GLOBAL B2B GROUP · BUYER GUIDE · 2026 EDITION

The Buyer's Guide to Global Industrial Procurement

A working reference for enterprise buyers, EPC contractors, engineering firms, food and industrial groups planning capital projects of $250,000 and above.

Global B2B Group · Editorial Standards Board

Independent, buyer-first industrial procurement, sourcing and financing.

1. Why an Independent Buyer-First Partner

Traditional B2B procurement is dominated by supplier-driven marketplaces where the platform is paid to promote sellers. Buyers pay the hidden cost through inflated quotes, biased comparisons and preselected shortlists. Global B2B Group was founded on the opposite principle: **we work exclusively in the interests of the buyer.** Our sourcing support is free for buyers, our revenue comes from qualified suppliers and financing partners who compete on merit, and our only success metric is a successful project delivered on scope, on time and on budget.

This guide is a working reference for procurement leaders, EPC teams, engineering firms, food and industrial groups, developers and government agencies planning capital projects of $250,000 and above. Use it to structure your project, run a defensible sourcing process, evaluate suppliers objectively, and secure the right financing architecture from day one.

2. The Buyer-First Sourcing Model

Core principles

- **Supplier neutrality.** We do not manufacture, distribute or represent any supplier. Every shortlist is built on published criteria, not commercial incentives.
- **One RFQ, multiple qualified quotes.** A single, well-structured RFQ is broadcast to a curated set of pre-qualified suppliers across regions, technologies and price bands.
- **Objective comparison.** Quotes are normalised to a common technical and commercial baseline before you see them — no hidden apples-to-oranges.
- **Risk reduction.** Each supplier passes a background, capacity, references, certification and financial-health screen before entering your shortlist.
- **Financing built in.** Where relevant, the RFQ is prepared in a bankable format that development banks, ECAs and commercial lenders can act on without rework.

3. The 9-Step Industrial Procurement Journey

Step	Activity	Buyer output
1	Project definition & business case	Scope brief, budget envelope, timeline
2	Feasibility & site validation	Feasibility memo, site data, permits list
3	Engineering scope & specifications	Technical specification, drawings, standards
4	Supplier discovery & qualification	Long list → shortlist of 4–8 qualified suppliers
5	RFQ preparation & release	Structured RFQ pack, evaluation grid
6	Bid evaluation & clarifications	Normalised comparison, Q&A log, risk notes
7	Contract negotiation & award	Contract, Incoterms, payment & warranty terms
8	Financing arrangement	Term sheets, ECA cover, disbursement plan
9	Execution, delivery & handover	FAT/SAT, commissioning, warranty activation

4. What a Bankable Project Package Contains

- Validated business plan with market study and offtake evidence
- Technical feasibility study and preliminary engineering package
- Environmental & Social Impact Assessment (ESIA) baseline
- Detailed capex schedule with contingencies (typically 8–15%)
- Financial model with sensitivities on price, volume, FX and interest
- Risk register with mitigation owners and residual scoring
- Compliant procurement plan aligned with lender requirements
- Sponsor equity evidence and shareholder support letters

5. Supplier Qualification Framework

Dimension	What we verify	Why it matters
Legal	Registration, ownership, sanctions, litigation	Contractual enforceability
Technical	Certifications, references, similar-scope delivery	Ability to meet specification
Capacity	Production, lead times, current backlog	On-time delivery risk
Financial	Turnover, solvency, bonding capacity	Counterparty risk
Quality	QA/QC systems, FAT protocols, warranties	Life-cycle cost control
ESG	Environmental, labour, governance	Lender & reputational risk

6. Financing Architecture at a Glance

Most industrial projects of $1M+ combine several instruments. A typical bankable capital stack looks like this:

Layer	Typical share	Providers
Sponsor equity	20–35%	Owners, strategic investors
Senior debt	40–60%	Commercial banks, DFIs
ECA-covered debt	10–30%	EXIM, SACE, K-SURE, Sinosure, UKEF
Mezzanine / subordinated	0–15%	Specialty funds, family offices
Concessional / blended	0–20%	World Bank / IFC, EBRD, AfDB, EIB, IDB

7. Buyer Do's and Don'ts

Do

- Define scope **before** talking to suppliers
- Insist on a normalised commercial comparison
- Reference-check every shortlisted supplier
- Structure payment against verifiable milestones
- Include performance bonds and warranties

Don't

- Take the lowest quote without total-cost-of-ownership analysis
- Accept vendor-drafted specifications without engineering review
- Skip factory acceptance testing to compress schedule
- Sign in a foreign jurisdiction without local counsel review
- Rely on a single lender before term-sheet stage

8. Working with Global B2B Group

Every buyer engagement begins with a free confidential briefing. We assess your project, identify the fastest supplier and financing pathway, and prepare your RFQ in the format your lenders and jurisdictions require. Our specialised marketplaces — ColdMatch, HatchMatch, FishMatch and SeedMatch — extend this playbook into cold-chain, hatchery, aquaculture and agri-input procurement.

Contact: **support@globalb2bgroup.com** · WhatsApp: **+44 7379 443621** · globalb2bgroup.com