Request For Information

Introduction

xxx has been present in Europe since 1998 with currently 16 Branches in 8 Countries: United Kingdom, France, Italy, Portugal, Spain, Belgium, Croatia and Germany.

is part of XX which is our Louisiana based parent company and is quoted under "Pool" on the NASDAQ stock market. With over 4,500 employees Worldwide and 375 sales centers, XX is the World's Leading Distributor of Pool & Spa Equipment and Leisure-Related Products. Our stock holding is diverse with over 160,000 products in our network inventory and is distributed to over 100,000 professionals worldwide and encompasses Construction Materials, Replacement Parts through to Pool Care Products, Spa's, Sauna and Well-Being. Through our Horizon Division in the USA, we are also leading distributors for Landscape & Irrigation products.

The commitment of XX is to develop the Pool & Spa Market, ensuring growth of our customers businesses, while constantly improving the quality of service offered which is all focused on the common goal of providing exceptional value.

This Request for information should be completed and returned, within one week, to: XX.mennetret@XX.com

XX Europe will respond to suppliers' requests for clarification. All questions regarding this RFI should be directed to XX xxx

Instructions

This RFI contains a total of 3 main parts detailed below:

Introduction & Instructions: presentation of the objectives and timetable of the RFI.

Company & Contact Information: Contact information about your company.

Business Overview: Key business, financial and corporate responsibility information about your company.

XX Europe	
To:	XX Mennetret
Email:	XX.mennetret@XX.com
Tel number:	

Company Information

Company Name	
Office Address	
Factory address	
Other production location address	
Company Website	
Have you got a printed catalog of your products?	yes

Contact Information

Contact Person	Firas Sakas
Title	Marketing & Product Director
E-mail	Firas.Sakas@hydrarobo.com
Tel	
Fax	
Mobile phone	+972549488943
Alternative contact person	xxx
Title	General Manager
Email	xxx
Tel	+972549488943

Business Overview

I. Company Background

When was your company founded?	2022
What is the nationality/region of your company?	China
What is the work floor size (m²)?	120,000m² including the factory See Links : https://qrco.de/bei04W https://hydrarobo.com/production-site/

	2024 forecast	2023 actual	2022 actual	2021 actual
Revenue/Turnover (in USD)			/	/
Raw material annual purchase (in USD)			/	/

Please provide your production breakdown across your different ranges of products	Name	Please provide us your breakdown sales (%)	Please provide us your breakdown production (%)
	swimming pool cleaning robot		
	Solar pool skimmer		
	ODM/ OEM		

Do you outsource some of your production? Y/N	Yes
Is it only small components? Y/N	Yes
If full products, please list the products or ranges.	Swimming pool cleaning robot, Solar Skimmer, ODM & OEM

	Company names	Country	% of your turnover
Who are your top 5 customers?	xx	China	20
	xx	China	20
	xx	France	15
	xx	Spain	15
	xx	China	5

	Domestic (%)	France (%)	Spain (%)	Italy (%)	Other European countries (%)	US (%)	Others (%)	Total (%)
% sales geographic breakdown	5	10	10	0	20	40	5	100

