GGA INTELLIGENCE

NEW VENDOR INTELLIGENCE

Desk + Subject Information + On-Ground Verification

WEBSITE SAMPLE — EXECUTIVE SUMMARY | NV-01

GGA VIEW
YES, WITH CAUTION — The supplier appears capable of supporting the proposed requirement. Capacity and operating infrastructure were verified. Customer concentration and dependence on one critical machine are the main continuity points.

EXECUTIVE SUMMARY

A concise management view. The full GGA assessment also includes detailed analysis, evidence, source references and supporting schedules.

30 seconds — the answer

Client requirement	Value
Expected annual purchase from client	₹8.0 crore
Typical monthly requirement	₹55–70 lakh
Criticality	Critical
Single-source	No — second source under qualification
Advance exposure	₹20 lakh
Switching time	4–6 months
Supplier latest revenue	₹52 crore
Client purchase / supplier revenue	~15%

Why

- Supplier revenue is approximately ₹52 crore; the proposed ₹8 crore annual purchase would represent about 15% of current revenue. Installed capacity and observed activity were consistent with the proposed requirement.
- Latest financials showed positive profit and operating cash flow; borrowings were stable.
- Subject stated ~72% utilisation, leaving headroom for the proposed programme.
- Top two customers represented ~54% of revenue.
- One specialised machine is critical; backup capacity is through an external partner.

5 minutes — continuity case

Area	Evidence	Reading
Financial resilience	Positive PBT and operating cash; stable debt	No immediate funding concern
Capacity	~72% stated utilisation; active plant observed	Appears adequate
Manpower	Stable workforce; statutory evidence	Supports continuity

Area	Evidence	Reading
Quality	ISO system; client sample approval pending	Technical qualification still required
Dependency	Top two customers ~54%	Concentration point
Critical equipment	One key machine; external backup	Specific continuity point

Subject information

- Capacity/utilisation and available headroom.
- Customer concentration, raw materials and lead times.
- Subcontracting/backup, quality certifications, insurance, tooling/assets, capex and manpower.

On-ground verification

- Premises and operating plant verified.
- Relevant machinery, inventory and quality/testing area observed.
- No material contradiction with the stated operating profile.

Legal/compliance

No material adverse insolvency, auditor or regulatory issue identified. Product/industry approvals remain subject to the client's technical qualification.

FULL REPORT AVAILABLE

GGA also provides the detailed assessment, including supporting financial analysis, evidence register, source references, questionnaire/verification findings where applicable, and detailed schedules.

Illustrative website sample. Company identity and selected commercial details have been withheld for website presentation. This is not a credit rating, audit, assurance opinion or recommendation to transact. The client's authorised team remains responsible for commercial decisions.