Steve LightVerified™

CORPORATE BROCHURE · 2026
EDITION 3.1 · EN

BUYER-SIDE TECHNICAL PROCUREMENT · LED LIGHTING · GUANGZHOU, CHINA

The China half of your procurement team.

You decide what to buy and from whom. We do it on the ground in Guangdong — choose the plant, lock the specification, witness every gate, and hand you the file.

Steve LightVerified™ is a buyer-side technical procurement company for the lighting industry. We are paid by buyers only — never by the factories we assess — so a factory that pays us has nothing to buy.

SIX CAPABILITY DOMAINS | FOUR WITNESSED GATES | 2-HOUR DRIVE RADIUS | 24-MONTH ARCHIVE

REPORTS IN ENGLISH | BUYER-PAID ONLY



A purchase is decided in your office. It is made or lost on the factory floor.

Certificates, quotations and lead times are settled at your desk. Whether the goods match what you paid for is decided on a production floor in Guangdong — by someone whose only loyalty is to the buyer. Three failure modes cover most of what goes wrong.

FAILURE MODE 01

The certificates are real. The capability is not.

ISO 9001, CE, RoHS — a factory can hold all of them and still run no incoming inspection, no EMC pre-compliance and no bin-level traceability. Paper proves a system existed on audit day. It says nothing about whether this plant can build your luminaire repeatably.

Answered by Supplier Assessment → p.5

FAILURE MODE 02

One component changed. The whole batch fails.

The sample you approved had a branded LED, an engineered driver and a proper thermal pad. Production used “equivalent” parts at 70% of the cost — because nothing in the purchase order said they could not. The difference only shows up at month 18, on a roof.

Answered by Managed Project Sourcing → p.6

FAILURE MODE 03

It failed. Six suppliers, six versions of the truth.

The assembler blames the driver. The driver maker says it was built to your specification. The module house blames the bin. Everyone is partly right, nobody is accountable — and your claim dies without evidence.

Answered by Failure Analysis → p.7

OUR STANCE

We don't guarantee. We verify. No honest engineer can guarantee quality — we convert risk into checkable evidence and contractual levers, then judge what we find.

THE PRACTICE, IN FOUR NUMBERS

6	4	2 h	12 mo
Capability domains assessed — not a generic checklist	Gates witnessed per order, from golden sample to container seal	Drive time from our desk to the factories you buy from	Report validity, with a re-audit discount inside the window

A procurement desk in Guangdong, on the buyer's side of the table.

Steve LightVerified™ is the buyer-side technical procurement practice of Steve Sourcing (Guangzhou) Limited — LED lighting only, working from inside the Pearl River Delta manufacturing cluster, two hours by car from the plants, labs and component makers you buy from.

What that means in practice

Every buyer runs the same steps himself: choose the plant, write the specification, hold the gates, sort out what failed. You buy the part of that work you cannot do from 8,000 km away — and the part you would rather not staff. A purchase is decided in your office; we make sure it survives the factory floor.

How the practice is built

Founded by an IATF 16949 quality engineer, organised around a six-capability assessment model, a four-gate verification system and a numbered document index. If it isn't written down, gated and archived, it didn't happen. Reports end in verdicts — a quadrant, a red-flag list, an accept / rework / reject — not in checklists.

> We live inside the supply chain we buy from. When your order needs a gate visit, we drive — we don't fly in.

LED vertical only

Bin codes, LM-80 data, thermal baselines and DALI-2 registers are everyday vocabulary here.

Buyer-side only

One income line: the buyer. The declaration is printed in the header of every report.

Documents before promises

A numbered file system, from the free Supplier Fact Sheet to the Order Archive Pack.

The archive is yours

Retrievable for 24 months; handed over within one working day if the relationship ends.

Importers & wholesalers

Repeat programmes where batch-to-batch consistency is the product.

