

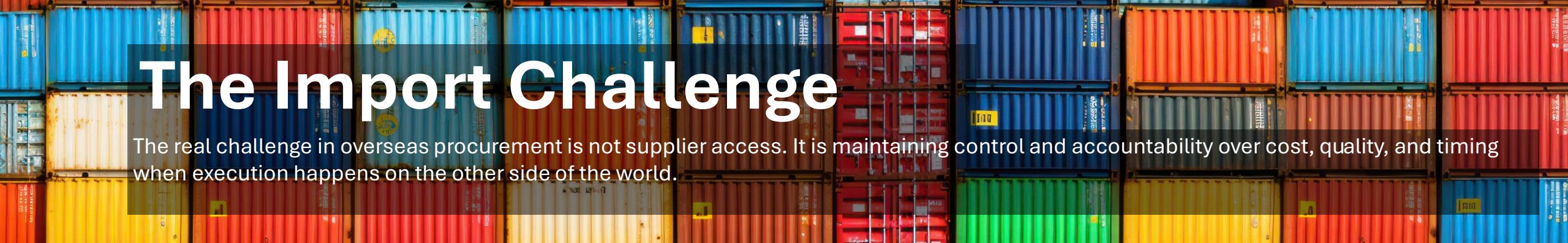


Liya Solutions

Asia Procurement. Fully Managed.



CANADIAN OWNED AND MANAGED



The Import Challenge

The real challenge in overseas procurement is not supplier access. It is maintaining control and accountability over cost, quality, and timing when execution happens on the other side of the world.

Supplier Opacity

Capability, ownership, pricing, and reliability are often difficult to verify from overseas.

Quality Risk

Problems often surface too late when specifications, samples, and inspection gates are not tightly managed.

Communication Gaps

Language, time zone, and business-practice differences slow decisions and weaken accountability.

Fragmented Execution

Sourcing, production, QC, documentation, and shipment readiness are often handled by disconnected parties.

About Liya Solutions

One accountable partner reducing supplier-side complexity from sourcing through shipment readiness.

Established in

2017

Liya Solutions manages supplier sourcing, product development support, production coordination, quality control, documentation, and shipment readiness through one accountable Asia-side team.



Our Suzhou Procurement Office is located close to tens of thousands of manufacturers. This enables us to easily request samples and conduct on-site visits to address any concerns, ensuring the highest level of satisfaction.

