

Alibaba.com Gold Plus Supplier



Assessment Report

Presented to

Shandong Joyance Intelligence Technology Co., Ltd.

山东兆源智能科技有限公司

Gold Supplier & Assessed Company Relationship:	☒ Self-owned ☐ Wholly Owned ☐ Shareholder/Partner ☐ Kindred between Owners ☐ Cooperation Partner
Company Address	3/F, 3/Bldg, No. 13426, Yuqing Street, Weifang City, Shandong Province, China
City / Country:	Weifang / China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	joyancetech
Gold Supplier Company Name:	Shandong Joyance Intelligence Technology Co., Ltd.
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Service Provided by SGS

Report No.: 22201731_P+T





Report Number:	22201731_P+T	Assessment Type	Production & Trade Assessment
Date of Assessment:	19/Jul./2021	Report Date:	19/Jul./2021
Assessor's Name:	Nick Zheng	Validity Period:	20/Jul./2021 -- 19/Jul./2022
Reviewed By:	Sam Wang	Online Verification:	www.sgs.com/ecv

Important Notes:

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Section 1: Company Overview

Company Overview			
1.1 Legal Validity			
Does the company have a valid business license?	☒ Yes ☐ No	Business License Number:	91370705MA3C82TN5U
Year Established:	25/Mar./2016	Validity Period:	25/Mar./2016 -- 31/Dec./2049
Export Experience:	5	Industry Experience:	5
Registered Address:	Area B, 3rd Floor, The First Workshop, No. 13426, Yuqing Street, High-tech Zone, Weifang City, Shandong Province, China		
Company Address:	3/F, 3/Bldg, No. 13426, Yuqing Street, Weifang City, Shandong Province, China		
Is it listed company?	☐ Yes ☒ No	Company Stock Code	N/A
Annual review conducted by the Industrial & Commercial Bureau?	☒ Yes ☐ No	Reviewed By:	Weifang Industrial & Commercial Bureau
Registered Capital:	RMB 60,000,000		
Corporate Representative:	Mr. Xiangzhi Cui		
Industry:	Agriculture Machinery & Equipment		
Business Type:	☐ Manufacturer ☐ Trading Company ☒ Manufacturer & Trading Company		
Type of Ownership:	☒ Private Owner ☐ Public Company ☐ Joint Venture ☐ Stated Owned ☐ Sole Proprietorship ☐ Other		
Products /Service:	Agriculture Drone/Seeding Drone/Thermal Fogger Drone/Biological Control Drone		
1.2 Company Building Information			
Certification Type: ☐ Land Certification ☐ Real Estate Certification ☒ Lease Agreement ☐ Factory Officer Claimed			
Total Building Size: <u>1,140</u> m ²			
Number of Building(s): <u>1</u>			
Office Size: <u>300</u> m ²			

Section 2: Human Resources

Human Resources

2.1 Company Chart

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graph TD; President --> GM; GM --> ProductionDept[Production Dept.]; GM --> SalesDept[Sales Dept.]; GM --> FinanceDept[Finance Dept.]; GM --> AdminDept[Admin. Dept.]; GM --> PurchaseDept[Purchase Dept.]; GM --> RnDDept[R&D Dept.]
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2.2 Employee Headcount

Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total
President	1	0	1
GM	1	0	1
Production Dept.	4	0	4
Sales Dept.	9	0	9
Finance Dept.	1	0	1
Admin. Dept.	1	0	1
Purchase Dept.	1	0	1
R&D Dept.	2	0	2
Total Number:	20	0	20

2.3 Management

Department	Name	Title	Education	Year(s) in Current Company
Confidential	Confidential	Confidential	Confidential	Confidential

Section 3: Current Export Situation

Current Export Situation

There is/are 6 foreign trading employee(s) in the company.