Lighting brands

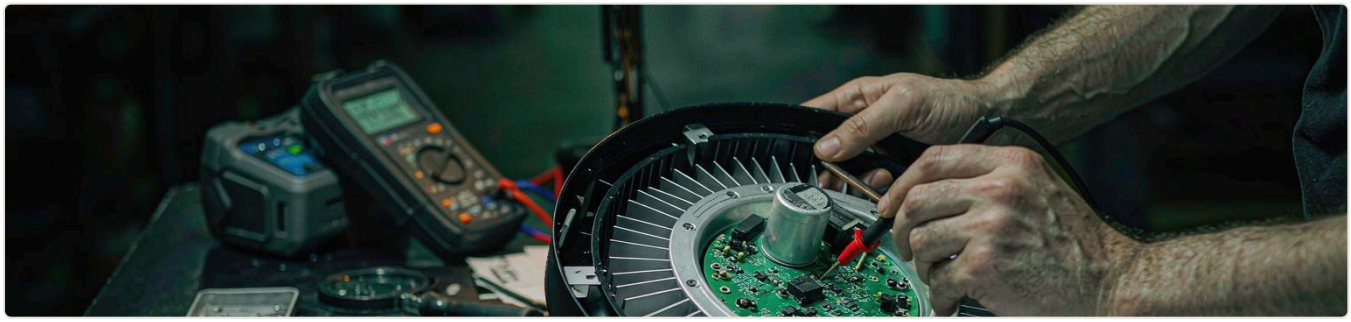
Your specification built into the goods — and provable at every gate.

Contractors & EPC

Multi-supplier projects with one chain of accountability.

Not a fit

Price-only sourcing without a specification — we would rather decline the job.



Six stations on one purchase — not a menu of six products.

Start from your situation, not from our menu. Each service is one station on the same purchase — and they compound: assess before you commit, witness while they produce, diagnose when something fails, keep an engineering desk on retainer, hand us an entire multi-supplier project — or keep it light when the order doesn't need engineering.

STATION	THE MOMENT	WHAT YOU RECEIVE	FEE SHAPE
P1 · SA **Supplier Assessment**	"I'm about to commit to a new factory." Signatures and deposits come before the truth surfaces.	On-site audit across six capability domains; quadrant verdict A–D + red flags R1–R9. Report in 3 working days, valid 12 months.	Fixed all-in quoted per scope
P2 · MPS **Managed Project Sourcing**	"The order is placed; production starts soon." The spec is a promise only if someone checks it.	Lifetime chain locked in writing (LED / driver / capacitors & MOS / TIM), four witnessed gates, archive kept 24 months.	Execution fee on order value
P3 · FA **Failure Analysis**	"Something failed in the field." Before you argue about who pays, know why it failed.	Evidence preserved in 48 h, four-layer teardown, 8D review and a claim position paper that survives a claims conversation.	Fixed-fee triage credited if continued
P4 · RTP **Retained Technical Procurement**	"Constant small questions — and no desk in China." Datasheet checks, quote sanity checks, supplier lookups.	An 8-hour monthly senior-engineer pool with 24-hour response, two supplier background checks a month, quarterly briefing.	Monthly retainer
P5 · CPP **Consolidated Project Procurement** FLAGSHIP ENGAGEMENT	"Many suppliers, one project, one delivery date." Luminaires, drivers, controls, cable, emergency units.	One responsibility chain across all suppliers; gates at every factory plus one consolidated inspection; merged shipment and unified documents.	Project-level engagement
P6 · LS **Lightweight Sourcing**	"A standard order — I just need an honest desk on the ground." No audits, no lab tests, no theatre.	Matched factories, itemised quote comparison, paperwork cross-checks, schedule control, pre-shipment screening.	Flat basic fee quoted in writing

Every engagement starts free. Send a factory name and receive the Supplier Fact Sheet within 48 hours — the same desk research that opens every paid assessment. Rates are not published: every scope is quoted in writing once agreed, with the total, the exclusions, fixed for 30 days.

Buyer-side only
No supplier commissions, ever.

Evidence before opinions
Claims become documents, not opinions.

Witnessed gates
Checkpoints witnessed in person.

Documents you keep
Every engagement ends in your archive.

SERVICE 01 · SUPPLIER ASSESSMENT

Before you place the next order, know exactly what you are buying.

FIXED ALL-IN PRICE | 1 DAY ON SITE | REPORT IN 3 WORKING DAYS | VALID 12 MONTHS | UNANNOUNCED OPTION

Six capability domains

EVIDENCE FROM THE FLOOR

C1 Product Engineering & Design
Can they design, or only copy?

