

SOURCING DECISION WORKSHEET

Overseas or Closer to Home?

Two parts, five minutes. Tick the box in each row that describes your situation, not the one you wish described it.

1 WHERE DO YOUR CONSTRAINTS SIT?

	OVERSEAS	CLOSER TO HOME
Volume per style	☐ Thousands of units	☐ Hundreds or fewer
Minimum you can commit to	☐ 500+ per colour is workable	☐ You need 40–50 to be viable
Cash before goods exist	☐ You can fund it in full, upfront	☐ You need staged payments
Your design	☐ Settled, and won't change	☐ Still evolving season to season
Speed of correction	☐ Weeks per round is acceptable	☐ You need it fixed in days
What your product needs	☐ Technical fabrics, hardware, embellishment	☐ Premium finishing, short runs
Your timeline	☐ Has slack for sea freight and customs	☐ Fixed date, no slack
Total ticks		

More ticks on the left, and overseas production fits your constraints. More on the right, and producing closer to home does. A near-even split usually means volume is the deciding variable.

2 THE ONE NUMBER MOST COMPARISONS SKIP

Before anything exists, I would pay _____ and then wait _____ weeks to see it.

Fill that in for the overseas quote you're considering. Then ask the only question that matters: if that money left your account today, and the goods arrived that many weeks later with a fault, would the business be fine?

If the answer is no, the unit price was never the real number.

Want the other side of the comparison? Italian Artisan will give you the real minimums, payment structure, and lead time for your product in Italy, so you can compare like with like. italianartisan.com