

TOO BIG, TOO SMALL OR **UST RIGHT**

A Guide to Finding Your Perfect Fit CONTRACT MANUFACTURER

When it comes to choosing a contract manufacturer (CM) is bigger is better or do you prefer the personal touch small CMs provide? Whatever your preference, the are certain advantages and disadvantages to CMs of differe



του need to trust that your contract escalations and de-risk every step of duction lifecycle.

Do they have the people, facilities, expertise and equipment you need?

TOO SMALL

Probably not on site so they either handle just a rtion of your process or farm it out to their own third parties... whom you've never met.



TOO BIG

When they tell you they have to handle your full project, tak To a giant CM, "in-house" gen spread over a wide and very o

JUST RIGHT

Look for a CM partner whose global operations are streamlined enough to cont complexity and capable of handling at least 80% of your processes.

Can they get you through tough times?

TOO SMALL

ted, CMs rarely have ompete with the big



Big CMs are able to secure scarce resources bu often will allocate them to their "most important (highest spending) clients. Do you fit the bill?

A right-fit CM has both clout and a sense of equal responsibility to their clients. They also have contingency plans when plan A gets shaken off course, they have plans B, C and D to put your project back on track.

Can they adapt to your requirements? TOO SMALL



A CM is too big when their minimum order forces you to think about warehousing costs and logistics for the next year or two.

JUST RIGHT



COMPAN'

Ok, so you've made a selection of contract manufacturers that can manage your business. Of course, you don't want to unexpectedly re-do this exercise again in the next 2 to 3 years. You've got better things to do

Are they financially stable?

TOO SMALL





TOO BIG

at is fiscally sound and risk even furth either their largest nor smallest client.

Do they have (and keep) good people?



JUST RIGHT

High retention rates says a lot about a company, namely that they appreciate talent and go the extra mile to keep them. Oh, and don't forget to look for a partner with a nice balance of senior experts as well as young

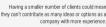


COMMITMENT TO PARTNERSI

This is the toughest item to checklist yet it is vital to your long-term success. How well will your team get along with your counterparts?

Are you equals?

TOO SMALL





TOO BIG

The "too big to fail" mentality of large companies mentality of large companies mentality of large and more to insist doing things the "right" (their) way.

JUST RIGHT

Who can you talk to?

TOO SMALL

f they are overseeing processes done by their suppliers, there is little chance of you talking ce-to-face with anyone but your point person.



TOO BIG

The spread out nature of a big company means that yes, you have all the experts you need but there is litt chance of them sitting at the same table.

JUST RIGHT

eeper. You will have access to leadership as well as ufacturing and supply chain specialists, and more.

Will they pick up your calls?

TOO SMALL sible. Small CMs often d resources and a gap d like to do for you and what they can do.



TOO BIG

JUST RIGHT Every time.

Choose a CM who has their eyes on a long-term partnership. Make certain they have the expertise and resources to deliver the quality products you want on time and within budge but also demand more. Find a CM who is guided by your strategic goals and is proactive highlighting opportunities for lowering costs or improving your product and processes. Don't settle for anything less than a perfect fit.



ww.providencehk.com

Quail 35 ort Beach, Caix , USA -1-949-851-8888 l Street, Suite 420 each, California,

Schedule a Meeting

in LinkedIn