Working Experience	Headcount	Accepted Language	Listening & Speaking	Reading & Writing
Over 30 Years	0	English	Yes	Yes
21-30Years	0	Spanish	Yes	Yes
11-20 Years	0	N/A	N/A	N/A
6-10 Years	0	N/A	N/A	N/A
2-5 Years	6	N/A	N/A	N/A
Less than 2 years	0	N/A	N/A	N/A

Does the company have a valid export license?	☒ Yes ☐ No
Export License Registration No.:	03555915
Total revenue (Previous year, USD):	Confidential
Total export revenue (Previous year, USD):	Confidential
Estimated export revenue (Current year, USD):	Confidential
Trade Agents Employed Overseas:	☒ Yes ☐ No
Nearest Port:	Qingdao Port
Accepted Payment Terms	☒ FOB ☒ CIF ☒ EXW ☒ CFR
Accepted Payment Type:	☒ L/C ☒ T/T ☒ Credit Card ☒ Cash ☒ West Union ☒ MoneyGram ☒ Paypal ☒ Moneybooker
Average lead time from product order confirmation to production delivery (products exiting the factory):	
Product Category	Num Unit
Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	3 day
Average Sampling Time	
Product Category	Lead Time
0	0
The Shortest Sampling Time	
Product Category	Shortest Lead Time
0	0

Section 4: Export Business Capacity

Export Business Capacity			
4.1 Market Distribution(Previous 12 Months)			
Market	Main Product(s)	Revenue (USD)	Total Revenue (%)
North America	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	30
South America	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	50
Eastern Europe	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	1
Southeast Asia	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	10
Africa	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	1
Oceania	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	1
Mid East	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	2
Eastern Asia	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	1
Western Europe	N/A	0	0
Central America	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	2
Northern Europe	Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	Confidential	2
Southern Europe	N/A	0	0
South Asia	N/A	0	0
Domestic Market	N/A	0	0
4.2 Main Clients			



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Client Name	Main Product(s)	Total Revenue (%)
Confidential	Confidential	Confidential

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Section 5: Production Capacity

Production Capacity				
5.1 Annual Production Capacity(Previous Year)				
Agriculture Drone: 400 sets				
5.2 Production Capacity				
Product Name	Production Line Capacity	Actual Units Produced (Previous Year)		
Agriculture Drone	200 sets/month	400 sets		
5.3 Production Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Electric Iron	N/A	4	5	Acceptable
Hot Air Gun	N/A	3	5	Acceptable
Hot Melt Gun	N/A	3	5	Acceptable
Electric Drill	N/A	5	5	Acceptable
Cutting Machine	N/A	1	5	Acceptable
Hand-held Cutting Machine	N/A	1	5	Acceptable
Polisher	N/A	1	5	Acceptable
5.4 Testing Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Digital Gradienter	N/A	4	5	Acceptable
Multimeter	N/A	2	5	Acceptable
Testing Computer	N/A	2	5	Acceptable
5.5 Subcontractors				
Subcontractor Name	Product Subcontracted	Volume Supplied	Cooperation Period (Years)	
Confidential	Confidential	Confidential	Confidential	
5.6 if the factory has testing capability(including qualified staff, equipment and method or certified by any organization & 3rd parties & client)		☒ Yes ☐ No		
5.7 Subcontractors Type		☐ Order outsourcing ☒ Process outsourcing ☐ No need to outsource ☐ Other		
5.8 Equipment Number		12		
5.9 Production Line Number		3		
5.10 Work Instruction		☒ Yes ☐ No		
5.11 Clear Production Process		☒ Yes ☐ No		
5.12 Production Management System		☒ Yes ☐ No		

5.13 Production Control Capability	☒ Yes	☐ No
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Section 6: Quality Assurance

