



EASTVALE ELECTRONICS (HK) LIMITED

東谷電子（香港）有限公司

COMPANY & SERVICE BROCHURE • 2026

One-Stop Supply Chain Solutions & Cost Optimization

Global Electronic Components Distributor

GLOBAL RESOURCES. OPTIMIZED DOWN TO EVERY CENT.

01 About Eastvale

ABOUT US • COMPANY PROFILE

Eastvale Electronics is a global electronic components distributor dedicated to **one-stop supply chain solutions and cost optimization**. By integrating quality manufacturers and channel resources worldwide, we provide BOM one-stop kitting, VMI inventory management, cost-down & alternative analysis, lead-time orchestration, and supply chain finance.

From R&D prototyping to mass-production ramp-up, from single-part sourcing to full supply chain outsourcing, Eastvale helps customers cut procurement costs, shorten lead times, and free up management bandwidth — turning the supply chain into a competitive edge rather than a burden.

11 Yrs

Industry experience

Global

Manufacturer & channel network

One-Stop

From BOM kitting to full outsourcing

Milestones — 11 Years of Growth with Our Customers

PHASE	WHAT WE BUILT
Foundation	Rooted in Hong Kong, connecting Asia's electronics manufacturing belt; built our first manufacturer and franchise partnerships serving early industrial customers.
Capability Building	Established BOM one-stop kitting and cost-down alternative analysis — upgrading from single-part supply to full-order delivery.
Global Expansion	Supplier network expanded across the Americas, Europe, Japan, Korea, Southeast Asia and Greater China, with cross-region allocation and lead-time orchestration.
Supply Chain Outsourcing	Launched VMI inventory management and supply chain finance — evolving from a components distributor into a one-stop supply chain solutions partner.

OUR PHILOSOPHY

Global resources, optimized down to every cent.

Through volume aggregation, channel integration and process optimization, we help customers lower procurement costs, shorten lead times and free up management bandwidth.

02 Core Capabilities

FIVE CAPABILITIES COVERING THE FULL SUPPLY CHAIN

CAPABILITY	WHAT IT DELIVERS
BOM One-Stop Kitting	One order, fully kitted — replacing fragmented multi-vendor purchasing and its overhead.
Cost-Down & Alternatives	Alternative analysis plus volume aggregation — cost reduction applied to every line item.
VMI Inventory Management	Vendor-managed inventory: draw on demand, settle after use — no stock pressure on you.
Global Sourcing & Delivery	Global manufacturers and channels under unified scheduling, with cross-region allocation and lead-time orchestration.
Supply Chain Finance	Flexible payment terms and financing support that align purchasing pace with your cash flow.

Service 01 — BOM One-Stop Kitting: One BOM. Fully Kitted.

Send us your BOM — Eastvale handles part verification, quoting, purchasing, kitting and delivery end to end, collapsing multi-vendor, multi-batch, multi-currency complexity into a single engagement.

01 BOM Import & Verification

Engineers verify part numbers, packages and date codes line by line, flagging high-risk and EOL parts.

02 Global RFQ & Comparison

Our worldwide supplier network quotes in parallel; sourcing decided on price, lead time and quality.

03 Kitting & QC

Consolidated receiving, visual and label inspection, work-order kitting.

04 One-Stop Delivery

Complete orders delivered to your factory with full documentation; ERP / MRP integration supported.

WHAT CHANGES FOR YOU

Dozens of vendors become one interface; purchasing workload drops sharply; shortage and wrong-part risks are managed upstream by Eastvale.

03 Cost-Down & Alternatives

SERVICE 02 · COST OPTIMIZATION, DOWN TO EVERY PART

Three Levers of Cost Reduction

- A

Alternative Analysis
For overpriced, shortage or EOL parts, we propose pin-compatible alternatives with validation support — same performance, lower price.
- B

Volume Aggregation
Demand from multiple customers is pooled into volume orders, securing better pricing and allocation from manufacturers and top-tier channels — savings passed on to you.
- C

Process Optimization
Integrated logistics, customs, warehousing and settlement strip out hidden transaction costs and shorten the cash cycle.

WHERE ALTERNATIVES APPLY

- Costly imports → value equivalents
- Long-lead parts → in-stock channels
- EOL parts → compatible replacements
- Single-source → second-source plan
- Whole BOM → full cost health-check

Service 03 — VMI Inventory Management: Inventory on Us. Flexibility for You.

Eastvale pre-stocks against your forecast in on-site or nearby warehouses. You draw parts as needed and settle after use — inventory holding and obsolescence risk stay with us.

TRADITIONAL PURCHASING	EASTVALE VMI MODEL
Customer buys out stock upfront	We pre-stock against forecast
Forecast misses → surplus + shortage	Draw on demand, settle after use
Heavy capital lock-up, slow turns	Dynamic replenishment at set levels
Warehousing costs on your books	Obsolescence risk managed by us

Best for: long-cycle production materials · volatile-demand commodity parts · asset-light, fully managed procurement.