60+

Clients

What this means for clients

One commercial counterparty instead of fragmented factory-side management

Local supplier control from our Asia-based operating team

Structured quality checkpoints before shipment release

Clear communication on cost, feasibility, timing, and risk trade-offs

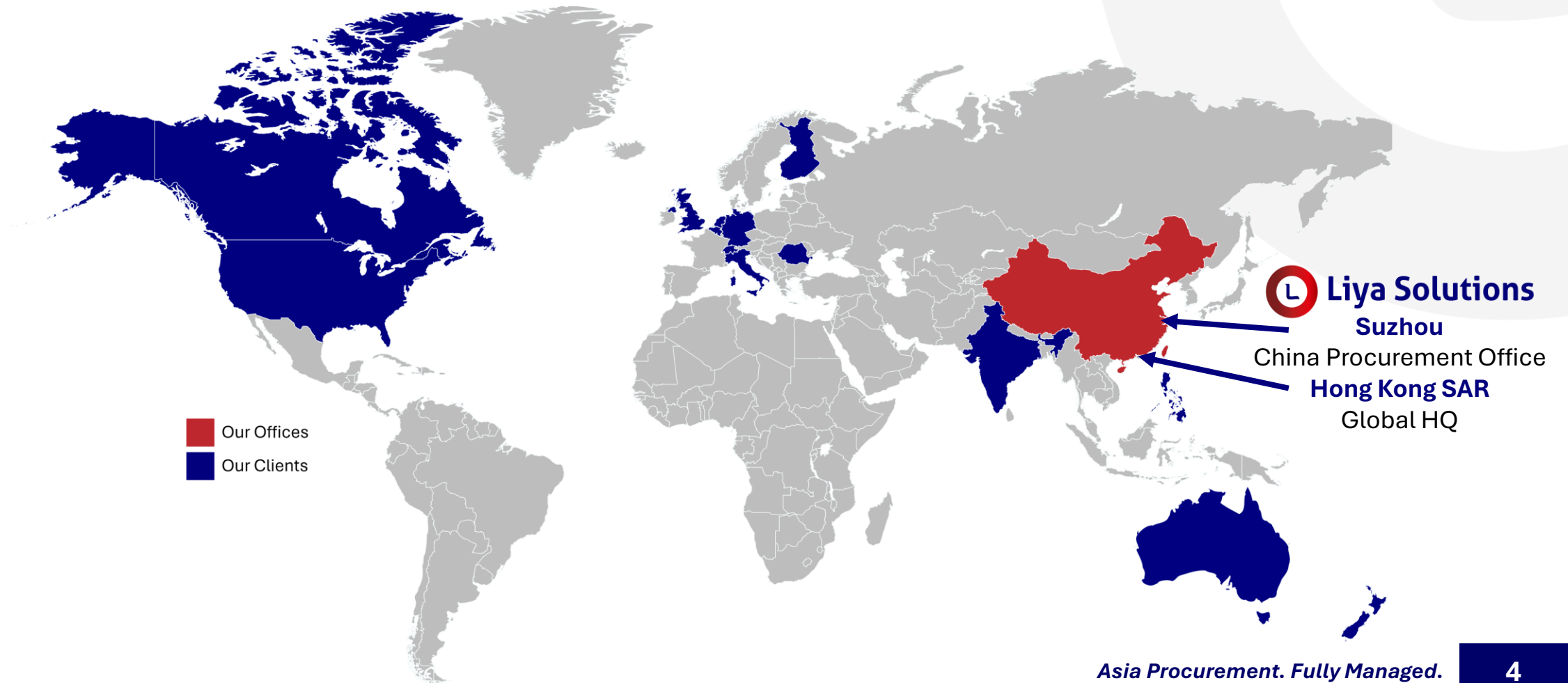
250+

Manufacturing Partners



Global Footprint

Close to the manufacturing base, so issues can be addressed at the source before goods leave Asia.



Our Team

Canadian management team based in China, combining a North American business approach with on-the-ground execution.



Dominic Desmarais (王小多)
Founder & Chief Solutions Officer
B.Comm., Operations Management

Dominic relocated to China in 2014 and founded Liya Solutions in 2017. With over 25 years of experience in sales, supply chain management, international trade, and business development, he leads Liya's strategic direction and China-side execution model. Dominic holds a degree from Concordia University and also serves as President of the Jiangsu Chapter of the Canadian Chamber of Commerce in Shanghai.



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

Normand has lived in China since 2015 and brings extensive experience supporting small and medium-sized businesses in China and international markets. As part of Liya's management team, he focuses on global business development, client relationships, and commercial growth. Normand holds a master's degree from the University of Montreal and an MBA from the University of British Columbia.



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

Based in Montreal, Martin supports Eastern Canada clients by helping define needs, clarify project objectives, and coordinate implementation. Trained as an industrial designer, he brings over 25 years of experience in product development and supply chain management. His background helps clients translate business requirements into clear project direction for Liya's China-based execution team.



Mitchell Hibbert
Business Development & Operations
Executive
B.A., Business Chinese

Mitchell joined Liya Solutions in 2026 and supports business development and operational coordination. He holds a degree in Business Chinese from East China Normal University and previously attended Concordia University in Canada. Trilingual in English, Mandarin Chinese, and French, Mitchell supports communication between clients, suppliers, and internal teams while contributing to business growth and day-to-day execution.

Our Team

Operations team turning client requirements into supplier action, follow-up, and controlled execution.