Quality Assurance				
6.1.1 Quality Management System Certification				
Certification	Certified By	Certificate No.	Business Scope	Validity Date
ISO9001	CSU	Q1900670R0S	R&D and assembly of agricultural machinery and equipment	02/Jan./2020 -- 31/Jan./2022
6.1.2 Product Certification				
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date
CE	ISET S.R.L	ISETC.00152021 0426	Drone	26/Apr./2021 -- 25/Apr./2026
FCC	Shenzhen BST Technology Co. Ltd.	BST16054341A0 001Y-1EC-3	Drone	26/May/2016 -- 31/Dec./2049
6.3 Quality Control Management				
Item	Content	Observations /Comments		
6.3.1	Is there quality control on all production lines?	☒ Yes, all production lines have adequate quality control ☐ Yes, some production lines have adequate quality control ☐ No		
6.3.2	Do the QA/QC inspectors work independently from the production line?	☒ Yes ☐ No		
6.3.3	Who does the QC/QA Manager /Supervisor report to?	GM -- Confidential		
6.3.4	How many QA/QC inspectors in total?	1		
No. of Employees in Each Production Line:				
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA	
Workshop	1	3	1	
6.3.5 Average Guarantee Time				
Product Category	Guarantee Time			
Agriculture Drone, Seeding Drone, Thermal Fogger Drone, Biological Control Drone	3 years			
6.3.6 The Longest Guarantee Time				
Product Category	Guarantee Time			
Agriculture Drone	3 years			

6.3.7 Are there any specific inspection standards and guidelines/records of workflow?	☒ Yes ☐ No
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6.4 Supplier Management

Item	Content	Observations /Comments
6.4.1	Does the company have a supplier assessment procedure?	☒ Yes ☐ No
6.4.2	Does the company have an updated list of approved suppliers?	☒ Yes ☐ No
6.4.3	Has the company established and implemented a standard procedure for purchasing contract review and approval?	☒ Yes, with written standard procedures ☐ Yes, with written procedure but lack of consistent standard ☐ No
6.4.4	Does the company keep its supplier assessment reports?	☐ Yes, assessment reports are available for more than 3 years ☐ Yes, assessment reports are available for the last 1-3 years ☒ Yes, assessment reports are available for the previous 12 months ☐ No
6.4.5	Are the company's purchasing documents sufficient to ensure product safety control and their customers' requirements?	☒ Yes, the purchasing document includes all the information required ☐ Yes, however the purchasing document includes incomplete information ☐ No
6.4.6	Is there a procedure to conduct random product inspections after final packaging?	☒ Yes, with clear standard and written inspection records ☐ Yes, with inspection records but no procedures ☐ Yes, with procedures but no inspection records ☐ No, inspections are not necessary

6.5 After Sales Service

Item	Content	Observations /Comments
6.5.1	Is customer feedback, including complaints, clearly recorded and maintained?	☒ Yes, with a standard feedback form and records ☐ Yes, with a standard feedback form but no records ☐ Yes, with records but no standard feedback form ☐ No
6.5.2	Are there any clear procedures for handling customer complaints?	☒ Yes, with clear procedures and written records ☐ Yes, with clear procedures but no written records ☐ Yes, with written records but no clear procedures ☐ No
6.5.3	Is there a closed-loop corrective action system in place?	☒ Yes ☐ No

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6.5.4	Can finished/package products be traced by lot identification to the appropriate raw material test reports?	☐ Yes, with procedures to trace raw materials ☒ Yes, main raw material can be traced ☐ No, only the production date can be traced ☐ No
6.5.5	Is there a product alert and recall procedure?	☒ Yes ☐ No
6.5.6	Do you have a complete after sales service capability?	☒ Yes ☐ No

6.6 Overseas After Sales Service

Item	Content	Observations /Comments
6.6.1	Do you have an overseas onsite service center?	☒ Yes ☐ No
6.6.3	Is it possible to provide expatriate engineer services?	☒ Yes ☐ No
6.6.4	If possible provide expatriate engineer, what kind of onsite after-sales services are included?	☒ Debugging ☒ Maintain ☒ Repair ☐ Other

Quality Management Process

Process 1	Process 2	Process 3
Confidential	N/A	N/A
Confidential	N/A	N/A

Received the second-party or the third-party inspection records (inspection report)

Photo 1	Photo 2	Photo 3
Confidential	N/A	N/A
Confidential	N/A	N/A

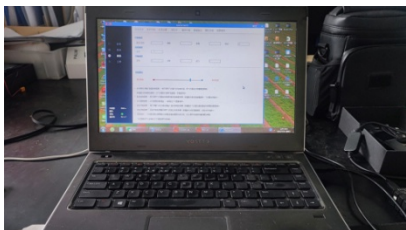
Section 7: Production Process Management

