

**PORTUGAL PRODUCTION**  
FOLLOW YOUR PASSION IN  
FOOTWEAR



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PORTUGAL  
PRODUCTION  
SOURCING AGENCY



## *Portugal Production*

# WHO WE ARE

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Counting on 10 years of experience in sourcing and production of footwear, fashion accessories, and textiles, operating in a private label model, our team of experts is committed to each individual project and its goals!

We have been assisting many new brands, new projects, and new designers. For that, we developed a support service that helps brands and designers to find the most adequate answers to all their questions, in order to determine a plan and make it work.

The consulting services provided by Portugal Production are guided by CEO Nancy Oliveira, who is a certified trainer. Nancy's certifications can be consulted in the attachments at the end of this document.

Headquartered in Portugal, a region that offers strong tradition and know-how in this sector, Portugal Production (PP) intends to differentiate itself by the local versatility and technology of its materials and processes, having the flexibility to adapt to small and large quantities.

## *Portugal Production*

# WHAT WE DO

We specialize in partnering during the development of the first collections of a brand or first samples of entrepreneurs. We help brands and entrepreneurs to understand how the industry works and how they can prepare their brand's project, concept, and plan.

The majority of the industry's production agents are focused on the production of large quantities. Hence, they are organized to support well-established companies and brands that already have teams for areas such as design, development, sourcing, production, marketing, and sales, and they are familiar with and have experience in dealing with production and suppliers.

Due to our great experience with new and young international designers (Natascha Raihani, Meenu Graziani, Danielle Louise (Atiana), Jenni-Ellen, Oona Ritari (Mioona), Rana Cheikha, and others), and more recently with finalists students of the Bachelor's in Product Design from Viana do Castelo's Polytechnic Institute, guided by Ph.D. Ermano Apparo or Ph.D. Liliana Soares, PP is totally oriented and has all the technical and humane skills to partner and support, young students/designers/entrepreneurs on their transition between the more exploratory academic phase to a more entrepreneurial professional phase.

PP includes in its strategy a continuous educational approach helping the students/designers to understand the transition through the practical application of the contents and experiences acquired during their training in the professional and industrial context.

We adapt our language, attitudes, and timings to the process of the progressive growth of each student/designer in this transition phase without adding extra industrial pressure regarding large scale production typically demanded by the market.





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# WHERE WE ARE

Living at the heart of one of the most important footwear production clusters.

Located in the north of Portugal.

A region with great know-how in the footwear industry and where the labor costs are fairly calculated according to the quantities and level of craftsmanship required to the production of the piece.