Alisa Zhao

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

Alisa joined Liya Solutions in 2025 as Supplier Development and Client Solutions Engineer. She holds an MBA from Dalian University of Technology and a bachelor's degree in Accounting. Before joining Liya, Alisa managed procurement for semiconductor and automation projects, including mechanical and electrical components, supplier development, and cost optimization. She supports supplier development, client solutions, procurement coordination, and project execution.



Adele Man

*Solutions Supervisor
M.Sc. Finance
B.Sc., Business and Economics*

Adele joined Liya Solutions in 2024 and now serves as Solutions Supervisor. She holds a master's degree in Finance from Lund University and a bachelor's degree in Business and Economics from Jönköping University. Before joining Liya, Adele built her career in procurement in Sweden. She supports client solutions, purchasing coordination, supplier follow-up, and internal project execution.



Yana Yang

*Solutions Specialist
B.A., English*

Yana joined Liya Solutions in 2023 as part of the Suzhou sourcing team. She holds a degree in English from the Taizhou Institute of Science and Technology and brings a strong background in sales support and client coordination. Yana supports key accounts and has built strong knowledge of food packaging materials and specifications, helping clients balance quality, cost, and application requirements.



Sienna Xu

*Solutions Specialist
M.A., Translation and Interpreting;
B.A. Chinese*

Sienna joined Liya Solutions in 2024 as Solutions Specialist. She holds a master's degree in Translation and Interpreting from Shanghai International Studies University and a bachelor's degree in Chinese from Jiangsu University of Technology. With prior experience at multinational companies, including Stahl, Sienna supports client projects through administrative coordination, sales support, purchasing follow-up, and supplier communication.



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 and brings experience in technical support, customer service, international support operations, and cultural program coordination. Willow supports sourcing and client service activities through project coordination, supplier communication, client follow-up, and administrative support.

Our Team

Quality team reducing supplier-side risk through inspection planning, corrective action, and shipment-release control.



David Wan

Supplier Quality Manager

BBA; Diploma Mechanical-Electrical Integration

David joined Liya Solutions in 2022 and has over a decade of quality control experience. He brings strong knowledge of inspection processes, continuous improvement, supplier follow-up, and mechatronics-related manufacturing environments. As Supplier Quality Manager, David supports supplier performance control, inspection planning, quality issue resolution, and continuous improvement across Liya's supplier base.



Anthony Liu

Supplier Quality Engineer

B.Eng. Composite Materials and Engineering

Anthony joined Liya Solutions in 2024 as Supplier Quality Engineer. He holds a degree in Composite Materials and Engineering from Jinling Institute of Technology and brings over five years of quality control experience in manufacturing. Anthony supports supplier quality activities, inspection execution, corrective action follow-up, and production-related issue resolution to help ensure products meet defined requirements.

Our Team

Administrative, financial, and legal support strengthening reliability, documentation discipline, and commercial control.



Michelle Zhang
Office Manager
B.A., Business English

Michelle joined Liya Solutions in 2023 and supports the coordination of the company's Hong Kong and Suzhou office operations. She holds a degree in Business English from Nanjing University of Finance and Economics and brings administrative experience from foreign-owned enterprises in China. Michelle supports internal coordination, documentation, vendor communication, and daily office operations.



Sunny Shen
Bookkeeper
B.A., Accounting

Sunny joined Liya Solutions in 2025 as Bookkeeper. She holds a degree in Accounting from Nanjing University of Finance and Economics and brings over a decade of finance experience across manufacturing, construction, and education. Her background in tax declarations, revenue reconciliation, financial documentation, and daily accounting supports accurate records, reliable reporting, and efficient financial administration.



Julie Zhu
Legal Counsel
M.A. Law; B.A. English

Julie is an attorney at Jiangsu MYDO Law Firm and has supported Liya Solutions since 2020. She advises on foreign-related commercial and civil matters, corporate compliance, intellectual property, and business risk management. Julie holds degrees from Beijing Normal University and Shanghai Normal University and was a visiting scholar at the law school of St. Mary's University in Texas.