Quality Control Management		
Item	Content	Observations /Comments
7.1	Is the factory tidy and clean enough for production?	☐ Yes, very good ☒ Yes, acceptable ☐ No, needs improvement ☐ No, very poor
7.2	Are the following items /documents provided at the appropriate location?	☒ Work instructions ☒ Approved sample ☒ Product picture ☐ No the above-mentioned was not available.
7.3	Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?	☒ Yes, with clear written instructions and records ☐ Yes, with written instructions but no records ☐ Yes, with records but no written instructions ☐ No
7.4	Are written inspection/testing instructions available for finished products? Are the relevant records maintained?	☒ Yes, with clear written instructions and records ☐ Yes, with written instructions but no records ☐ Yes, with records but no written instructions ☐ No
7.5	How are finished products inspected?	☒ 100% of products with detailed inspection ☐ Random inspection ☐ No inspection ☐ No inspection necessary
7.6	Are units that failed inspection clearly marked and separated to prevent accidental dispatch?	☒ Yes, the units are separated and marked clearly ☐ Yes, the units are separated but not marked clearly ☐ No
7.7	How are finished products that failed inspection handled?	☒ Repaired and re-inspected ☐ Thrown away ☐ No inspection necessary

Section 8: R & D Capacity

R&D Capacity				
8.1 Current Situation				
There is/are <u>2</u> R&D engineer(s) in the company.				
Education Level	Headcount		Work Experience	Headcount
Doctorate	0		Over 30 Years	0
Post-Graduate	0		21-30 Years	0
Graduate	2		11-20 Years	0
Junior College	0		6-10 Years	0
Technical School	0		2-5 Years	2
High School	0		Less than 2 years	0
Patent Situation				
Patent No.	The Name of the Patent	The Patent Type	Available Date	
ZL201620799 752.3	Medium-sized unmanned plant protection machine	The patent for utility model	28/Jul./2016 -- 27/Jul./2031	
ZL201620799 434.7	Heavy unmanned plant protection machine	The patent for utility model	28/Jul./2016 -- 27/Jul./2031	
ZL201620897 688.2	Multi-rotor pesticide spraying machine	The patent for utility model	18/Aug./2016 -- 17/Aug./2031	
ZL202022175 263.X	A plant protection drone frame	The patent for utility model	28/Sep./2020 -- 27/Sep./2035	
ZL202021252 055.9	Portable remote control device for plant protection unmanned aerial vehicle	The patent for utility model	30/Jun./2020 -- 29/Jun./2035	
ZL201921377 280.2	Unmanned plant protection machine	The patent for utility model	22/Aug./2019 -- 21/Aug./2034	
ZL201921377 307.8	Plant protection drone capable of compensating the free end of spray rod	The patent for utility model	22/Aug./2019 -- 21/Aug./2034	
ZL201921377 308.2	Plant protection drone with heat dissipation function	The patent for utility model	22/Aug./2019 -- 21/Aug./2034	
Brand Situation				
Registration/ap plication No.	Brand Name	For Approval to Use Goods	Validity Date	Ref.
37927053	Refer to the Photo	The category 7	14/Jan./2020 -- 13/Jan./2030	Photo in Section 11 (Trademark Photos)
The Average Time For New Products Launched				
Product Category		Lead Time		

