

The Contract Manufacturing Checklist for Entrepreneurs

- Is the contract manufacturer vertically integrated, with full control of the supply chain?
- Do they have a rapid change cycle and in-facility testing, with design and manufacturing professionals collaborating in close proximity?
- Does the contract manufacturer provide leadership in coordinating other suppliers while serving as a central hub to ensure timeliness and quality?
- Does the manufacturer practice open communication and partnership with other suppliers, without protecting markups or other business details?
- Do they incorporate a MSA (Manufacturing Supply Agreement) that is developed in partnership with business leadership, providing expert guidance about inventory needs and strategy?
- Does their team include a range of professionals with specialty areas of expertise, and a culture that encourages them to bring forward solutions - even when it means challenging business norms?
- When making recommendations, do they help business leaders understand the pros and cons of each proposed solution?
- Do they have extensive support that meets the needs of a fast-moving business?
- Do they effectively use Manufacturing Resource Planning (MRP) software for materials costing and other benefits?
- Do they serve entrepreneurs as their core mission, or have they carved out specific services in an attempt to partner with entrepreneurs?