

Number	Solution	Category	Number	Solution	Category	Number	Solution	Category	Number of solu	Solution	Category
1	Advertising & promotion	1	4	Bulk purchasing	2	3	Automation	3	12	Develop close relationship	4
2	Brand building	1	6	Collecting more quotations	2	7	Cost control	3	34	Negotiation	4
5	Change market direction	1	36	Outsourcing	2	9	Reduce defect rate	3	48	Search new suppliers	4
8	customer management	1	43	Reduce product price	2	10	Reduce labour	3	49	Sign contracts with suppliers	4
11	Multifunctional products	1	45	Reduce supply cost	2	15	Employee training	3	57	Increase satisfaction	4
13	Develop overseas market	1	47	Scale expansion	2	16	ERP	3			
17	Expos	1	62	Strong purchasing	2	19	Increase employee welfare	3			
18	Increase Price	1				20	Improve management	3			
27	Increase sales	1				21	Improve production efficiency	3			
28	information management	1				22	Improve production process	3			
29	Internet marketing	1				23	Improve quality	3			
30	loan	1				24	Improve service	3			
35	New market	1				25	Improve technique and equipments	3			
37	Product differentiation	1				26	Improve yield rate	3			
38	Marketing	1				31	Management	3			
51	Target market needs & trends	1				32	Material substitutions	3			
55	risk sharing	1				33	Move production line	3			
56	Increase investment	1				39	R&D	3			
58	Standardize price	1				40	Recruitment	3			
60	Change product design	1				41	Reduce inventory	3			
61	Insourcing	1				42	Revolution	3			
						44	Reduce production cost	3			
						46	Reduce turnover rate	3			
						50	Talent recruitment	3			
						52	Technology	3			
						53	Vertical integration	3			
						54	Increase labor	3			
						59	Save material	3			