# How to Find a Vietnamese Manufacturer: Sourcing, Vetting and Ordering

To find a Vietnamese manufacturer, search a Vietnam-specialist directory, meet suppliers at government-backed sourcing events, ask trade offices and chambers of commerce for introductions, then verify two or three factories through samples and an audit before placing a pilot order. Allow eight to sixteen weeks from first search to first production run.

## Step 1: Define your product requirements

Write a specification pack: drawings or samples, materials, tolerances, target unit cost, annual volume, minimum order quantity you can accept, certifications (CE, FDA, REACH, BSCI and so on), packaging, and target delivery dates. Vague briefs produce vague quotes.

## Step 2: Know where Vietnam is strong

Vietnam ranks among the top exporters of electronics, textiles and apparel, footwear and furniture. Electronics manufacturing is concentrated in the north around Hanoi, Bac Ninh and Hai Phong; the area around Ho Chi Minh City is a long-established base for furniture, footwear and garments. Agricultural processing, seafood and coffee are also major exports.

## Step 3: Where to look

- **Vietnam-focused directories.** Outsource2Vietnam.com lists Vietnamese manufacturers in high-tech and traditional sectors, each linked to its own website.
- **Sourcing expos.** The Vietnam International Sourcing Expo, run by the Ministry of Industry and Trade, held its 2026 edition on 3 to 5 September in Ho Chi Minh City, with more than 500 international buyer delegations from 60 countries expected and organized B2B matching.
- **Trade offices and chambers.** Vietnam's trade offices abroad and the Vietnam Chamber of Commerce and Industry can introduce suppliers; so can foreign chambers in Vietnam.
- **Sourcing agents and inspection firms.** Useful if you lack local staff, but check their fees and whether they take commissions from factories.
- **Your own network.** Ask brands already manufacturing in Vietnam who they use.

## Step 4: Build a shortlist and request quotes

Contact eight to ten suppliers with the same pack. A good supplier replies with questions about your product, then a detailed quote. Compare unit price, tooling cost, MOQ, lead time, payment terms and Incoterms. Be wary of a quote that arrives fast and has no questions.

## Step 5: Verify

- **Legal status.** Check the business registration and export license through a local adviser.

- **Samples.** Order pre-production samples from your top three.
- **Audit.** Visit the factory or hire a third-party auditor to check capacity, equipment, quality control, working conditions, and safety.
- **References.** Speak to two existing foreign customers.
- **Capacity.** Ask what share of the factory's output your volume would be. Too small and you may be ignored; too large and you create dependency.

## Step 6: Protect your IP

Vietnam's revised Intellectual Property Law took effect on 1 April 2026. Register trademarks and patents locally before sharing designs, use NDAs and manufacturing agreements, and keep tooling and molds under your ownership with clear return rights.

## Step 7: Place a pilot order

Start with a small production run. Use a third-party inspection (pre-shipment at minimum) and agree on clear acceptance criteria. Pay a deposit against a proforma invoice and the balance against inspection results, or use a letter of credit for larger orders.

**Start your search** at **Outsource2Vietnam.com**, and contact Vietnamese manufacturers directly through their own websites.