C2 Supply-Chain & Incoming Inspection
What do they let in the door?

C3 Volume Production Organisation
Repeatability at quantity.

C4 Testing, Reliability Verification & NPI
Do they test before you do?

C5 Change Control, Failure Analysis & Complaints
Reorder risk lives here.

C6 Technical File & Compliance Documentation
The file customs and platforms will ask for.

The SAR verdict

NOT A TICK LIST

A Strategic
Scale, full capability — build a programme on it.

B Craftsman
Use for engineering orders.

C Compliant
Transactional orders only.

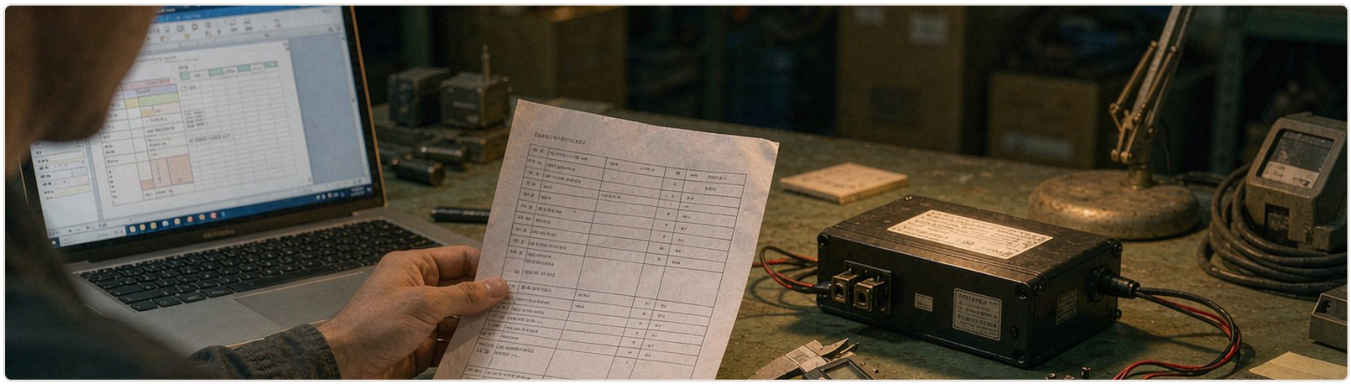
D Exit
Do not place orders.

Red flags R1–R9. From a certificate that cannot be verified, to an undeclared brand swap, to mixed bins in one order — each flag carries photo evidence and a recommended action, plus Risk-Equivalent Control options and an order-fit profile for your order type.

FROM A FACTORY NAME TO A VERDICT, IN FIVE STEPS

STEP 1 · SFS	STEP 2 · ARCF + QUO	STEP 3	STEP 4 · SAR	STEP 5
Supplier Fact Sheet	**Scope & fixed quote**	**On-site audit**	**Quadrant verdict**	**Valid 12 months**
Free · 48 h · no obligation	All-in price · valid 30 days	1 day · IATF + lighting specialist	3 working days · R1–R9	Re-audit on reduced scope

> Modules A and B: C1–C4 answer **“can it build”**; C5–C6 answer **“can it hold”**. A factory that can build but cannot hold is where first-order success turns into second-order failure.



SERVICE 02 · MANAGED PROJECT SOURCING

Four gates. Nothing ships on a promise.

A purchase specification is a promise only if someone checks it at every stage. First we lock the lifetime chain in writing — LED, driver, capacitors & MOSFETs, TIM — with your one-page approval sheet and change control. Then every gate below is witnessed in person, each producing a signed, photographed report. Approval to ship is earned at the gate, not assumed at the order.

