



# Liya Solutions Limited

Reliable Solutions for Asia Sourcing



CANADIAN OWNED AND MANAGED

# About Us



## Established in 2016

Looking to import products from China and the rest of Asia?  
We locate the best suppliers, negotiate prices, and ensure the quality & delivery of products.  
We represent you in front of the suppliers.



## Our Goal

We assist small and midsize businesses in reducing costs and mitigating risks associated with product sourcing in Asia. Our tailored, professional sourcing and quality control services are locally based and precisely aligned with our clients' specific needs.



## We Craft Elegant Solutions With Our Powerful Team

Our experienced Management Team is proficient in English, French, and Chinese, ensuring seamless communication with both our customers and suppliers. Furthermore, we exclusively employ associates with the highest level of integrity to foster relationships built on mutual trust.

**55+**  
Clients

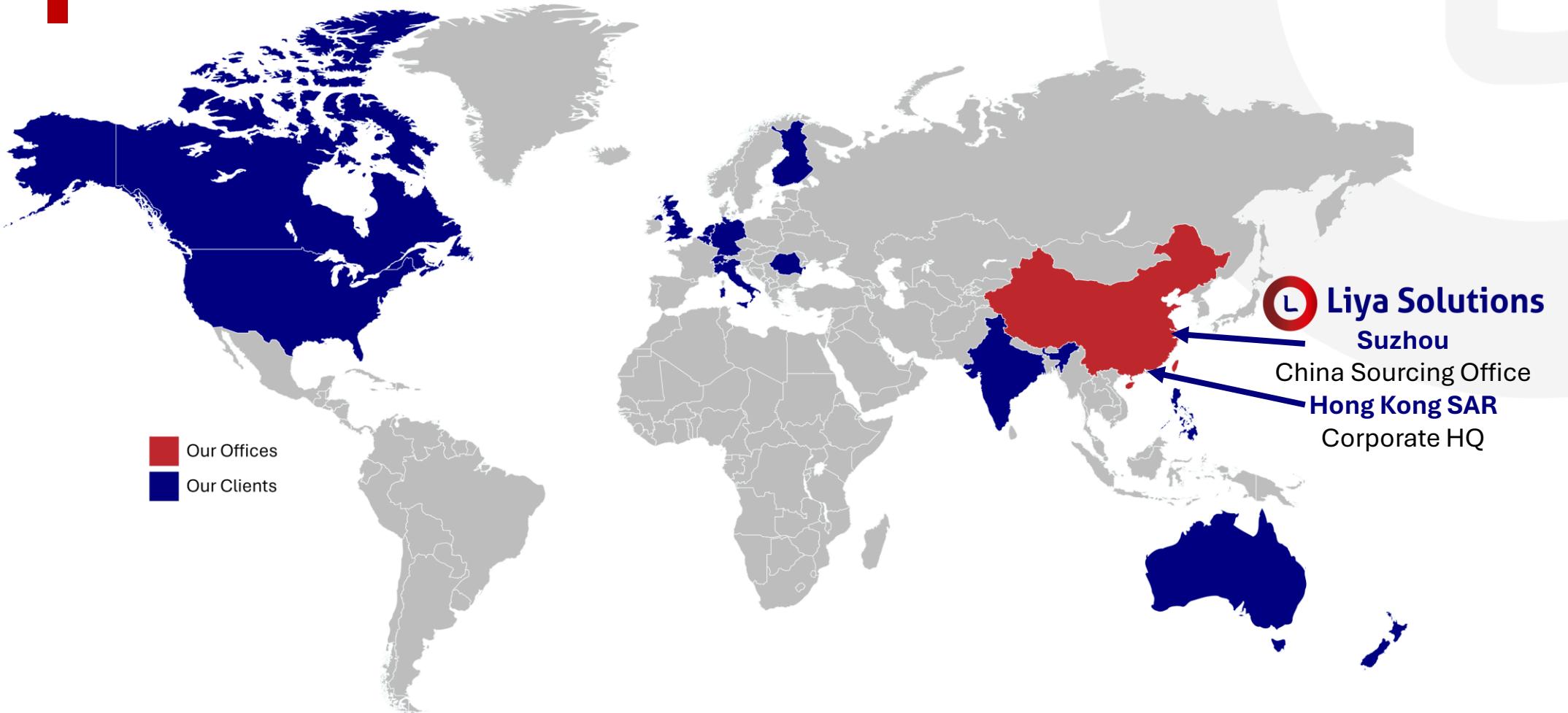
**180+**  
Manufacturing Partners

*"If you deprive yourself of outsourcing and your competitors do not, you're putting yourself out of business."*

- Lee Kuan Yew

# Worldwide Presence

We provide sourcing solutions to countless clients worldwide.



# Our Locations



## Corporate HQ – Hong Kong

Our corporate headquarters are in Hong Kong, a city renowned as a global business center. Its tax-friendly and business-oriented approach, as well as an efficient legal system founded on English common law, fosters a productive business environment.



## China Sourcing Office - Suzhou

Our China sourcing office is strategically located in the heart of a dynamic and highly competitive industrial area. With approximately 125 million residents residing within a 200-kilometer radius of Suzhou, our office is located less than 90 minutes away from Shanghai, Nanjing, Hangzhou, and Ningbo.





# Our Team

We are your eyes in Asia.

# Our Team

▶ Our team works for you!



**Dominic Desmarais (王小多)**  
*Chief Solutions Officer*  
*B.Comm. Operations Management*

**Normand Gauthier (高诺)**  
*Business Development Manager*  
*MBA, M.A. Industrial Relations*

**Martin Pauzé**  
*Business Development Manager*  
*(Eastern Canada)*  
*B.I.D. Industrial Design*

**David Wan**  
*Supplier Quality Manager*  
*BBA, Diploma Mechanical-Electrical*  
*Integration*

**Alisa Zhao**  
*Supplier Development and*  
*Client Solutions Engineer*  
*MBA, B.A. Accounting*

