contact the Global Ethics Office

Online: [www.walmartethics.com](http://www.walmartethics.com)

Email: [ethics@wal-mart.com](mailto:ethics@wal-mart.com)

Phone: +1 (800) WM-ETHIC



ETHICAL SOURCING

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Wal-Mart Stores, Inc.

# Standards for Suppliers Manual

**A Guide to help Suppliers understand the  
expectations and obligations of Walmart's  
Standards for Suppliers**

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## Audit Process

### Ethical Sourcing Audit Process

Factory audits are a central pillar of Walmart's ethical sourcing program. Because Walmart does not own any of the factories that produce merchandise for our stores, regular audits are conducted to verify that a supplier is complying with Walmart's Standards for Suppliers and to find ways to strengthen working conditions and labor practices in factories.

**When auditors visit a factory, the audit process enables them to determine if:**

- Workers are treated with dignity and respect;
- Workers are paid appropriately and receive the legally and contractually defined benefits;
- Working hours comply with the law and Walmart's standards;
- Well-defined hiring practices are followed, which include age verification and confirmation of the individual's eligibility to work in the country;
- The working environment is clean, safe and well-maintained; and
- Open and safe communication between workers and management is established.

### Walmart Audits

Factory prequalification is required for factories of suppliers managed by Walmart Global Sourcing or Direct Sourcing Group where Walmart is the importer of record. To be approved, a factory must receive one of Walmart's two highest assessment ratings. Subcontracting factories must also be audited if they produce part or a component of a product, containing a Walmart private label or proprietary brand logo, including, but not limited to, a major component of a finished product that could be sold independently.

After a factory is approved to produce merchandise for Walmart, all subsequent audits are unannounced.

**The audit process includes:**

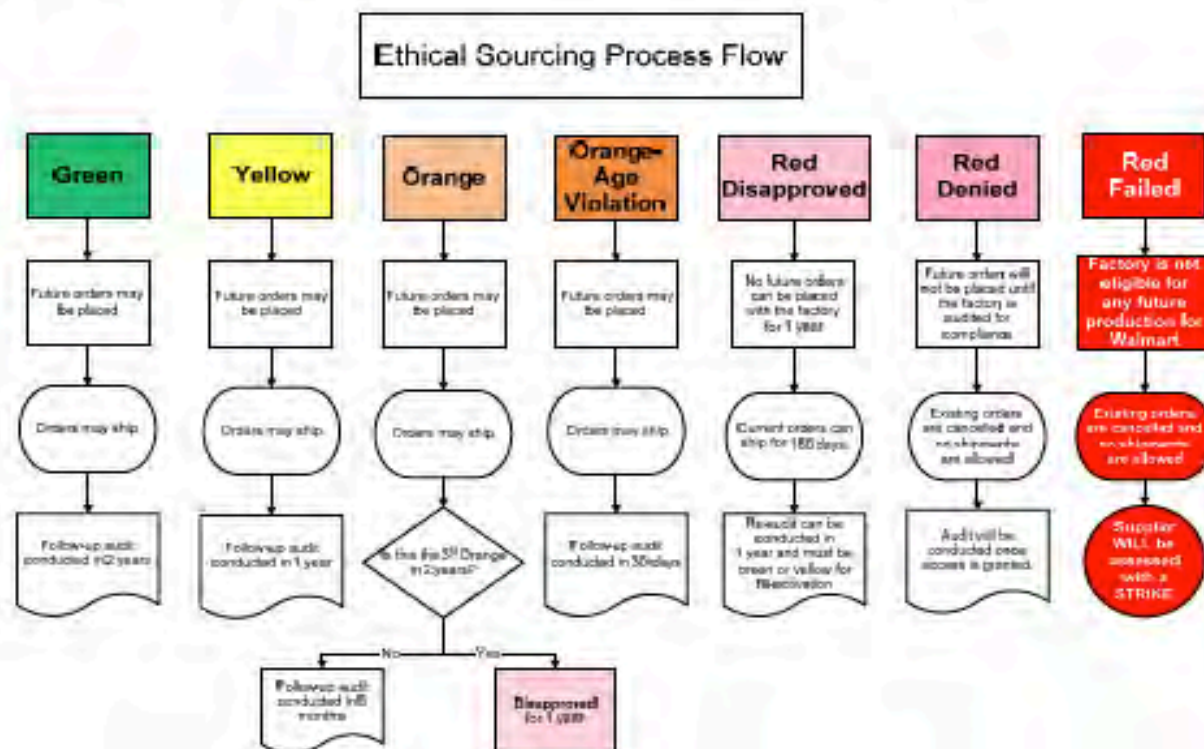
1. **Opening meeting** – Auditors verify the factory's business license and follow up with factory representatives on



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- Business may resume as soon as the factory has received an acceptable rating (green, yellow, or orange).

An overall process flow for our color coded assessment is provided below.



- **Vivien.Zheng**  
Email: [Vivien.Zheng@ul.com](mailto:Vivien.Zheng@ul.com)  
Phone: 86.755.2665.7083  
Location: Shenzhen, China
- **Sindhu Rajeswari**  
Email: [Sindhu.Rajeswari@ul.com](mailto:Sindhu.Rajeswari@ul.com)  
Phone: 91.997.249.3078  
Location: Bangalore, India
- **Thuy Nguyen**  
Email: [Thuy.Nguyen@ul.com](mailto:Thuy.Nguyen@ul.com)  
Phone: 310-200-3692





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## Suppliers

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## Insurance Requirements



We require all approved product suppliers to carry product liability insurance. This type of insurance addresses legal costs or other liabilities that could result from claims or lawsuits related to your product. Should Walmart decide to carry your product, you will be asked to provide documentation that you have adequate insurance.

Do not make changes to your existing insurance or purchase new policies until you hear from Walmart's supplier team asking you for this information. However, once you become a Walmart supplier, you'll have to maintain this coverage at all times.

- [Liability Insurance Matrix](#) ▶
- [Certificate Holder Address](#) ▶
- [\\$2 Million Insurance Requirements](#) ▶
- [\\$5 Million Insurance Requirements](#) ▶
- [\\$10 Million Insurance Requirements](#) ▶



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D&B

DICentral

Intertek

AEGIS





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Jul 17, 2013

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