GATE	WHAT IS WITNESSED	OUTPUT
GATE 1 · GVR **Golden Sample Verification**	The approved sample is torn down and verified against the specification — light engine, driver, capacitors, TIM, thermal path. What is approved is documented, not remembered.	GVR Report
GATE 2 · FAI **First Article Inspection**	First units off the real production line: dimensions, build configuration, torque, thermal baseline. The locked configuration is frozen into a baseline that later batches must match.	FAI Report + frozen baseline
GATE 3 · MPS-A **Mid-line Inspection**	During the run: BOM against the locked lifetime chain, incoming-material records, bin labels, in-process testing. Substitution is caught while there is still time to correct the batch.	Mid-line Report
GATE 4 · MPS-B / CLS **Pre-shipment & Loading**	AQL sampling to ISO 2859-1, functional and photometric checks, then supervision of stuffing: container number, seal number, quantity, condition. The seal in the record is the seal that left.	Pre-shipment Report + Loading Record

THE ARCHIVE

Order Archive Pack (OAP). The complete traceable file — specification, every gate, photographs and shipping records — arrives 5 days after shipment and stays retrievable for 24 months. Yours to hand to your insurer, your customer or your lawyer.

Specification first

The Procurement Specification (PS) freezes the lifetime chain before production.

Like-for-like quotes

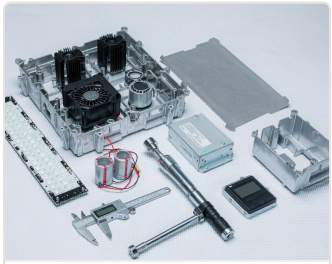
Shortlist Dossier + Aligned Quote Comparison: configuration aligned first, price second.

Same engineer

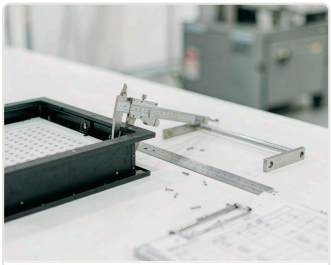
The senior lighting engineer who locks the spec witnesses the gates.

Change control

No component swap without your written approval — the PO says so.



G1 · GOLDEN SAMPLE TEARDOWN



G2 · FIRST ARTICLE



G3 · MID-LINE RUN



G4 · LOADING & SEAL

SERVICE 03 · FAILURE ANALYSIS

When the goods fail, find out why — before you argue about who pays.

Evidence first, opinion second. A four-layer technical investigation — symptom, system, component, process — that tells you what failed, why it failed, and who owns it. With the evidence preserved before the factory can clean it up.

PRESERVE FIRST. TRIAGE SECOND. ANALYSE THIRD.

STEP 1 · CIF	STEP 2 · EPN	STEP 3 · QTR	STEP 4 · FFA	STEP 5 · 8DR + CPP
Case intake	**Evidence preservation**	**Quick Triage**	**Full analysis**	**Verdict & claim file**
Details, failed samples, field data	10-item notice · 48 h · buyer's authority	48–72 h · full / settle / return	4 layers · labs at cost	8D review · position paper

LAYER 01

Symptom

What is observed in the field — and what it rules out.

LAYER 02

System

How the luminaire integrates the part: thermal, electrical, optical.

LAYER 03

Component

Which part, which batch, which bin — with test evidence.

LAYER 04

Process

Where the factory's control failed — design, process or material.

Built for the argument

SHOWN TO THE OTHER SIDE

01 8D review, line by line
Root cause “operator error”? Corrective action “retrain”? We judge the factory's 8D: accept · rework · reject — against the evidence we hold.

02 Claim position paper
Your negotiation document: cause, responsibility, quantum — written to survive a claims conversation.