Are you currently conducting any business with XX / XX, either as a Supplier or Customer? If yes, indicate what products and services are Supplied &/or procured, and with which XX / XX divisions/locations you are trading.	Not yet
Who do you see as your main competitors and why?	**XXxx()** - One of the largest and most well-known pool robot brands. They have a wide range of products at various price points and are known for high quality and reliability. Their brand recognition and distribution channels pose a challenge. **xxx ()** - Another major brand in pool robots. Like Maytronics, they have a diverse product line and a reputation for performance. Their distribution network and partnerships with pool builders are a potential advantage.
What do you feel differentiates you from your competitors?	Our concept as an answer for the Competition Advantage: 1. **AI Navigation:** Our robot employs an intelligent algorithm that navigates and plans cleaning paths systematically, ensuring efficient and thorough cleaning. 2. **Cordless Control:** Aqua sense remote allows seamless underwater control, enhancing user experience and convenience. 3. **IoT Connectivity:** Enables remote monitoring and control, providing unmatched convenience and accessibility. Our IOT control is also in Coless mode which is a unique advantage 4. **4D Cleaning:** Cleaning buoy adds a surface cleaning dimension for comprehensive results. 5. **Multiple Diving Motors:** Four independent motors optimize navigation and manoeuvrability. 6. **Multi Active Brushes:** Four active brushes offer superior cleaning performance. 7. **OTA Updates:** Continuous software updates ensure top-notch performance. 8. **Pool Mapping**: Future feature providing valuable insights about the cleaning to be OTA updated ab apri 2024 9. **Hybrid Power:** Cordless and power supply operations for optimal cleaning. 10. **Easily Changeable Battery:** Added convenience for users and selling options and margin. 11. **Voice Control:** Integration with voice assistants for hands-free operation. 12. **Solar Power Compatibility:** Option for eco-friendly power source. (in development) 13. **Anti-Collision Sensors:** Prevents damage to both the robot and pool surfaces. 14. **Mechanical Reparability**: Repairable in the mechanical aspect with future provisions for motor and electrical card changes, providing more margin opportunities for B2B and fair repair prices for B2C. 15. **Competitive Warranties and After-sales Support:** Ensures customer satisfaction. 16. **Continuous Innovation:** Focuses on developing new features to stay ahead of the competition, including plans for a robot for bio pools and commercial pools up to 25 meters. 17. **Private Labelling**: Enables private labelling by choosing robot colours
Summary of Competitive Readiness	With our cutting-edge technology and unmatched performance features, coupled with competitive pricing strategies and value-added benefits, we are poised to secure a significant market share in highly competitive markets. Our advanced AI navigation, IoT connectivity, and unique 4D cleaning capabilities set us apart from competitors, ensuring superior cleaning performance and user experience. Additionally, our flexible pricing options cater to diverse budgets, while our warranty policy, exceptional customer service, and robust manufacturing abilities foster confidence in our product reliability and support. Furthermore, our unparalleled customization options, tailored cleaning capabilities, and extendable power features cater to the specific needs of both B2B and B2C customers, enhancing our market appeal and versatility. Through XX Disputations and our extended cooperation as an ODEM OEM, we are positioned not only to meet market demands but also to drive innovation and continuous improvement. Together, we are confident in our ability to gain significant market shre, delivering exceptional value and establishing long-lasting success in the pool cleaning industry.
Are your products already distributed by a distributor?	not yet, negotiations are scheduled after sample testing by customers.

	Note: We consider our potential partnership XX partnership as a strategic partnership
If yes, by whom	/

II.   Human Resources

	Management & Sales	Quality Control	Designers	Engineers	Workers	Others
How many people do you have in these positions?	10	6	4	23	120	As needed

III.   Corporate Responsibility

Do you adhere to all rules and regulations in respect to child labor? (Y/N)	Yes
Do you adhere to all rules and regulations in respect to environmental issues? (Y/N)	Yes
Do you adhere to all rules and regulations in respect to health and safety issues? (Y/N)	Yes

IV.   Production

What is the average lead production time (in days)?	600 pcs and can be increased to 1000 within 2 weeks' notice
Do you have your own facilities/machines for packaging?	Yes
What types of packaging can you provide?	1. Colorful cartons with bard and PL design 2. white box 3. brown Caton 4. Molded Pulp Tray