Dominic relocated to China in 2014, where he gained invaluable experience working with several Chinese companies before founding Liya Solutions in 2017. With over 25 years of expertise in sales and supply chain management, he has successfully navigated multiple industries, including food products, sporting goods, and consumer electronics, among others. Dominic's deep industry knowledge is complemented by his academic background, holding a degree in Operations Management from Concordia University. Dominic is also the President of the Jiangsu Chapter of the Canadian Chamber of Commerce in Shanghai.

Normand has been living in China since 2015 and has accumulated vast experience in a multitude of small to medium enterprises throughout the years. Normand is part of our management team and focuses on global business development. Normand has a Master's degree from the University of Montreal and an MBA from the University of British Columbia.

Based in Montreal, Martin assists our clients in defining their needs toward achieving their business objectives and ensures the coordination and implementation of their projects. An industrial designer by training, Martin has over 25 years of experience in product development and supply chain management allowing him to fully understand the realities and challenges your business faces when importing products from Asia.

David has been working in quality control for over a decade. He has accumulated a deep knowledge of quality control processes, continuous improvement, and mechatronics integration. After working in many different industries, David decided to join our Suzhou team in 2022. David has a college degree in Mechanical-Electrical Integration from Suzhou Institute of Trade & Commerce Silicon Lake College and a bachelor's degree in Business Administration from Nanjing Institute of Technology.

Alisa joined Liya Solutions in 2025 as Supplier Development and Client Solutions Engineer. She holds an MBA from Dalian University of Technology. Before joining our team, Alisa managed procurement for semiconductor and automation projects, including mechanical and electrical components, supplier development, and cost optimization. Her experience supporting R&D sourcing and coordinating complex supplier requirements strengthens our engineering and client solutions activities.

# Our Team



**Anthony Liu**  
*Supplier Quality Engineer*  
*B.Eng. Composite Materials and Engineering*

Anthony Liu joined our team in 2024 as a Supplier Quality Engineer and brings with him a strong foundation in quality assurance. With a Bachelor's Degree in Composite Materials and Engineering from the Jinling Institute of Technology, Anthony has worked for over five years in quality control in the manufacturing sector.