Agriculture Drone, Seeding Drone, Thermal Fogger Drone	1 months
The Shortest Time For A New Item Launched	
Product Category	Shortest Lead Time
Agriculture Drone	1 months
Does the company provide ODM service for others?	☒ Yes ☐ No
Are there relevant design input/output, review, and verification documents available for the assessment company?	☒ Yes ☐ No
Based on inspection, are R & D employees equipped with adequate specialized equipment?	☒ Yes ☐ No
If yes, please list all key equipment used:	Digital Gradienter, Computer, 3D Printer
Do R& D employees use any specific software for designing new products?	☒ Yes ☐ No
If yes, please list the main software used:	AutoCAD, UG, Solidworks
Please list all certifications and/or qualifications of the R & D department:	N/A
Has the company established standard design procedures for new products?	☐ Yes, with clear written instructions ☒ Yes, without written instructions ☐ No
Have the designed products been internal verified or validated?	☒ Yes, with clear written records ☐ Yes, only part written records ☐ Yes, without written records ☐ No
Have the designed products been tested by a third-party inspection body?	☒ Yes, all designed products have been tested ☐ Yes, only part of designed products have been tested ☐ No
Are the designed products confirmed by the customers?	☒ Yes, all designed products have been confirmed ☐ Yes, part of designed products have been confirmed according to client's requirements ☐ No
Does the company has qualification requirements for designers?	☐ Yes, with written job description ☒ Yes, without written job description ☐ No, but at least two years design experience is needed ☐ No
Are the designers' qualifications recognized by the company?	☐ Yes, with written records ☒ Yes, without written records ☐ No

What level of design services are provided?	☒ Only add logo/change color/material ☐ Sample processing ☐ Graphic processing ☒ Create an entirely new product	
New Products Launched quantity for each year		
Product Category	Num	Unit
Agriculture Drone	3	item
8.2 R&D Real Case Description		
Customer's Name	Confidential	
Customer's Location	Confidential	
Customer's Industry:	Confidential	
Order's Requirement Description:	Confidential	
8.3 Design Process		
Process 1	Process 2	Process 3
Confidential	N/A	N/A
Confidential	N/A	N/A
8.4 Design Devices		
Digital Gradienter	Computer	3D Printer
		



Section 9: Company Development / Expansion Plans

Company Development / Expansion Plans		
Item	Company Development Action	Timeframe
1	The organization is going to develop new products, increase production capacity and expand foreign markets.	From 2021 to 2022

Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1		2		3	
	Accessories		Welding		Assembling
4		5		6	
	Debugging		Outdoor Testing		Quality Testing
7		8		N/A	N/A
	Packing		Finished Products		N/A



Section 11: Certification& Photos

Certification & Photos

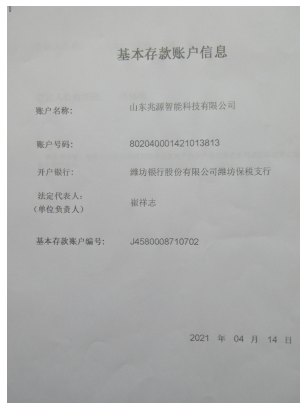
Certification & Photos -- Business License (Original)



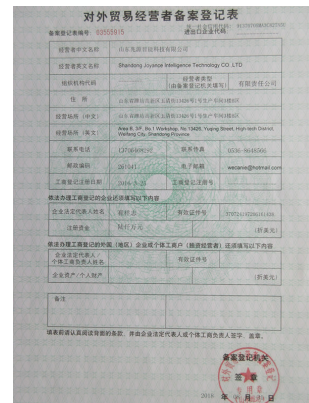
Certification & Photos -- Business License (Duplicate) with Certificate / Records of Annual Inspection



Certification & Photos -- Permit for Opening Bank Account



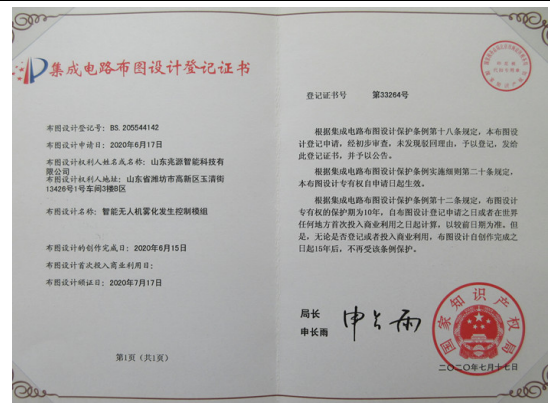
Certification & Photos -- Import and Export Enterprise Registration