Steps part of your internal production process	**Customer Order Management**	Use of PLM and ERP: Customer orders are received and entered into the ERP system, which triggers the PLM system to retrieve relevant product information and specifications.	
	Product Customization and Planning	Use of PLM and ERP: PLM and ERP systems collaborate to customize the product according to the customer's specifications. PLM manages product design and engineering changes, while ERP handles resource planning, scheduling, and material requirements.	
	Material Procurement:	Use of ERP: ERP system generates purchase orders for the required materials based on the customized product specifications. It tracks the procurement process, including supplier selection, order placement, and delivery scheduling.	
	Material Delivery to setups to the assembly track	Use of ERP: The ERP system generates delivery from a specific storage-controlled system per order for the required materials based on the customized product specifications. It tracks the procurement process, including supplier selection, order placement, and delivery scheduling.	
	Quality Control and Assurance	Use of Quality Management System (QMS): QMS system oversees quality control throughout the production process. It ensures that materials meet quality standards, conducts inspections at various stages of production, and implements corrective actions as needed.	
	Station Assembly on a Moving Track	Use of Station Assembly Methods: Assembly stations are set up along a moving track, allowing for efficient and continuous assembly of customized products. Each station is dedicated to specific assembly tasks, with materials and components delivered to the workstation as needed.	
	Documentation and Work Instructions	Use of Documentation Systems: Documentation systems provide work instructions, assembly guidelines, and quality standards to operators at each assembly station. This ensures consistency, accuracy, and compliance with production requirements	
	serial Number Assignment	Use of ERP: ERP system assigns unique serial numbers to each customized product for traceability and identification purposes. This information is recorded and tracked throughout the production process and is essential for warranty management, quality control, and post-sales support	
	Packaging and Labelling	Use of Packaging Requirements and ERP: Packaging materials are selected and prepared based on the customized product specifications and packaging requirements. ERP system coordinates packaging activities, including inventory management of packaging materials, labeling, and packaging design.	
	Loading in Containers	Use of ERP and Inventory Control: ERP system manages the loading of finished products into containers for shipment. It optimizes container space utilization, coordinates loading schedules, and ensures accurate documentation and labeling for each container.	
	Inventory Control	Use of ERP and Inventory Control: Throughout the production process, ERP's inventory control module tracks the movement of materials and finished goods. It helps optimize inventory levels, minimize stockouts and	

	Type of machines	Name	Usage	Number of machines
			excess inventory, and provides real-time visibility into inventory status.	
How many machines do you have in your factory (please list each type°	**Electronics Card Manufacturing**	SMT (Surface Mount Technology) Machines	Used to place electronic components onto PCBs.	2
		Reflow Ovens	Solder paste is melted to form solder joints to attach components to PCBs.	1
		Pick and Place Machines	For handling the PCB cards	2
		AOI (Automated Optical Inspection) Machine	Used to inspect PCB assemblies for defects after the SMT process.	1
		Flying Probe Tester	Used to electrically test PCB assemblies	1
		Wave Soldering Machine	Wave Soldering Machine	1
		Cleaning System	Cleaning System	1
	Robot Chassis Manufacturing	Robot Chassis Manufacturing:	Create the polymer body of the robot according to the mold design	3
		Robotic Handling Systems	Handles the pieces without scratches	2
	Assembly and Testing	Assembly Lines:	Stations for different ass Assembly steps	3
		Automatic Screwdriver Machines	sed to assemble electronic and mechanical components onto chassis.	12
		Leak Tester	Used to test assembled Motor units for air leaks	3
		Functional Test System	sed to validate assembled robots meet functional specifications.	3
	Final Testing and Packaging	Final Vision Inspection	Used for final visual inspection of aesthetics.	2
		Final Performance Testing	stations. Used for final validation of performance to specs.	3
		Weighing Scale -	Scale Used to weigh final packaged robots.	3
		Packaging Machine - 1 machine.	Used to package robots in boxes.	2
		Box Sealing Machine - 1 boxes.	machine. Used to seal packaged	2
		Data Logging Systems	sed to record manufacturing and test data for quality tracking.	2
		Connectivity to Cloud	Checking Connectivity to Cloud	3
		Printers	For user manual and quick quid	2
		Palletizing Robot - 1 robot.	Used to stack and palletize sealed boxes for shipping	2