**Michelle Zhang**  
*Office Manager*  
*B.A. Business English*

Michelle brings a wealth of administrative experience, having embarked on her professional journey after graduating from Nanjing University of Finance and Economics. Her career spans various foreign-owned enterprises in China, refining her adept communication and organizational skills along the way. Since joining our team in 2023, she has been instrumental in ensuring the seamless operation of our Hong Kong and Suzhou offices.



**Sunny Shen**  
*Bookkeeper*  
*B.A. Accounting*

Sunny joined Liya Solutions in 2025 as Bookkeeper. She holds a bachelor's degree in Accounting from Nanjing University of Finance and Economics. With over a decade of experience in finance roles across manufacturing, construction, and education, she has developed strong expertise in tax declarations, revenue reconciliation, and daily financial operations. Her detail-oriented approach and proficiency with financial systems support the accuracy and efficiency of our activities.



**Julie Zhu**  
*Legal Counsel*  
*M.A. Law, B.A. English*

Julie is an attorney at Jiangsu MYDO Law Firm where she leads a devoted team that specializes in foreign-related commercial and civil legal matters. Since 2020, Julie has been an invaluable partner to Liya Solutions, offering expert legal counsel on corporate compliance, intellectual property and business risk management. Julie holds a bachelor's degree in English from Beijing Normal University, a master's degree in law from Shanghai Normal University, and was a visiting scholar at the law school of St. Mary's University in Texas.

# Our Team



**Adele Man**  
*Solutions Supervisor*  
*M.Sc. Finance*  
*B.Sc. Business and Economics*

Adele joined Liya Solutions in 2024 as a Solutions Specialist. She has a Master's degree in Finance from Lund University and a Bachelor's degree in Economics from Jönköping University. Before joining Liya Solutions, Adele built her career in procurement in Sweden, accumulating valuable international experience in procurement, supply chain management, and vendor relations.



**Yana Yang**  
*Solutions Specialist*  
*B.A. English*

Yana holds a Bachelor's Degree in English from the Taizhou Institute of Science and Technology. With a strong background in sales support, she joined our Suzhou sourcing team in 2023, where she focuses on crafting innovative solutions for our clients. Yana also handles key accounts and is an expert in food packaging, with strong knowledge of food packaging materials and specifications, she supports our clients with practical packaging solutions that ensure competitive costs and quality.



**Sienna Xu**  
*Solutions Specialist*  
*M.A. Translation and Interpreting*  
*B.A. Chinese*

Sienna has a Master's degree in Translation and Interpreting from Shanghai International Studies University and a Bachelor's degree from Jiangsu University of Technology in Chinese. She joined our Suzhou team as a Solutions Specialist in 2024. With previous work experience in multinationals such as Stahl, Sienna brings professional expertise in the metal and chemical industries. Using her diverse background, Sienna provides administrative, sales, and purchasing support to enhance client efficiency.



**Willow Ma**  
*Solutions Assistant*  
*B.A. Tourism Management*

Willow joined Liya Solutions in 2025 as Solutions Assistant. She holds a degree in Tourism Management from Hanjiang Normal University. Before joining our team, Willow gained experience in technical support, and customer service through roles in international support operations, and cultural program coordination. Willow's strong communication skills, adaptability, and service-oriented background support our sourcing and client service activities.



# Our Promises

We provide the best solutions.

# Our Promises

When you place your trust in us, here's what you can expect in return:

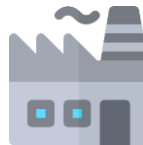
- ✓ We will approach each situation with **passion and purpose**
- ✓ We will provide the little extras that make a **big difference**
- ✓ We will build a loyal relationship grounded in **trust and mutual respect**
- ✓ We will anticipate your needs and **exceed your expectations**
- ✓ We will **actively listen** to your needs and respond in a timely manner
- ✓ We will maintain a **positive, proactive attitude at all times**

# Our Promises



## We Help You Increase Your Competitiveness

Outsourcing manufacturing overseas allows companies to reduce costs which in turn benefits their customers.



