PROCFIT

CHECKLIST

EARLY BIRD

STARTUPS

1. Finding THE suitable partner (supplier) for your product/business case

- Must be interested and believe in your idea.
- Must have the right company size. If the supplier is too big you may find yourself disadvantaged, if the supplier is too small he may not be able to fulfill your needs/your demands.
- Must have free capacity and short lead times.
- Must be experienced in regards to your product. This means obtaining the necessary certificates like as CE, GMP, FCA, UL etc. for all relevant areas (EU, USA, Asia…).
- Must have a suitable location (EU, Asia…), think about the communication!
- Must be flexible and able to fully commit himself/herself to your project. You will need lots of support regarding the "design for manufacturing" phase.
- Decision needed. Will you search for a system supplier who can service all aspects of your product (components, tooling, packaging, logistics, assembly) or will you search across multiple, separate (specialized) suppliers?

2. Design for manufacturing

- Having meaningful data in place (step files, 3D printing files, specification sheet with the basic information such as product material, sizes, technical descriptions).
- Having already the right supplier/production partner on your side who is going with you the last steps until the final design freeze.
- Due to new expertise gained together with your supplier some changes in regard to your existing product specifications/drawings might be necessary. Track your supplier. In this phase often the supplier tries to increase the total cost. You need transparent cost evidence for each change.
- Many projects fail because of a sloppy conversion to the serial production. You can lose lots of money here.

Notice

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3. Negotiation

- Don´t forget to negotiate! Please prepare arguments based on facts.
- Have alternatives. Have at least 2 offers for comparison.
  Only then you can ensure a price in line with the market.
- The better your price the better your product margin is at the end.

4. Conclusion of contract/frame agreement with your supplier

- Have one in place.
- Have the right content in place (price validity, payment terms, first delivery lot, annual quantity, exchange rates if needed, penalty in case of delayed delivery etc.).
- Cover everything (contract for serial production, contract for tooling etc.).

Notice

GENERAL RULE:
It will take 8-12 months from the contract signing with your supplier until the first delivery to your customers.

* Depending on the complexity of your project.

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