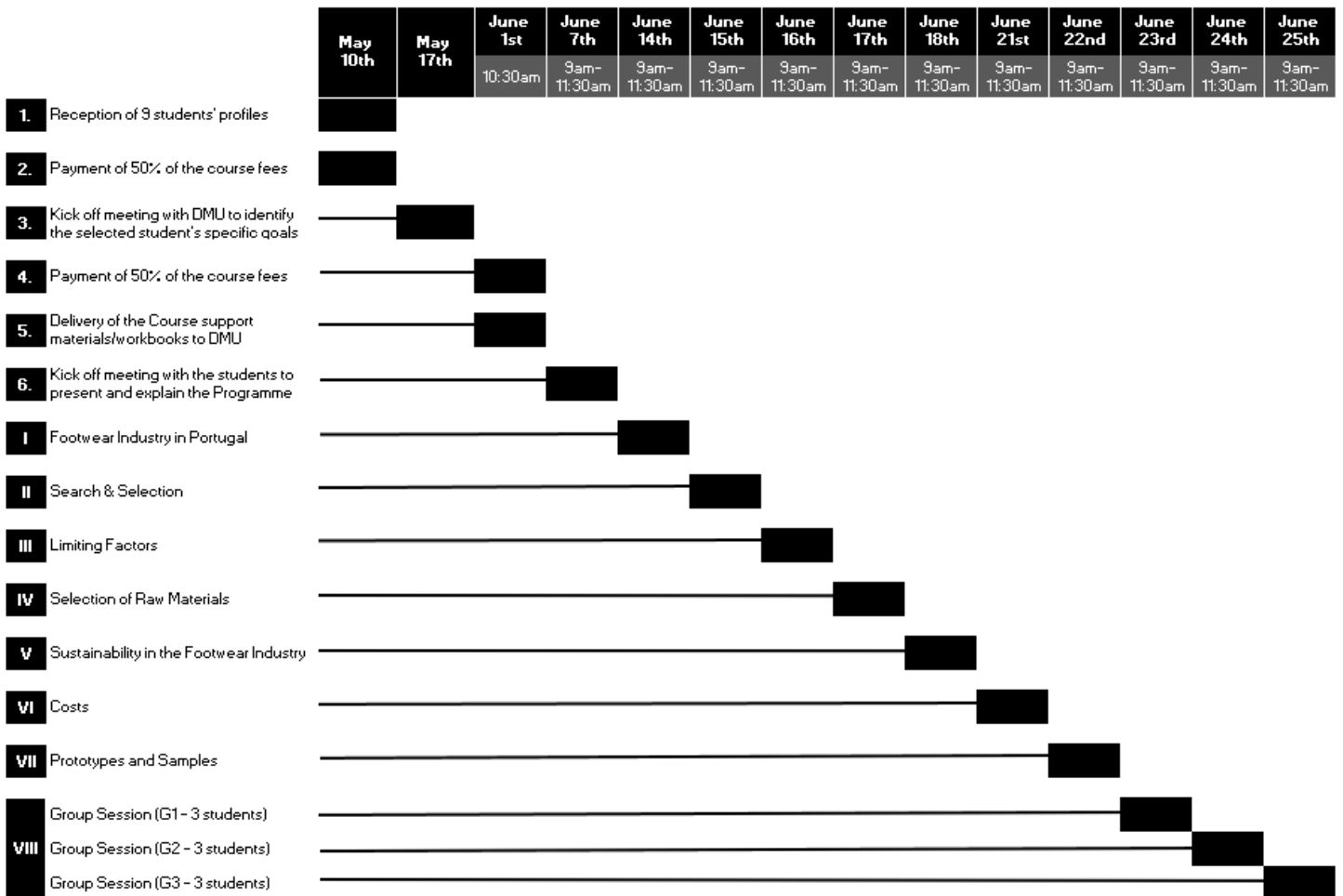
Portugal is also known for the recognition of the quality of its products and the capacity of reinventing an entire industry.

## Portugal Production

# TIMELINE

### FYP Programme I Follow Your Passion in Footwear

- The course programme has a duration of 20 hours that extends over two consecutive weeks:





## *Portugal Production*

# WHAT WE OFFER

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This Programme/consulting is designed for the students that:

- Are ending their higher education (or other) and will need to change their path,
- Have high-quality knowledge and up-to-date information about the most innovative footwear conception and development processes and techniques,
- Already have a vision of what they would like to do in the short period and have plans of creating their own brand or working for a well-established brand that they admire.

In the end, the students will:

- Know the structure of the Portuguese footwear industry,
- Understand the process of searching and selecting footwear producers and raw materials suppliers. These are important parts and necessary services for the production of their models,
- Understand and apply the concept of MOQ (Minimum Order Quantity) and the establishment of relations between footwear producers' MOQ and components' MOQ,
- Understand estimated costs of the various stages of the development process (prototypes and samples) and the production,
- Understand estimated timings of the various stages of the development process (prototypes and samples) and the production,
- Understand in which circumstances they should choose a production agent and what are the advantages and disadvantages of this method.

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# METHODOLOGY & PROCESS

During this programme with PP, the students will:

### I - Footwear Industry in Portugal

- Understand the industry in its multiple components such as producers, suppliers, products, services, timings, costs, stages of development, supplying capacity, operating culture, R&D capacities;
- Understand the journey of getting an original design into production in Portugal – a European country with great shoemaking tradition.