Our Business Model

Clients buy from Liya Solutions while we manage the supplier-side execution behind the order.



You manage one commercial relationship while we manage supplier-side complexity, inspections, documentation, and execution.

What We Manage

One managed process replacing separate supplier, QC, documentation, and logistics coordination for your team.

Supplier Sourcing

Better supplier fit and lower execution risk based on capability, reliability, pricing, responsiveness, and fit.

Production Development & Sampling

Fewer specification surprises through early clarification, sampling, packaging review, and feasibility feedback.

Production Management

Earlier visibility into delays, supplier issues, and production readiness before problems escalate.

Quality Control

Quality issues identified before shipment through inspection gates, corrective action, and release controls.

Export Coordination

Fewer release issues through aligned commercial documents, packing data, export files, and customs readiness.

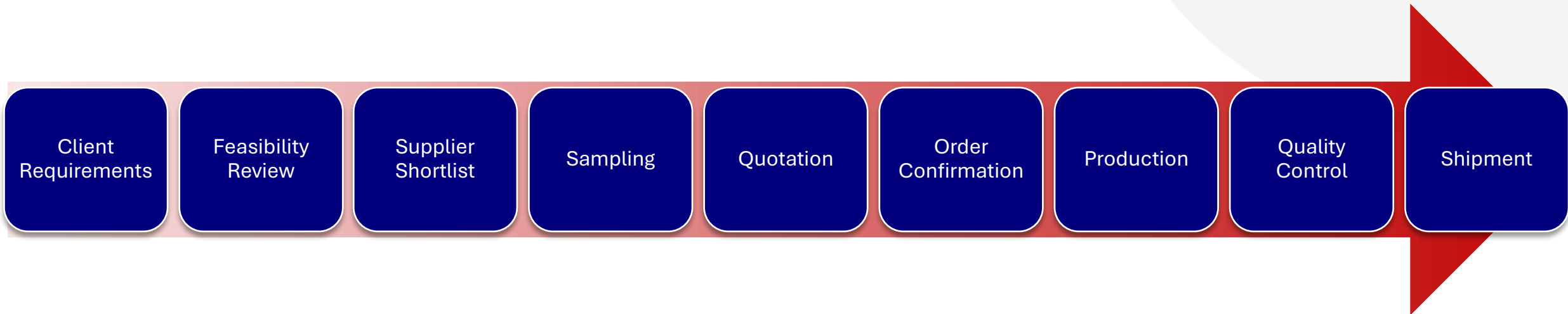
Logistics Coordination

Lower coordination workload through connected freight booking, pickup, routing, tracking, and delivery follow-up.

Operating Workflow

Clear approval steps reduce surprises, accelerate decisions, and keep unresolved issues from moving forward.

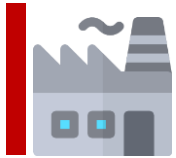
Each step clarifies requirements, approvals, quality status, and next actions before the project advances.



Fewer surprises, faster decisions, and cleaner accountability from requirement review to shipment readiness.

Supplier Sourcing

The right supplier protects more than price: quality, lead time, responsiveness, and your ability to deliver.



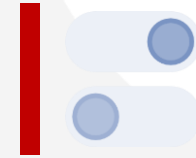
Technical Capability

We identify suppliers with the right technical capabilities, proven experience producing similar products, and the required certifications to meet the client's specifications and compliance requirements.



Responsiveness

We prioritize suppliers who respond quickly, communicate precisely, and proactively address issues to keep projects moving without unnecessary delays.



Right Fit

We identify manufacturers whose capabilities and willingness align with the client's order quantity, product requirements, and project expectations.

We assess supplier fit, responsiveness, capability, and execution risk, not just unit price.

Sample & Product Development

Early alignment reduces costly changes, tooling surprises, and production delays after commitment.