## Located in a World-leading Manufacturing Zone

We operate out of Suzhou, a thriving metropolis of 13 million inhabitants located about 100 kilometers from Shanghai.

Thousands of IT, high-tech, iron & steel, electronic equipment, and textile factories are located within a 200-kilometer radius.

Suzhou is a highly developed economic region in China and the economic, industrial, commercial, and logistical hub city of Jiangsu province. Suzhou's residents are also highly educated.



## Experienced Team

Our experienced Management Team is mostly composed of North Americans who were born or have been living in Asia for years. Combined with our team of local experts, we effectively cater to the needs of our global clients.



## Peace of Mind

We handle sourcing, supplier relationships, and quality control in Asia, allowing you to focus on your business at home with peace of mind.



# ◀ Strategic Sourcing

You know and understand your clients.  
We know and understand Asian  
manufacturers.

# Strategic Sourcing

## We Are Experts at Strategic Sourcing in Asia

At Liya Solutions, we specialize in navigating the complexities of overseas sourcing, ensuring a seamless and cost-effective process that leads to high-quality outcomes for your business. We understand the crucial distinction between sourcing and strategic sourcing. While sourcing focuses on finding suppliers and obtaining goods, strategic sourcing goes beyond mere transactional activities. It involves a meticulous approach considering long-term goals, supplier relationships, risk management, and cost efficiency.



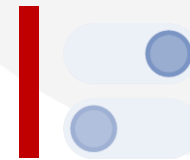
### Stellar Services

We pride ourselves on delivering exceptional service to our clients. With a dedicated team, you can expect quick, reliable, and transparent communication throughout the sourcing journey.



### Asia Sourcing Experts

Our multilingual teams are seasoned professionals equipped to navigate the intricacies of sourcing in Asia. We bring a deep understanding of the regional market, cultural nuances, and business practices, effectively streamlining your sourcing journey.



### Cost Efficiency

As Asia sourcing experts, we focus on cost reduction without compromising product quality. We are committed to helping you find the most competitive pricing while maintaining superior standards.