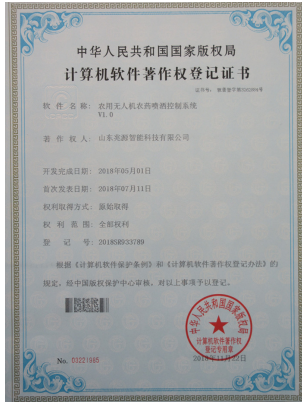
Certification & Photos -- High-tech Enterprises



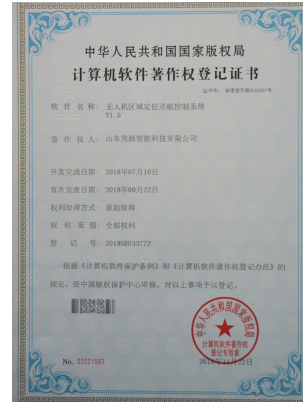
Certification & Photos -- Integrated Circuit Layout Design



Certification & Photos -- Software Copyright



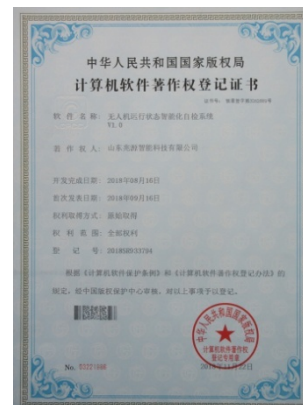
Certification & Photos -- Software Copyright



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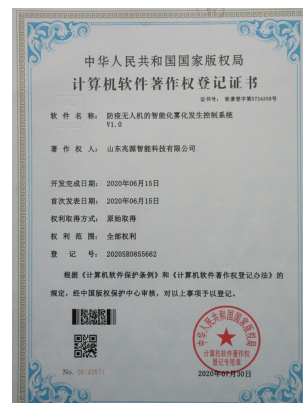
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Patent Photos

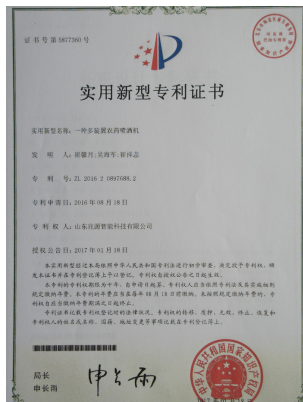
Certification & Photos -- The patent for utility model



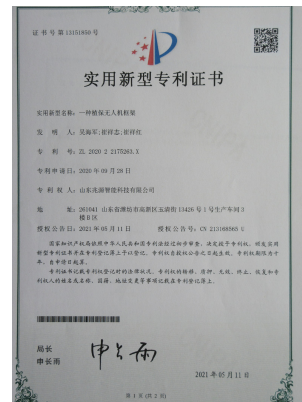
Certification & Photos -- The patent for utility model



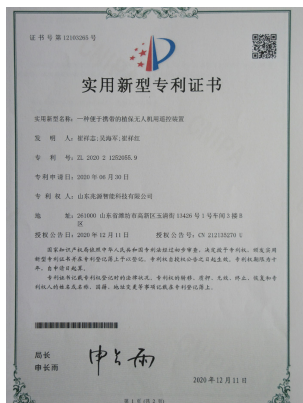
Certification & Photos -- The patent for utility model



Certification & Photos -- The patent for utility model



Certification & Photos -- The patent for utility model



Certification & Photos -- The patent for utility model

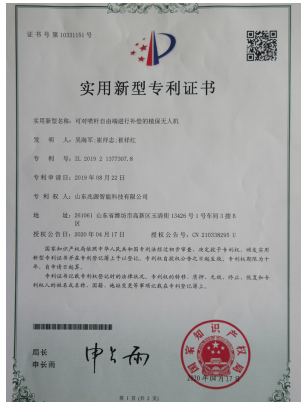




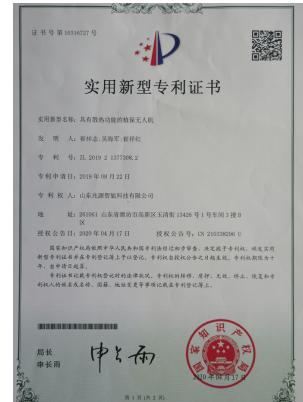
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Certification & Photos -- The patent for utility model