Specification Alignment

Clarify drawings, materials, dimensions, tolerances, finish, packaging, labeling, and performance requirements.

Sample Coordination

Coordinate supplier samples, feedback loops, adjustments, and approval records before mass production.

Feasibility Feedback

Identify cost, tooling, MOQ, lead time, compliance, and manufacturing constraints before commitments are made.

Production Management & Supplier Control

Local follow-up gives your team visibility early enough to act before issues become customer-facing.

- Order confirmation and production readiness follow-up
- Regular Supplier communication and timeline monitoring
- Material, sample, packaging, and documentation checkpoints
- Issue escalation and corrective-action follow-up
- Shipment coordination after final inspection approval

The objective is control through production, so delays or quality issues are addressed before they become customer-facing problems.

Quality Control Framework

Quality control protects the client's brand, margin, and customer commitments before goods are released for shipment.

Factory Assessment

Confirm supplier capability, production environment, and compliance capability.

Pre-Production Check

Verify samples, materials, packaging, specifications, and production readiness.

In-Process Quality Control

Detect execution issues before full production is completed.

Final Inspection

Check finished goods against specifications before shipment release.

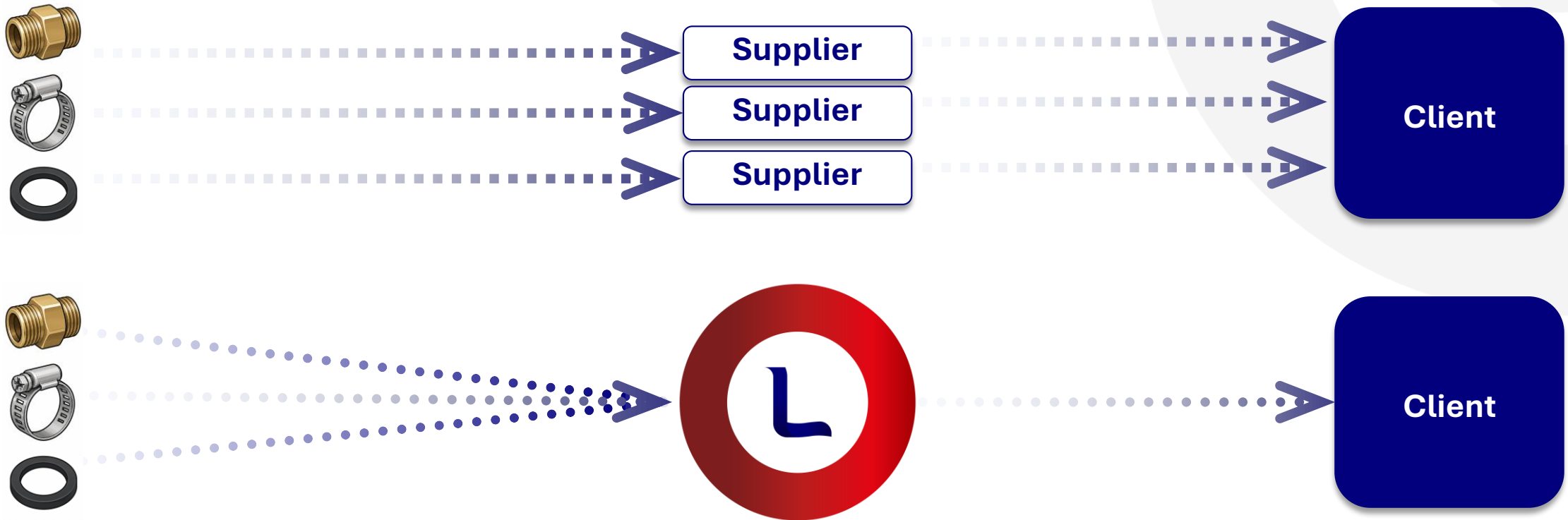
Container Loading Supervision

Confirm loading condition, quantity, and container suitability.