What is the average worker's wage (in USD or RMB)?	RMB 21000 equals 2700 euro

Production capacity schedule / Free capacity	82% and we have more space to increase the production line
Peak season	November to May
What are your payment terms?	We offer several payment terms depending on the customer and quantities: 1. 30% advance payment and the rest of credit terms include a net 30 days. 2. Early Payment Discounts: till 10 days net payment we offer 2% credit note discount 3. We are glad to negotiate further
Do you offer any Volume or early buy discount? If so what is the program?	Volume and early buy discounts as indicated in the table of the quotation and bonus plan tables. See below

Please list your top 5/10 items and provide a quotation (can be in a separate file)	See please the table of the quotation. See below

Products	Minimal Quantity	P/N	Price in euro	Recommended Retail Price
Professional Line				
Hydro Cordless "9600"				
Hydro Cordless "15000"				
Hydro Power 15M				
Hydro Power 18M				
Hydro Hybrid 9600 15m				
Hydro Hybrid 1500 18m				
Hydro Cordless IOT				
Hydro 4D cleaning				
Hydro 4D hybrid cleaning				

Products	Minimal Quantity	P/N	Price in euro	Recommended Retail Price
Main Items				
Robot only (without battery)				
Battery 9600 mAh				
Battery 15000 mAh				
IoT Power Supply				
Flouting cable 15 m 3 wire				
Floating Cable 18 m 3 wire				
IOT Signal buoy				
IOT Cleaning buoy				
Aqua Sense Remote control				
Robot Chassy				
Front-Brush complete set				
Back Brush complete set				
Filter Basket				
Filter*2pcs				
Wheels				
Motor Gear				
External gear				
internal Gear 1				
internal Gear 2				
Drive Motor				
Impeller Motor				
impeller propeller				
infrared Sensors				
Sonar Sensor				

Bonus plan

NC%	Bonus structure
Exceptional performance	A) For reaching minimum Orders of 200 units, the **Distributor** will be entitled to get a 2.5% Bonus in NC units. B) For reaching Orders above 500 units, the **Distributor** will be entitled to get a 3.5% Bonus in NC units. C) For reaching Orders above 1000 units, the **Distributor** will be entitled to get a 4% Bonus in NC units. D) A 3% discount in N.C. units for orders placed at least 60 days before the start of the manufacturing cycle. E) A 2 % discount in N.C. units for orders placed at least 30 days before the start of the manufacturing cycle. F) We are open for negotiations

Special Terms

Special terms
We are open to hearing you suggestion as negotiations progress

II.	**Quality, Environmental and Product Certification**

| Please list the certificates that your items can pass (CE, REACH, RoHS, NF…) | • CE Marking: Indicates compliance with European Union (EU) health, safety, and environmental protection standards for products sold within the European Economic Area (EEA).

• RED 2.4G wifi+BT+FCC SDOC+FCC ID

• REACH: Stands for Registration, Evaluation, Authorization, and Restriction of Chemicals. It's a regulation of the European Union addressing the production and use of chemical substances.

• NF (Norme Française): French standards covering a wide range of products and industries, ensuring quality, safety, and environmental compliance. (in Progress)

• RoHS (Restriction of Hazardous Substances): Directives restricting the use of specific hazardous materials in the manufacture of various types of electronic and electrical equipment.

