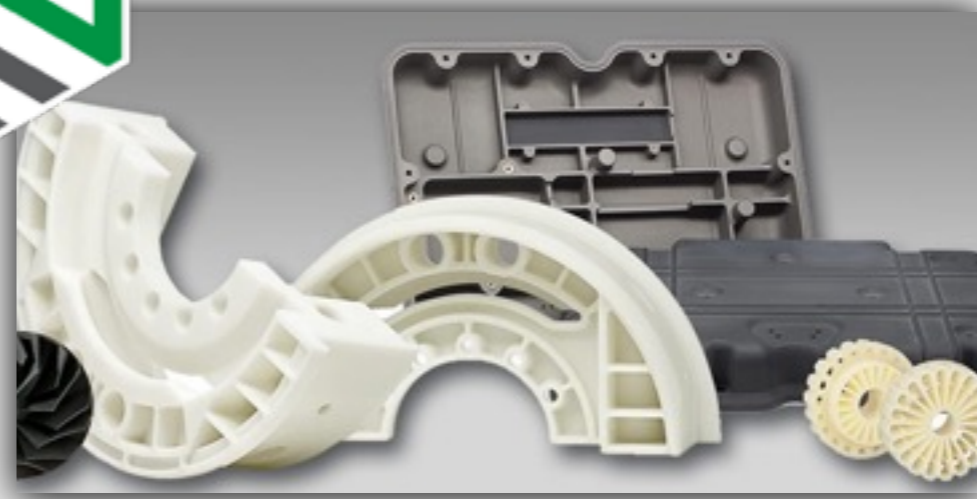
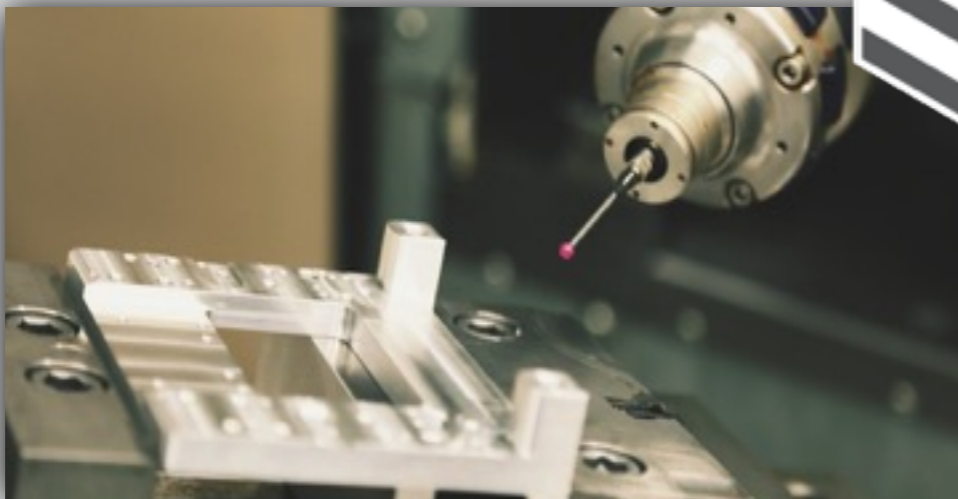
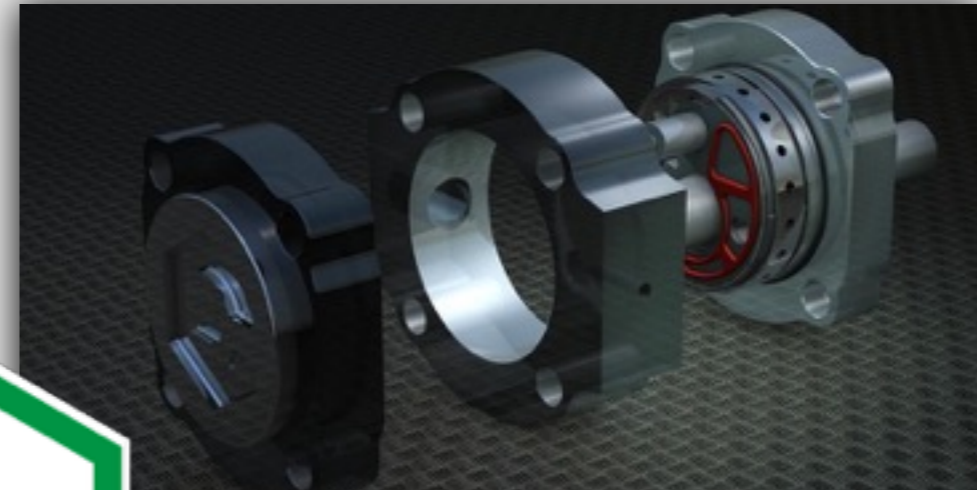
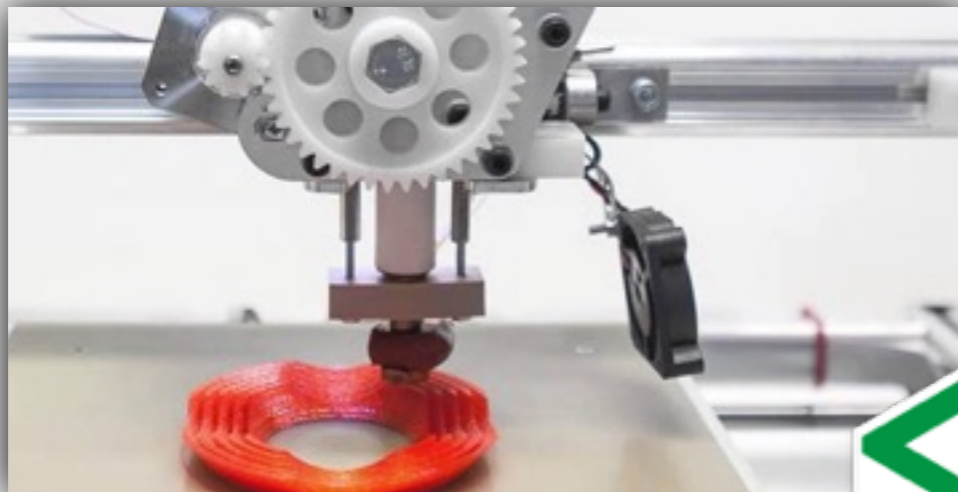