Method: Online session with a PP specialist that:

- a) Will present a practical characterisation of the main footwear clusters in Portugal, the main entities and organisations, and the most important characteristics of the factories and the people;
- b) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



## *Portugal Production*

# METHODOLOGY & PROCESS

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### II – Search & Selection

- The students will understand the methods of search and selection of the producers that are more suitable for their project in terms of product and scale. This way they can understand the advantages and disadvantages of each producer, the type of technical information that they need to provide, and how the relationship building between the designer and the factory is important in their liaison.

Method: Online session with a PP specialist that:

- a) Will present the techniques and methods that PP uses to select their producers and suppliers, as well as the sources of information that students can use to make their own searches;
- b) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge





## *Portugal Production*

# METHODOLOGY & PROCESS

### III - Limiting Factors

- Will understand limiting factors of footwear production, in particular, MOQ (Minimum Order Quantity) of the factories of footwear and components;
- Will understand the limiting factors of materials and components acquisition, such as leathers, soles, heels, and hardware. Will also become familiar with the difference between the MOQ of the shoe factories and the MOQ of the component's factories.

Method: Online session with a PP specialist that:

- a) Will present the standard amounts of MOQ for the footwear production by typology (women's footwear, men's footwear, classical models, casual footwear, sports shoes) and producers' dimension (small, medium, large);
- b) Will present the most effective strategies to circumvent the limiting factors;
- c) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



## *Portugal Production*

# METHODOLOGY & PROCESS

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### IV – Search and Selection of Raw Materials

- Understand the most effective processes and methods to choose and select raw materials for their projects and how the selected materials will impact the product concept (example: sustainable materials, vegan products, biodegradable products).

Method: Online session with a PP specialist that:

- a) Will identify the main typologies of raw materials used by the brands;
- b) Will explain how these materials can be sourced from local suppliers according to the limiting factors as technical requirements and target prices;
- c) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge

Virtual tour (recorded) to a raw materials supplier to show the process of searching for materials.



## *Portugal Production*

# METHODOLOGY & PROCESS

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### V - Sustainability in the footwear Industry

- Understand the most recent approaches to sustainability in the footwear industry integrating the design perspective, the materials perspective, and the production perspective.

Method: Online session with a PP specialist that:

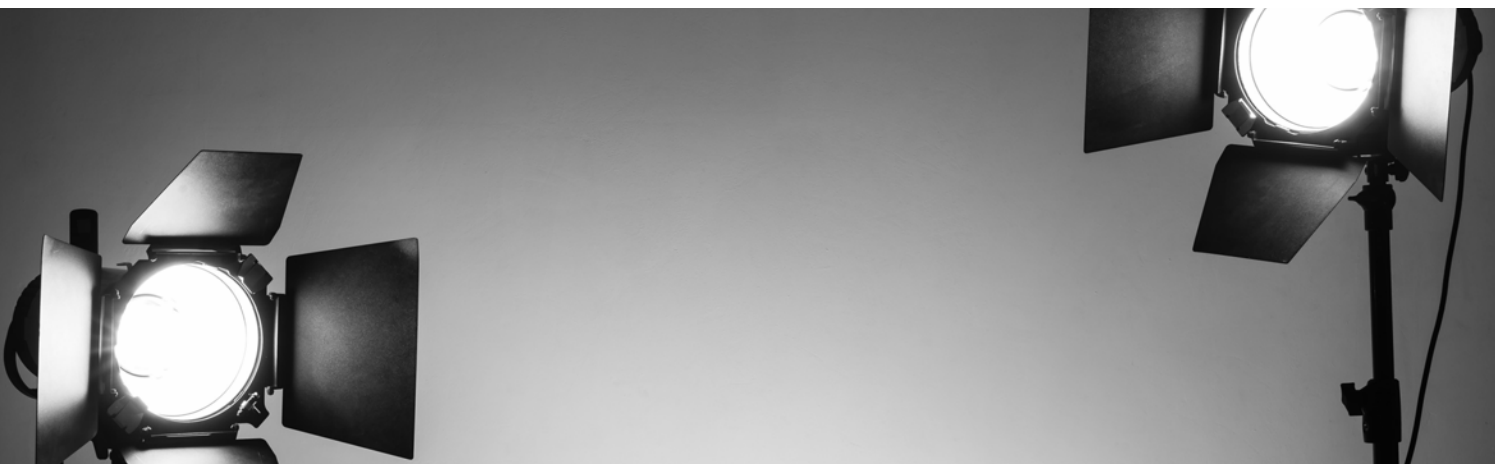
- a) Will identify different approaches to sustainability;
- b) Will identify the most recent innovations in sustainable raw materials;
- c) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



## *Portugal Production*

# METHODOLOGY & PROCESS

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### VI - Prototypes and Samples

Will understand the development costs of the products/models/shoes, in particular the costs of samples (essential for the development and sale of the collections).