Certification & Photos -- The patent for utility model



Product Certification Photos

Certification & Photos -- CE



Certification & Photos -- FCC



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N/A

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N/A

N/A

Section 12: Company and Product Samples

Company and Product Samples			
Company Gate		Office	
			
Showroom		Workshop	
			
Product Sample		Product Sample	
			
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Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Product Sample



Section 13: Competitive Advantages

13.1 Product Group Capacity		
13.1.1 Products Sold (Within 12 Months)		
Products Name	Quantity	Revenue (USD)
Agriculture Drone	400 sets	Confidential
13.1.2 Suppliers Cooperated With (Within 12 Months)		
No. of cooperation suppliers (total)	Confidential	
No. of suppliers (which cooperated over 2 times)	Confidential	
No. of provinces which cooperation suppliers belong to	Confidential	
Would the company like to provide design solution service for integration project?	☒ Yes ☐ No	
If yes, these projects include	Meet the customization requirement of customers	
Would the company like to provide a total solution for purchasing?	☒ Yes ☐ Part, _____ ☐ No	
If yes, please describe it	Provide related products and parts	
13.1.3 Real Case Description:		
Customer Name	Confidential	
Customer Country	Confidential	
Customer Region	Confidential	
Products Category	Confidential	
Order Value (USD)	Confidential	
Order Processing Process	Confidential	
Customer's Feedback	Confidential	
13.2 Real Case for Lower MOQ & Lead Time		
Products Name	MOQ (Within 12 Months)	Lead Time
Agriculture Drone	1 set	3 days
MOQ for each item	☒ less 10 ☐ 10-20 ☐ 20-50 ☐ 50-100 ☐ 100-300 ☐ above 300	
13.3 Real Case for Large Contract & Lead Time		
Products Name	Order (Within 12 Months)	Lead Time
Agriculture Drone	40 sets	20 days
13.4 Overseas After Sales Service Capacity		

13.4.2 If yes, what onsite after-sales services are included		Location	Evidence- provided	Self-description
Equipment -installation, maintenance and other services	☒ Yes ☐ No	Brazil; Iran; Colombia; Mexico; Venezuela	Agency agreement	Product sales, equipment debugging, maintenance and other services
Technical advice	☒ Yes ☐ No	Brazil; Iran; Colombia; Mexico; Venezuela	Agency agreement	Product sales, equipment debugging, maintenance and other services
Personnel training	☒ Yes ☐ No	Brazil; Iran; Colombia; Mexico; Venezuela	Agency agreement	Product sales, equipment debugging, maintenance and other services
Other		N/A	N/A	N/A
13.4.3 Average response time	6 hours			
13.5 After-sales service capacity				
Does the company accept small order?	☒ Yes ☐ No			
Experience with large-scale procurement contracts				
Have you had a procurement contract with a Fortune 500 company?	☒ Yes ☐ No			
Overseas service center				
Do you have an overseas onsite service center?	☒ Yes ☐ No			
The country/region of your overseas service center	Brazil; Iran; Colombia; Mexico; Venezuela			
Overseas showroom				
Do you have an overseas showroom?	☐ Yes ☒ No			
The country/region of your overseas showroom	N/A			
Offline trade show				
Have you participated in offline trade shows?	☒ Yes ☐ No			

Tradeshow name	The 25th Argentina Agricultural and Agricultural Machinery Exhibition in 2019	Official images from the trade show
Date attended	26/Jun./2019	
Host Country/Region	Argentina	
Tradeshow name	Malaysia Agriculture Exhibition in September 2019	Official images from the trade show
Date attended	27/Sep./2019	
Host Country/Region	Malaysia	
Centralized procurement		
In the past 12 months, have you sold products from at least three sub-categories?	☐ Yes ☒ No	
Overseas warehouse		
Do you have an overseas warehouse?	☐ Yes ☒ No	
The country/region of your overseas warehouse	N/A	

-- End of Report --