• CB Rechargeable Li-ion Battery (with approval cell)

• TUVus test report(Rechargeable Li-ion Battery (with approval cell)

• UN38.3 test report + test summary TUVSUD(Rechargeable Liion Battery Pack+ Cel)

• DGM 空海运鉴定书(Rechargeable Li-ion Battery Pack+ Cell) |

		Yes/No	**Date of Issue**	**Certificate Organization**
What quality and environmental regulations do you have?	ISO 9000	Yes	Sep.22nd,2023	Bureau Veritas
	ISO 14000	Yes	Mar.4th,2021	SBI
	AQL standard	In progress	Expected in the middle of March 2024	
	UL	In progress	Expected in the middle of March 2024	
Please list the social compliance audit that you have passed	BSCI	In progress		
	SA 8000	In progress		
	SMETA	In progress		
	Others	If needed, we are willing to comply with XX requirements		

Do you have your own internal laboratory for quality testing? (Yes/No)	Yes
Describe your Quality Assurance programs	A Quality Assurance (QA) program for manufacturing a pool-cleaning robot at XXinvolves various processes and activities to ensure that the final product meets high-quality standards and performs effectively. Here's an outline of what such a QA program might entail: **Quality Policy and Objectives:** Define a quality policy statement outlining the commitment to producing pool-cleaning robots of the highest quality. Set clear quality objectives that align with customer expectations and regulatory requirements. **Product Design and Development:** Implement a structured product development process that includes thorough design reviews, prototype testing, and validation to ensure that the robot meets performance specifications, safety standards, and reliability requirements. **Supplier Quality Management:** Establish criteria for selecting suppliers of components and materials used in the manufacturing process. Conduct supplier audits to assess their quality management systems and ensure compliance with quality standards. Maintain strong relationships with suppliers to address any quality issues promptly. **Manufacturing Processes Control:** Implement robust manufacturing processes with standardized procedures and work instructions to ensure consistency and repeatability. Monitor key process parameters and conduct regular process audits to identify and address deviations or non-conformities. **In-process Inspection and Testing**: Conduct inspections and testing at various stages of the manufacturing process to verify product quality and adherence to specifications. This may include dimensional checks, functional testing, and performance validation tests for features such as navigation, suction power, and debris removal efficiency. **Final Product Inspection**: Perform comprehensive inspections and testing on finished pool-cleaning robots to verify that they meet all quality requirements before they are released to the market. This includes functional tests, waterproofing checks, and cosmetic inspections to ensure the product's overall appearance. **Quality Records and Documentation:** Maintain accurate records of all quality-related activities, including inspection reports, test results, and corrective actions taken. Document changes to product specifications or manufacturing processes and ensure that documentation is easily accessible for review and audit purposes. **Continuous Improvement:** Implement a culture of continuous improvement by collecting feedback from customers, analyzing data on product performance and quality metrics, and identifying opportunities for enhancement. Implement corrective and preventive actions to address root causes of quality issues and drive ongoing improvement efforts. **Regulatory Compliance**: Ensure compliance with relevant regulatory standards and certifications applicable to pool-cleaning robots, such as safety standards for electrical equipment, electromagnetic compatibility (EMC) requirements, and environmental regulations. **Training and Competence Development:** Provide training to manufacturing personnel on quality policies, procedures, and best practices. Foster a culture of quality awareness and empower employees to identify and address quality issues proactively.

		Please be precise on how often each of these equipment is used.
Which equipment in your own laboratory for quality testing?	Air tightness test fixture	100% fully inspected 5 units/half a year 5 units/half a year 5 units/half a year
	Ultrasonic testing	100% fully inspected
	equipment oscillograph	For incoming inspection
	Hot and cold shock box	5 units/half a year
	Transport Vibration	5 units/half a year
	Tester Drop Tester	5 units/half a year
	Electrical load simulation	At development and products as needed

Please list other testing equipment available in your internal quality testing department	Adjustable Power Supply (AC), Tachometer, Multimeter, Battery Comprehensive Tester, Multimeter, Adjustable Power Supply (DC), electrical signal simulator, electrical and current load, and heat simulator

	Please describe your quality process
Please list the standard tests that are part of your incoming raw material quality control	
Please list the standard tests that are conducted during the production as part of your quality control procedure	
Please list the standard tests that are conducted on finished products as part of your quality control procedure	
Do you have other tests that are parts of your standards quality control process? If yes, please describe	Any other test requested by XX will be met