Method: Online session with a PP specialist that:

- a) Will present the standard average price of prototype development, the average price of commercial samples or pre-production samples (PPS), and the average price of 2 examples of the product;
- b) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



## *Portugal Production*

# METHODOLOGY & PROCESS

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### VII - Costs

- Understand the development costs of the products/models/shoes, in particular the costs of samples (essential for the development and sale of the collections).

Method: Online session with a PP specialist that:

- a) Will present the standard average price of prototype development, the average price of commercial samples or pre-production samples (PPS), and the average price of 2 examples of the product;
- b) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



## *Portugal Production*

# METHODOLOGY & PROCESS

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### VIII - Group Session

- Understand how to develop and produce a footwear collection in order to build the concept of the brand and achieve the designers' goals.

Method: Online session with a PP specialist that:

- a) Will share examples of development plans and explain how the pre-established goals can be accomplished or improved using the available information about the industry;
- b) Will explain how the experience acquired by the designer during the collection development can be applied to their production process in Portugal's footwear industry;
- c) Will answer the questions of each participant.

Duration: 2,5h (1,5h + 10min break + 50min)

Tools/Results:

Workbook for the session

Exercise for the application of acquired knowledge



*Portugal Production*

ATTACHMENTS  
CERTIFICATIONS OF THE TRAINER



**Certificado de Formação Profissional**

Certifica-se que Nancy Oliveira natural de Canadá nascida em 19/05/1976, com o N.º de Identificação Civil 10831797 válido até 17/09/2028, concluiu com aproveitamento o curso de Formação Profissional de Certificação em Intração Online, em 15/05/2020, com a duração de 100:00 horas.

Unidades de Formação/Módulos/Outras Designações	Horas (hh:mm)	Classificação 0..20
Módulo 0 - Alinha o teu Mindset	8:00	-
Módulo 1 - A Fórmula do teu curso Online	8:00	-
Módulo 2 - O Curso Ideal para o aluno ideal	8:00	-
Módulo 3 - Desenha o teu curso	8:00	-
Módulo 4 - Cria os teus conteúdos Digitais	8:00	-
Módulo 5 - Comunicação nas redes	8:00	-
Módulo 6 - Estratégias de Lançamento de Curso Online	8:00	-
Módulo 7 - Comunicação e Venda	8:00	-
Módulo 8 - Curso Online no ar	8:00	-
Projecto Final	28:00	-
Nota Final		17

Faro, 01 de outubro de 2020

O(A) Responsável pelo(a) **Duas Siglas - Formação e Investigação, Lda.**

(Atribuição e validação) NIPC: 508 094 879

Certificado n.º 596/2020 de acordo com o modelo publicado na Portaria n.º 474/2010



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# PRICE AND PAYMENT CONDITIONS

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GROUP OF 9 STUDENTS: 6 students + 3 students as an exclusive offered bonus for the first class of the De Montfort University with Portugal Production

TOTAL FEE: £6000 (six thousand Pounds)

PAYMENT CONDITIONS: 50% payment until May 10th + 50% payment until June 1st.

**BANK DETAILS:**

Bank name: BankinterBank

Address: Rua António Mariz, n 50. Lamaçães. 4715-294 Braga

Phone:2533002653Account

Name: Rstivali, sapatarias lda.