03 Lab tests at cost
Placed at ISO 17025 partners, passed through with the lab's own invoice. No markup.

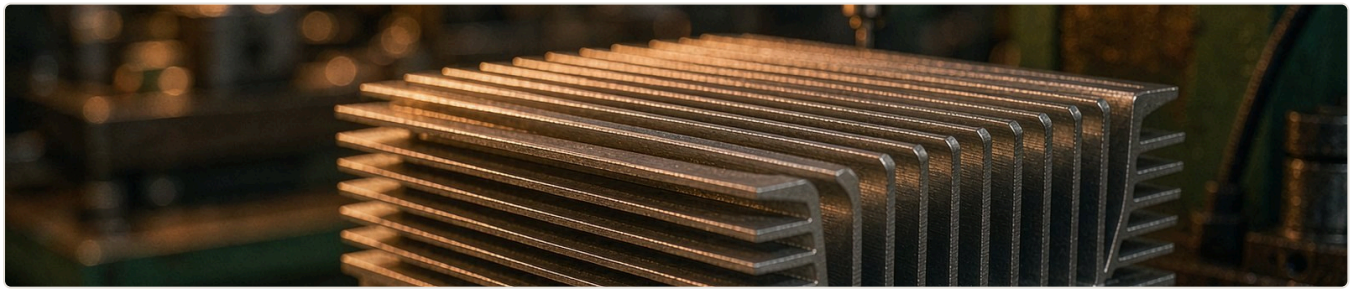
After the verdict

VERIFICATION & AFTERCARE

04 CAPA verification
When the factory responds, corrective actions are verified — not taken on faith.

05 90-day recurrence window
If the failure recurs within 90 days of a repair decision, the re-check is free.

06 Stop at triage
The Quick Triage fee is credited if you continue to full analysis.



A desk in China — one chain across every factory — and an honest desk for simple orders.

Three services for the three moments that outlast a single audit: the questions too small to commission a study, the projects too big for one factory, and the standard orders that need honesty rather than engineering.

SERVICE 04 · RTP

Retained Technical Procurement

"A technical procurement department in China, without hiring one."

01 8-hour monthly pool
Senior lighting-engineer support: spec reviews, price sanity checks, factory questions.

02 Answers within 24 hours
With your supply chain already loaded — onboarded in week 1, two pages.

03 2 background checks / month
Facts only: registry, litigation, export footprint, visible changes.

04 Quarterly briefing
30–45 min: LED & driver price movements, shortages, regulation.

05 Annual re-screen
Desktop review of your key factories, free with the annual plan.

06 30-day exit
Pro-rata refund; the archive is handed over within one working day. No hostage files.

Fee shape: monthly retainer

SERVICE 05 · CPP · FLAGSHIP

Consolidated Project Procurement

"Many factories. One chain of responsibility."

01 One master specification
Luminaires, drivers & spares, control gear, cable & connectors, emergency units, mounting hardware.

02 Interfaces owned
Cross-vendor responsibility map written into the consolidated spec — before production starts.

03 Gates at every factory
Golden sample → FAI → mid-line → pre-shipment, at each plant, against the same master spec.

04 Adjacent categories verified
Cable CPR class, connector EN 61984, emergency EN 60598-2-22 — per category, documented per category.

05 One consolidated inspection
Against the master checklist before the container closes; merged shipment with your forwarder.

06 You sign every factory
Direct contracts, direct payment — one project master file, retained 24 months.

Fee shape: project-level engagement

SERVICE 06 · LS · THE LIGHT LANE

Lightweight Sourcing

"A straight order, handled honestly — without paying for deep engineering you don't need." No audits, no witnessed gates, no lab tests. When the order justifies engineering, move up to P1, P2 or P5.

01 Matched factories, honest shortlist
2–3 screened suppliers with the reasoning behind each price gap — middlemen flagged in writing.

02 Quotes on one basis
An itemised comparison sheet — tooling, packaging, labels. No hidden markup, no commission from factories.

03 Paperwork cross-checks
Certificates verified against the exact shipped model; observation-based sample and pre-shipment memos.

04 Schedule & written terms
Progress reports on a fixed rhythm; warranty and compensation clauses written in before you pay.

Fee shape: flat basic fee, quoted in writing — never a share of the order

> **Projects don't fail at a factory. They fail between factories.** The interfaces — who supplies what to whom, on which date, to which standard — are where projects actually break. CPP exists because nobody owns the interface.

ENGAGEMENT GOVERNANCE · LV-SCOPE-01

Scope is configurable. The basis is not.

We will shape the engagement around your situation — what you buy, how many suppliers, how deep the evidence goes. We will not negotiate the basis on which the work is done. This page states exactly where that line falls, so that neither side has to guess.

DEPTH	SERVICES	TYPICAL TRIGGER	YOU RECEIVE
M0	Single question SFS · SA · FA triage	One factory to check, one order to confirm, one failure to explain.	SAR verdict · FA position note · the working document you asked for.
M1	One project MPS · CPP	An order about to be placed, or a project across several factories.	OAP — the 14-index Order Archive Pack, 5 days after shipment.
M2	Standing desk RTP	Quarterly buying; a technical desk in China without hiring one.	Monthly activity log plus on-demand reports from the pool.