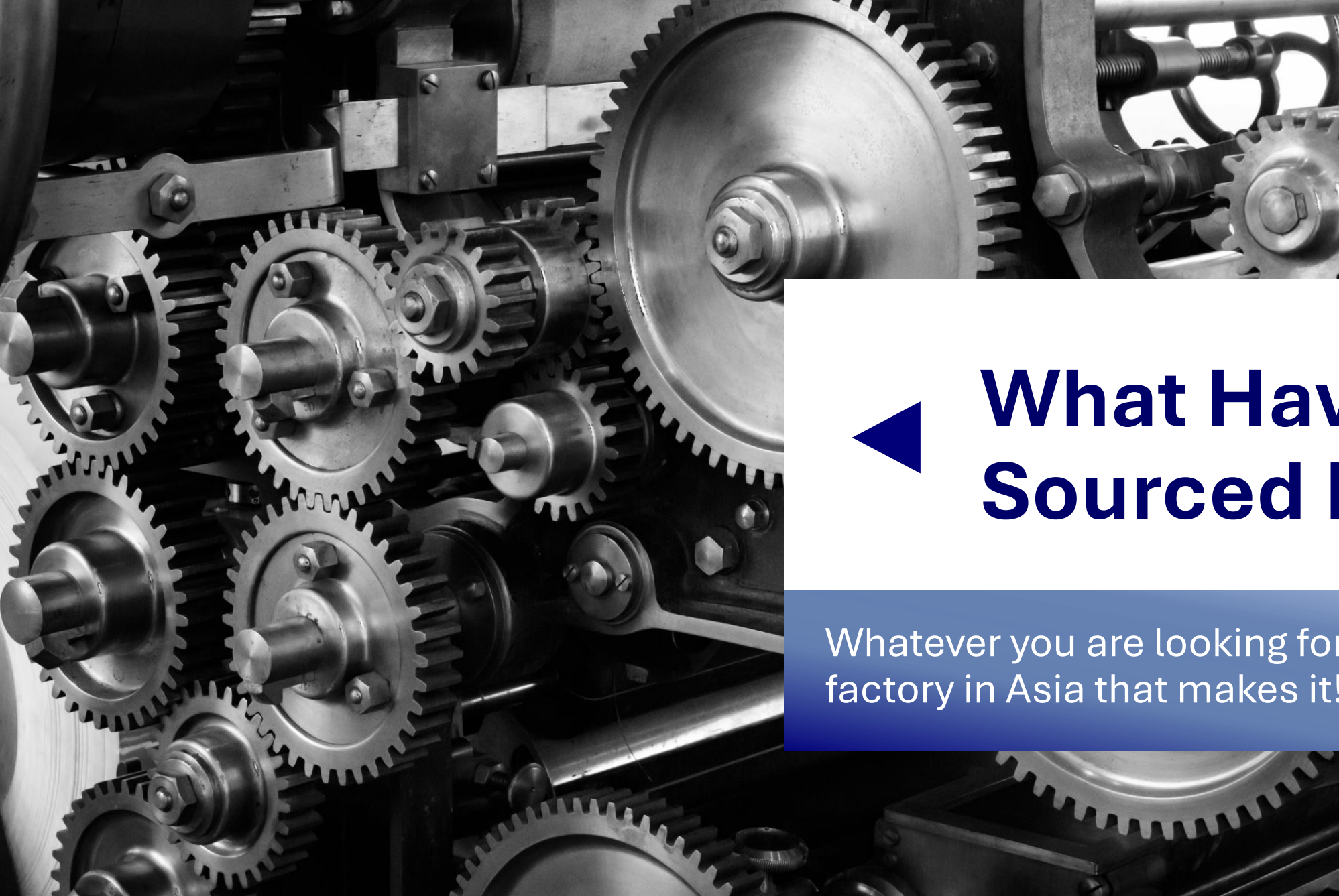
# Strategic Sourcing

## Our Tailored Sourcing Approach

- 1. Customized Solutions:** We meticulously understand your product requirements, operational needs, and quality expectations to deliver personalized sourcing strategies that align with your business objectives.
- 2. Vetted Supplier Network:** Leveraging our extensive networks, we identify, evaluate, and secure relationships with reputable suppliers. Our stringent vetting process ensures that you access the best manufacturing companies in the region.
- 3. Risk Mitigation & Quality Assurance:** We leave no stone unturned in guaranteeing the quality and reliability of your sourced products. From on-site evaluations to continuous quality supervision, we safeguard your interests every step of the way.

***Partner with us to unleash the full potential of your strategic sourcing initiatives in Asia!***

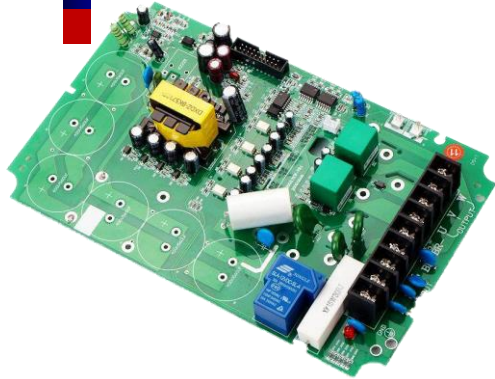




# ◀ What Have We Sourced Lately?

Whatever you are looking for, we will find a factory in Asia that makes it!