IBAN: PT50 0269 0354 00207635474 19

BIC/SWIFT : bank identifier code: BKBKPTPL





*Portugal Production*

ACCEPTANCE OF THE  
PROPOSAL

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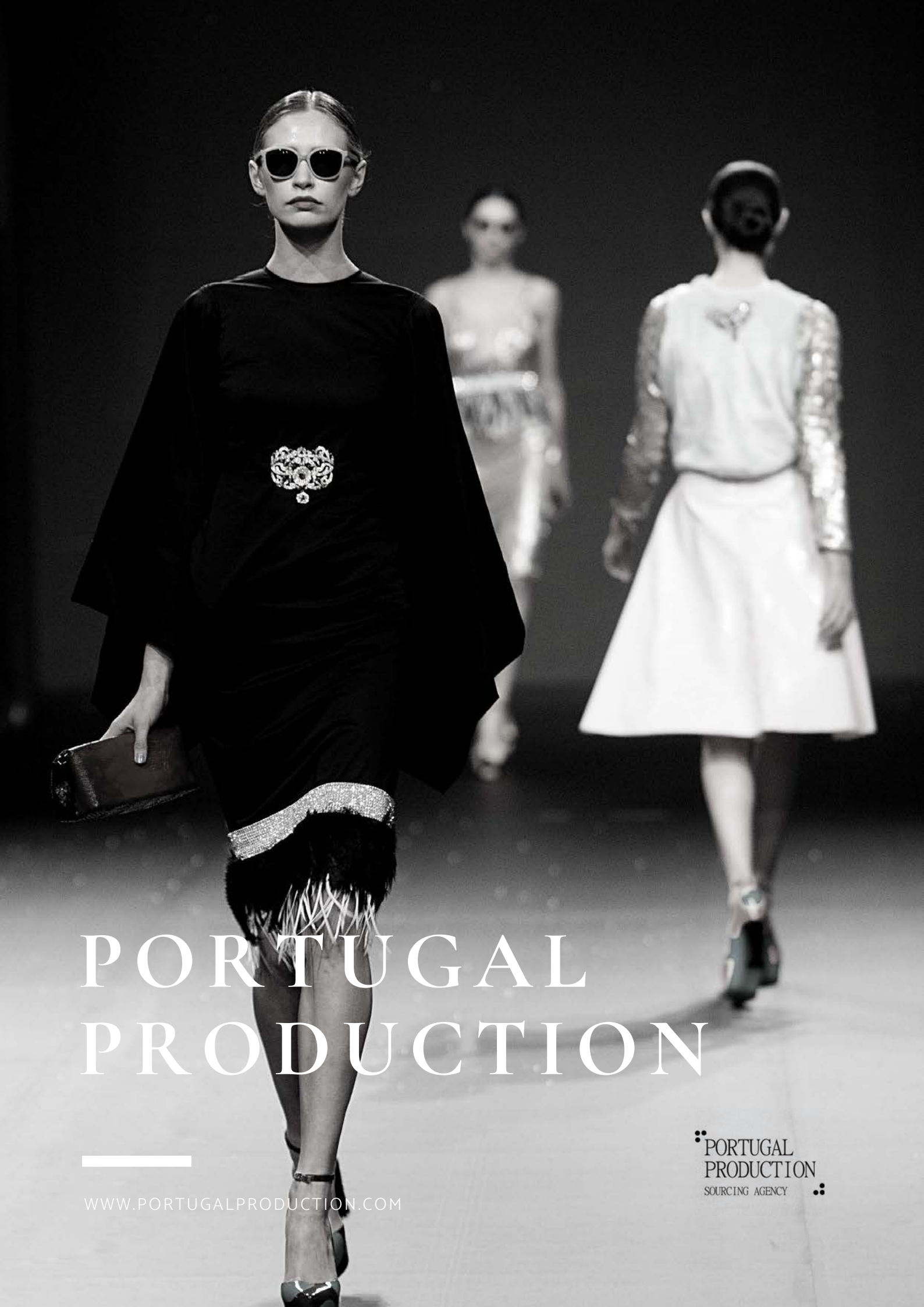
The parties shall conduct the project in agreement with the above-defined conditions:

DE MONTFORT UNIVERSITY

PORTUGAL PRODUCTION  
(Rstivali, Ida.)

Nancy Oliveira  
19th of February, 2021





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