WHAT YOU MAY ADJUST — SEVEN VARIABLES, ALL SET IN WRITING BEFORE THE QUOTATION

C1
Category & technical depth
Which luminaire families, which standards, which test regime.

C2
Suppliers in scope
One factory or twelve; added mid-project at the same unit rate.

C3
Gate selection
Any subset of G1–G4, in any order.

C4
Evidence depth
Desk documents, on-site witness, or laboratory test at cost.

C5
Reporting
Redacted versions for your own customer on request.

C6
Notice & timing
Announced or unannounced audit; expedited report delivery.

C7
Payment shape
Milestones tied to gates rather than to calendar dates.

WHAT WE WILL NOT ADJUST — EVEN IF IT COSTS US THE JOB

N1
Who pays us
Buyers only. No factory commission, no referral fee, no margin on goods, no markup on lab fees. If a supplier offers to cover our invoice, the engagement ends — not the fee.

N2
One technical basis
Every supplier in a comparison is measured against the same frozen specification. We do not compare products that are not the same product.

N3
The confirmation gates
In a managed order, pre-payment and pre-shipment confirmation are never optional line items. We would decline the engagement rather than sell a thinner version of it.

ON PRICE **Rates are not published. Every engagement is quoted in writing once the scope is agreed — the total, what it excludes, fixed for 30 days.**

> **A price-only enquiry is not a problem.** Most serious buyers open with price. We answer with scope questions, not a number — because a comparison without a specification is not a comparison. When you are ready to compare on spec, we are here.

THE DOCUMENT INDEX

Every promise has a file number.

Documents are named before work starts, and the same file codes appear in our proposals, reports and archive. This is the complete index. Reports are issued in English.

ASSESSMENTS & MANAGED ORDERS

CODE	DOCUMENT	WHAT IT GIVES YOU
SFS	**Supplier Fact Sheet**	Free desk research: registry, export footprint, litigation, certificate checks, visible red flags. 48 hours.
ARCF	**Assessment Requirements Collection**	Audit scope, order type and depth rules — opens every paid assessment.
QUO	**Scope Preview & Quotation**	A fixed all-in price against the six-capability base. No hourly billing.
SAR	**Supplier Assessment Report**	Quadrant verdict A/B/C/D plus red flags R1–R9. 3 working days after the audit. Valid 12 months.
PRB · PS	**Project Requirements Brief · Procurement Specification**	The lifetime-chain lock — light engine, driver, capacitors, TIM — with your one-page approval sheet and change control.
SLD · AQC	**Shortlist Dossier · Aligned Quote Comparison**	Like-for-like comparison: configuration aligned first, price compared second, every deviation registered.
GVR · FAI	**Golden Sample · First Article Reports**	Gates 1–2: the approved sample documented, the production baseline frozen.
MPS · CLS	**Mid-line · Pre-shipment · Loading**	Gates 3–4: AQL sampling to ISO 2859-1, container and seal records.
OAP	**Order Archive Pack**	The complete traceable file — 5 days after shipment, kept retrievable for 24 months.
WRB · QCS · SDS	**Light Lane File — Brief · Quotes · Documents**	P6 Lightweight Sourcing: written brief, shortlist memo, itemised quote sheet, consistency checklist, observation memos, progress reports, written terms and the shipment document set.

FAILURE DESK

CODE	DOCUMENT	WHAT IT GIVES YOU
CIF · EPN · QTR	**Case Intake · Preservation · Quick Triage**	Evidence frozen at the factory within 48 hours; a fixed-fee triage verdict in 48–72 h — credited if you proceed.
FFA · 8DR · CPP	**Full Analysis · 8D Review · Claim Position**	Root cause in four layers, the factory's 8D judged accept / rework / reject, and your claim package.
LTO · CAP	**Lab Test Order · CAPA Verification**	ISO 17025 tests placed at cost; corrective actions verified, with a 90-day recurrence window.

RETAINED DESK

CODE	DOCUMENT	WHAT IT GIVES YOU
RET · MTR · QSB	**Retainer · Time Report · Quarterly Briefing**	An 8-hour monthly pool, a transparent ledger and a 30–45 minute quarterly call.
SBC · ARS · EXH	**Background Checks · Annual Re-screen · Exit Handover**	Two supplier checks per month, a free annual re-screen, archive handed over within one day of exit.