Prevention, inspection, supplier feedback, and corrective action help protect brand, margin, and customer commitments.

Shipment Consolidation

Combining orders when it reduces freight cost, simplifies receiving, and improves shipment control.



We coordinate multi-supplier shipments to reduce freight cost, simplify receiving, and lower internal logistics workload.

Export Coordination

Shipment documentation and readiness checks reduce customs friction, release delays, and last-minute problems.

Key coordination areas

- Commercial invoice, packing list, and product-specific document follow-up
- Consistency checks across seller, shipper, consignee, product description, quantities, and packaging data
- Coordinate with logistics providers when required by the client
- Shipment-readiness confirmation after inspection and document review

Accurate, aligned documents reduce release delays, customs friction, payment disputes, and last-minute gaps.

Logistics Coordination

One Asia-side coordinator connecting suppliers, documents, freight, tracking, and delivery follow-up.

Once goods are approved for shipment, Liya Solutions supports the logistics process by coordinating with suppliers, freight forwarders, and clients to keep shipment execution aligned and visible.

Key logistics support areas

- Pickup timing and shipment handover coordination
- Freight booking support with the client's appointed logistics partner or one of Liya Solutions' freight forwarders
- Origin-side freight cost review and rate negotiation support
- Door-to-door delivery coordination when requested by the client
- Consolidation coordination when goods come from multiple suppliers
- Routing, shipment status, and delivery milestone follow-up
- Communication with suppliers and logistics providers to resolve execution issues
- Coordination of packing information, shipment details, and handover requirements

We help clients reduce logistics friction by keeping supplier-side, documentation-side, and freight-side coordination connected.



Our Experience

Practical category experience helps clients assess feasibility, supplier fit, quality risk, and execution trade-offs.



Industrial & Technical Components

Metal fabrication, machined parts, die-cast parts, molded plastic parts, mechanical hardware, fittings, fasteners, and PCBAs.



Consumer & Retail Products

Household, retail, promotional, mobility, wellness, outdoor, pet, and lifestyle product categories.



Packaging & Materials

Food-grade packaging, cosmetic packaging, glass, plastic, carton packaging, industrial materials, and chemical product categories.



Value-Added Work

Any value-added product work where customization, risk, complexity, or quality expectations make close local oversight essential.