04 Global Sourcing & Delivery

SERVICE 04 · GLOBAL RESOURCES, UNIFIED SCHEDULING, RELIABLE DELIVERY

Hong Kong serves as Eastvale's dispatch hub, coordinating four regional supply zones. One window to global supply — you never have to manage cross-border purchasing complexity.

REGION	SUPPLY STRENGTH
Americas & Europe	Direct from brands · franchised channels
Japan & Korea	Precision parts · automotive grades
Greater China	Spot market · rapid response
Southeast Asia	Manufacturing synergy · local delivery

- **Lead-time orchestration** — cross-region allocation against your production calendar
- **Unified QC & customs** — one inspection and clearance standard across origins
- **Door-to-door delivery** — consolidated logistics with full documentation

Service 05 — Supply Chain Finance: Align Purchasing Pace with Your Cash Flow

Component purchasing often ties up significant working capital. Eastvale's supply chain finance smooths your cash flow — leaving capital for R&D and growth.

01 Flexible Payment Terms

Credit terms based on partnership depth and credit assessment, easing cash pressure during production ramp-up.

02 Stocking Fund Support

Long-lead and strategic buffer stock financed by Eastvale; you settle in stages as goods are delivered.

03 Risk-Sharing Mechanism

Lock-in options against price and FX volatility within credit periods, making procurement costs predictable.

CAPITAL LOCK-UP (ILLUSTRATIVE)

Traditional buy-out: full prepayment

Eastvale finance plan: sharply reduced

Credit terms and financing significantly lower peak capital lock-up in procurement (actual terms subject to mutual agreement).

05 Global Supplier Network

A SUPPLY NETWORK SPANNING THE GLOBE

Eleven years of accumulated global resources form the foundation of Eastvale's pricing power and delivery capability. Four complementary channel tiers ensure every requirement has an answer.

CHANNEL TIER	ROLE
Direct from Manufacturers	Direct partnerships with leading manufacturers worldwide — traceable genuine parts, transparent pricing, stable allocation.
Franchised Distribution	Tier-one franchised distributors and catalog houses across the Americas, Europe, Japan, Korea and Greater China — legitimate and verifiable.
In-Stock Channels	Real-time global spot-inventory search — fast lock-down of shortage and obsolete parts for urgent shortages.
OEM / EMS Synergy	Inventory interflow with manufacturing partners — excess stock revitalized into a two-way resource cycle.

Four complementary tiers → price benchmarks, lead-time options, stock for shortages.

Industry Focus — Component Specialists for Industrial Applications

Industrial Control

PLCs, inverters, servo drives, instrumentation. Strong in long-lifecycle parts management, EOL succession and industrial-grade quality control.

MCU

Power Devices

Isolators

Connectors

Power Mgmt

New Energy & Power

PV inverters, energy storage, charging piles, telecom power. Selection and cost-down of power semiconductors and magnetics are our strengths.

IGBT

SiC

Gate Drivers

Shunt Resistors

Relays

Automotive Electronics

Lighting, ECUs, BMS, infotainment. Well-versed in AEC-Q requirements, long-term supply of automotive-grade parts and PPAP documentation.

Auto MCU

MOSFET

LDO

CAN

Crystals

More Industrial Fields

Proven service experience across medical devices, security systems, rail transit, robotics and other high-reliability industrial sectors.

Medical

Security

Rail

Robotics

Telecom

06 Quality & Service Process

TRACEABLE QUALITY, TRANSPARENT PROCESS

Quality Assurance System

- **Source control** — manufacturers and franchised channels first; full traceability records kept for every lot
- **Incoming inspection** — visual, label, package and marking checks; third-party testing when required
- **Warehouse standards** — temperature & humidity controlled, ESD-safe, dedicated MSD handling
- **Exception response** — rapid fault isolation, return/replace first, closed-loop root-cause reports

Standard Service Process

- 1 Requirements**
Submit BOM / RFQ
- 2 Proposal & Quote**
Verification + alternatives + pricing
- 3 Execution**
Purchasing · kitting · QC
- 4 Delivery & Settlement**
Logistics · full documentation
- 5 After-Sales**
Exception handling · review & improve

A dedicated owner at every step, with visible milestones and proactive progress updates.

VALUE FOR YOU

↓ **Cost** · ↓ **Lead Time** · ↓ **Effort**

Volume aggregation and alternative analysis systematically lower your total BOM cost; global spot search and lead-time orchestration shorten the path from RFQ to kitted delivery; one interface manages all purchasing — freeing your procurement and engineering teams.



CONTACT US

Let's Build a Smarter, More Efficient **Supply Chain** Together

EASTVALE ELECTRONICS (HK) LIMITED

東谷電子（香港）有限公司

EMAIL jenina@eastvalele.com

TEL +852 5412 3016

GLOBAL RESOURCES. OPTIMIZED DOWN TO EVERY CENT.