See the instrument before you buy it. A redacted sample of the SAR — the on-site audit checklist our assessments are actually written on — is available on request. We don't show client names; we show the working document.

> The order should never run on promises. Every step ends in something written — yours to keep, and to rely on if something goes wrong.

04 / WHERE WE STAND

We are paid by buyers. Never by the factory.

This is not a values statement, it is a structural one. Our only source of income is the buyer — so a factory that pays us has nothing to buy. Every report we issue carries the buyer-side declaration in its header, so you can hand it straight to the supplier and they can see exactly who we work for.

YOU · BUYER	STEVE LIGHTVERIFIED	FACTORIES & LABS
Decides what to buy and from whom	Audit · gates · analysis · archive	Produce · test — contracted by you

→ Service fees: you → us. The only money that touches us.

✕ Goods money: you → factory, directly. We direct — we never pay, never hold.

SIX REFUSALS THAT MAKE THE DOCUMENTS TRUSTWORTHY

No supplier commissions
Or referral fees, kickbacks or rebates — in any form, in any service.

We never touch goods money
You contract and pay each factory directly. Our invoices list services only.

We don't trade
No buying and reselling, no margin added to goods.

No markup on lab tests
ISO 17025 tests passed through at cost, on the lab's own invoice.

No certification selling
Accreditation bodies certify. We specify, place and interpret tests.

We don't sign for you
No authority over your contracts, your payments or your approvals.

AND SOMETIMES — We will tell you a factory is fine — and that you should place the order. A consultant who needs to justify a fee will always find a problem. We would rather keep a client for ten years.

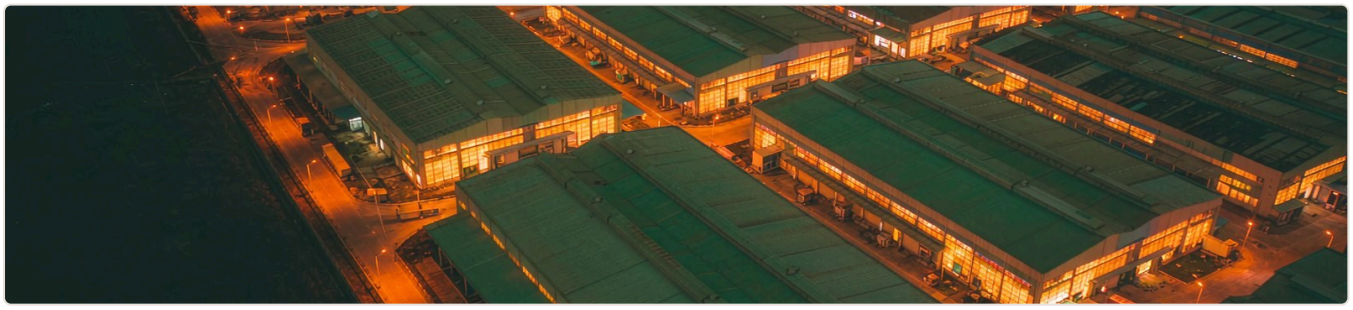
WHAT PROXIMITY BUYS YOU — THE 2-HOUR RADIUS

The cluster
Die-casting, optical moulding, driver assembly, module houses — Zhongshan, Guzhen, Foshan, Dongguan, Shenzhen.

The labs
CNAS / ISO 17025 laboratories — EMC chambers, integrating spheres, goniophotometers. Placed at the right lab, passed through at cost.

The component chain
Seven layers behind every BOM — real capacity, MOQ and delivery behaviour, layer by layer.

The conversion
Surprise audits become possible; alternatives on the table within 48 h; a failed batch re-checked the same week.



Steve LightVerified™

Start with a free Supplier Fact Sheet.

Give us a factory name. Within 48 hours you receive a factual one-pager — registration, export footprint, litigation records, certificate checks, any red flag visible from desk research. No cost, no obligation, no sales call unless you ask for one.

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Chat on WhatsApp
Scan to start the conversation.

Steve LightVerified™ — The China half of your procurement team.

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