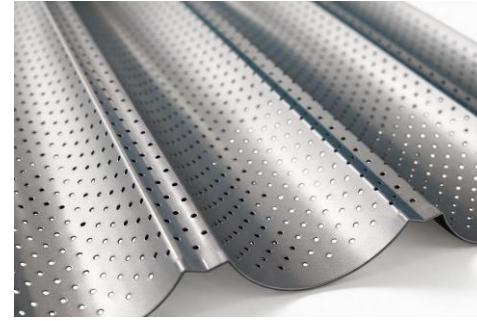
Industrial & Technical Components



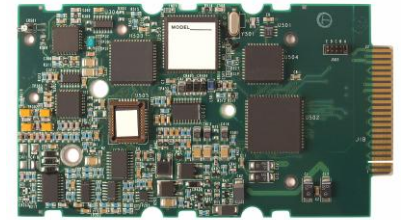
Machined Parts



Die-Cast Parts



Sheet Metal Parts



PCBAs



Plastic Parts



HVAC Components



Hydraulic Rotary Actuators



Electrical Components

Consumer & Retail Products



Electronic Devices



Water Filters



Keyboards



Faucets



Promotional Products



Sorting Bins



Turnstiles



Hockey Sticks

Packaging & Materials



Food Packaging



Glass Bottles & Jars



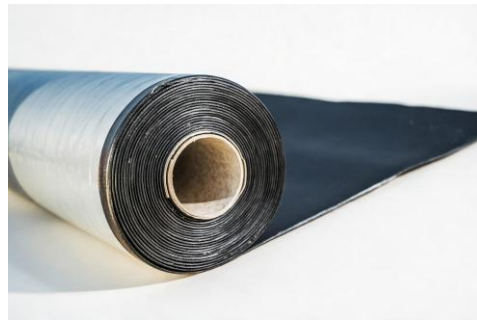
Vinyl Decals



Cosmetic Packaging



EPS Beads



Geotextile Rolls



SAP Composite Paper



Reusable Shopping Bags

Value-Added Work



Tick Remover Pens



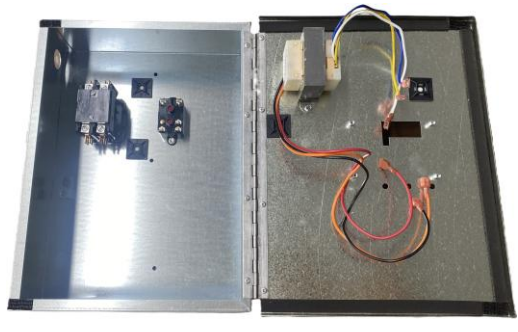
Water Filter Sets



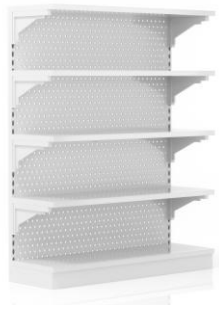
Angle Indicators



Ballistic Radar Subassemblies



Controller Boxes



Store Fixtures



Mobility Scooter Canopies



Earmuffs

Sub-Assembly

Sub-assembly before shipment can reduce downstream labor, handling, supplier coordination, and receiving complexity.

Typical value-added support

- Component sourcing across multiple supplier inputs
- Supplier coordination for assembly, kitting, labeling, and packing
- Inspection of assembled or semi-assembled goods before shipment
- Commercial assessment of whether assembly in China improves cost, lead time, or control



Team & Operating Presence

International commercial interface backed by a local team that can communicate, inspect, and act on the ground.



Hong Kong Headquarters

Commercial structure, client-facing contracts, and international business interface.

Suzhou Procurement Office

China-side supplier sourcing, production follow-up, quality control coordination, and operational execution.

Multilingual Team

English, French, and Chinese communication across client, supplier, and internal execution teams.

Our Offices

Hong Kong commercial structure and Suzhou execution presence support accountability and local supplier control.

Hong Kong 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

Suzhou Procurement Office



Suzhou Eliya Trading Co., Ltd

Tiandu Plaza

Chang Jiang Road #211, North Tower, Unit 1410

Suzhou New District, Jiangsu Province

Why Clients Work With Liya Solutions?

Greater control, lower execution risk, less internal workload, and one accountable counterparty.

Clients work with Liya Solutions to gain greater control over Asia-side procurement, reduce supplier-side uncertainty, identify quality issues before shipment, simplify execution, and free internal teams to focus on customers and growth.

What this means in practice

- One accountable commercial counterparty
- Asia-side supplier control and production follow-up
- Structured quality checkpoints before shipment release
- Export and logistics coordination support
- Clear communication across clients, suppliers, and freight partners
- Practical commercial judgment on cost, quality, timing, and risk

Our Operating Principles

The standards that guide how we think, communicate, and deliver.

Technical Rigor

We work from facts and specifications.
We validate feasibility carefully.
We ask the right technical questions.

Honest, Practical Communication

We tell the truth clearly.
We communicate consistently.
We make the next steps clear.

Commercial Judgment

We balance quality, cost, timing, and risk.
We do not chase the lowest price at the expense
of reliability.
We help clients make informed decisions.

Respect and Integrity

We treat people fairly and professionally.
We choose partners based on merit.
We protect trust.
We handle sensitive information responsibly.

Ownership

We close the loop.
We take responsibility for the standard of work.
We stay focused on the client's outcome.
We act before the problems grow.



**Is your Asia procurement process
creating unnecessary risk, cost,
or internal workload?**

Let's talk!

Asia Procurement. Fully Managed.

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