# Sourcing Highlights



**PCBAs**



**Injection Plastic Parts**



**Water Filters**



**Fasteners and  
Insulation Plates**



**Glass Products**



**Faucets**

# Sourcing Highlights



**Weighted Blankets**



**ERV & HRV Cubes**



**EPS Beads**



**Geotextile Rolls**



**Cuddle Balls**



**Mobility Scooter Canopies**



**Tires for Wheelbarrows**



**Earmuffs**

# Sourcing Highlights



Tick Removal Devices



Fittings



Decals



Pourer Spouts



Plastic Bottles & Spray Pumps



Foldable Mattresses



Keyboards

# Sourcing Highlights



**Door Latches**



**Android Tablets**



**Tempered Glass**



**Tile Leveling Systems**



**Film Panels**



**Titanium Tubes**



**Fuse Holders**



**Acrylic Pieces**

# Sourcing Highlights



RFID Tags



Photo Electric Switches



Microfiber Cloths



Promotional Items



# Sourcing Highlights



**Food Packaging**



**Motor Run Capacitors**



**Solar Panels**



**Turnstiles**



**Die Cast Parts**



**Hydraulic Rotary Actuators**



**Scaffolding**



**Terminal Blocks**

# Sourcing Highlights



**HVAC Components**

# Sourcing Highlights



**Cables**



**T-Handle Locks**



**Roller Chains**



**Anti-Static UHMW  
Wheels**



**Sorting Bins**



# Sourcing Highlights



**Store Fixtures**



# Sourcing Highlights



Sheet Metal Parts

# Sourcing Highlights



**Machined Parts**



A man in a white lab coat is focused on working with electronic components on a workbench. In the background, a microscope is visible, suggesting a technical or scientific environment. The scene is brightly lit, emphasizing the precision of the work.

# ◀ Sub-assembly

We can help you save time and energy while also reducing lead times by assembling components together for you!

# Typical Sub-assembly





# ◀ Quality Control

Train suppliers, nurture quality

# Quality Control



## Proactive Quality Control

Quality control isn't just about appearing at the end of production to identify problems. At Liya Solutions, we prioritize supplier training and collaboration. We conduct thorough inspections before, during, and after production, offering timely feedback to rectify issues promptly and guarantee top-notch quality for our clients.



## Experienced Team

Our multilingual team of both locals and Westerners delivers a professional level of inspection service. We collaborate closely with you and the manufacturers to maintain a high standard of quality for the manufactured products.



## Proximity

Our office is located close to tens of thousands of manufacturers. This enables us to easily request samples on a regular basis and conduct on-site visits to address any concerns on your behalf, ensuring the highest level of satisfaction.

# Quality Control

We work hard so you don't have to worry about :

## Pre-production Inspection

Our Factory & Environment Assessment (FEA) encompasses environmental and ethical production conditions. The Pre-Production Check (PPC) ensures adherence to your specific production specifications. This customized assessment can be combined with the Factory Quality Assessment (FQA), where a factory can be evaluated prior to placing an order, in accordance with your needs.

## In Process Quality Control

The IPQC is the inspection of products on the production line before the manufacturing process is completed to confirm compliance with the specifications. Monitoring the production process mitigates the risk of subpar quality and ensures fulfillment of all contractual obligations. Timely detection of potential execution issues allows for more efficient and effective corrective actions.

## Pre-shipment Inspection

Final Random Inspection (FRI) is the detailed visual inspection of goods before shipment. It is generally conducted on the premises of the manufacturer on samples selected according to defined sampling procedures. The inspection criteria covering quality, quantity, marking, and packing are based on your provided specifications and reference samples. Upon completion of FRI, a detailed inspection report is sent to you and our inspection certificate is issued to the supplier if all findings are positive.

## Container Loading Supervision

We ensure that your goods are loaded properly and that the containers are not defective or unsanitary. Damaged containers, such as those with broken welding seams or gaps, particularly on the roof, pose a high risk of water damage from seawater or rain.

# Our Offices

## Global Headquarters



### Liya Solutions Limited

Grand City Plaza

1-17 Sai Lau Kok Road, Unit 3, 13/F

Tsuen Wan, New Territories, Hong Kong SAR

Tel: +86 180 3681 5702

[info@liya.solutions](mailto:info@liya.solutions)

## Suzhou Sourcing Office



### Suzhou Eliya Trading Co., Ltd

SND Tiandu Plaza, Chang Jiang Road #211

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# Thank You!



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