

- a. volume
- b. variety
- c. range
- d. price
- e. reliability
- f. adherence to B2B standards/certification
- g. other: _____

4. If sourcing from Country B, how does it feature compared with your other main suppliers in terms of: Scale from 1 (worse) to 5 (better)

1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5

- a. volume
- b. variety
- c. range
- d. price
- e. reliability
- f. adherence to B2B standards/certification
- g. other: _____

5. What is your role in relation to sourcing from Country A/B?

Country A: _____

Country _____ B:

6. When did sourcing from Country A/B begin? (year)

Country A: _____

Country B: _____

7. What is the main product and % of orders, sourced from Country A and Country B respectively?

Country A: main product: _____ % orders: _____

Country B: main product: _____ % orders: _____

8. Are textiles or any inputs supplied to producers? (Delete as appropriate)

Country A: No/Yes

Country B: No/Yes

9. If yes to Q8, where are these inputs sourced from?

For Country A: sourced from: _____

For Country B; sourced from: _____

10. If no to Q8, has responsibility for sourcing been devolved to the garment producer?

Bangladesh: No/Yes

Cambodia: No/Yes:

11. Overall, what are your main motivations in terms of sourcing from:

Country A		Country B	
Cost of production:	Yes/no	Cost of production:	Yes/no
– Cost of labour:	Yes/no	– Cost of labour:	Yes/no
– Ease of doing business:	Yes/no	– Ease of doing business:	Yes/no
– Other infrastructure	Yes/no	– Other infrastructure	Yes/no
Adherence to B2B standards	Yes/no	Adherence to B2B standards	Yes/no
Other certification	Yes/no	Other certification	Yes/no
Government support:	Yes/no	Government support:	Yes/no
Skilled labour force:	Yes/no	Skilled labour force:	Yes/no
Other:		Other:	

12. Do you own factories in either country (if so, please name), or have any other investments within either country?

Country A: No/Yes: _____

Country B: No/Yes: _____

13. What is the nature of the contractual relations (e.g. verbal, written contract) with suppliers in Country A?

Verbal:	yes/no
Written:	yes/no
Other:	
If verbal, how frequently are volumes/prices agreed?	
Monthly:	yes/no
Annual:	yes/no
Other:	

- a. regular and reliable product quality
- b. price
- c. response time
- d. punctual delivery
- e. changes with orders
- f. responding to new demands
- g. other

18. How would you rank Country B in terms of the following indicators? Scale from 1 (weak) to 5 (strong) – please delete as appropriate

1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5
1	2	3	4	5

- a. regular and reliable product quality
- b. price
- c. response time
- d. punctual delivery
- e. changes with orders
- f. responding to new demands
- g. other

19. In what aspects does Country A need to improve most in the coming five years? (Please circle)

- a. reliability
- b. response time
- c. quality
- d. changes to orders
- e. responding to new demands
- f. other: _____

20. In what aspects does Country B need to improve most in the coming five years? (Please circle)

- a. reliability
- b. response time
- c. quality
- d. changes to orders
- e. responding to new demands
- f. other: _____

21. Do you interact with any business associations and where are they based?

Country A:

Nature of interaction: _____

Name/location of association: _____

Country B:

Nature of interaction: _____

Name/location of association: _____

22. Have you provided any assistance to suppliers in Country A in relation to the following? Please circle as appropriate

- a. achieving reliable quality, what/how: _____
- b. upgrading technology, what/how: _____
- c. speeding up response, what/how: _____
- d. punctual delivery, what/how: _____
- e. Training for workers, what/how: _____
- f. Training for managers, what/how: _____
- g. other – please note _____

23. Have you provided any assistance to suppliers in Country B in relation to the following? Please circle as appropriate

- a. achieving reliable quality, what/how: _____
- b. upgrading technology, what/how: _____
- c. speeding up response, what/how: _____

- d. punctual delivery, what/how: _____
- e. Training for workers, what/how: _____
- f. Training for managers, what/how: _____
- g. other – please note _____

24. What major changes, if any, do you envisage regarding your business strategy in the next five years?

25. Do you have any other additional comments in relation to any of the aforementioned questions and responses?

Thank you for your time. All responses will remain anonymous.