CONTRACT MANUFACTURING

For Startups



ISSUES WITH BRINGING YOUR PRODUCT TO MARKET

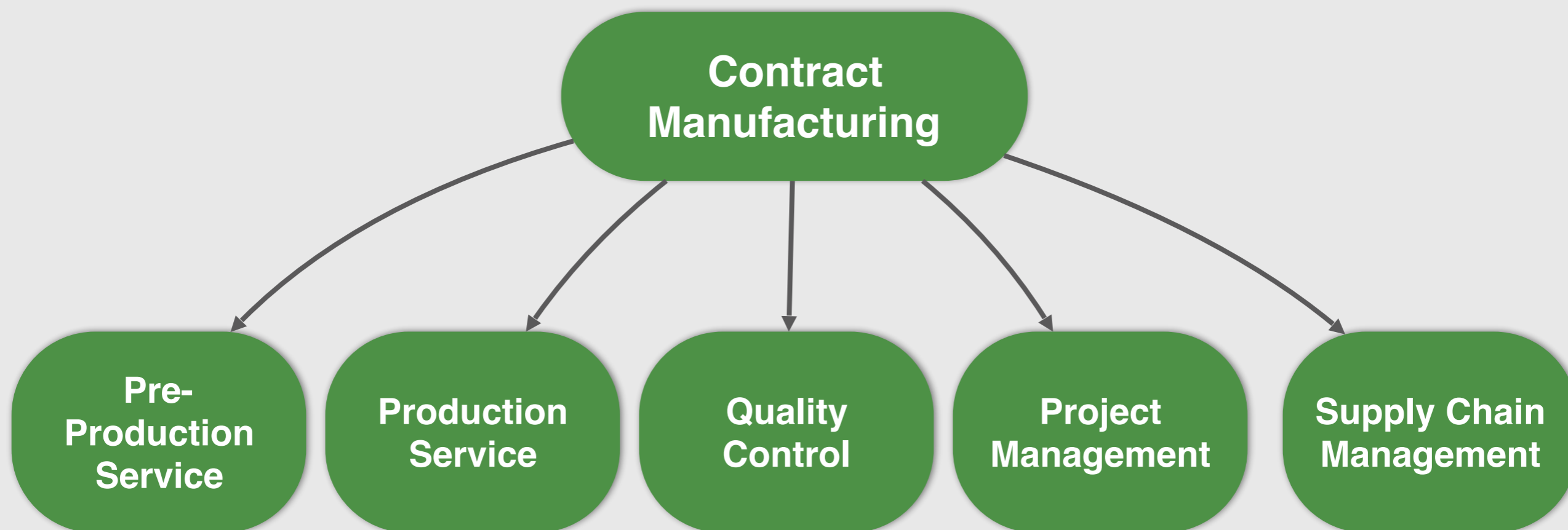
- Engineering
- Late delivery
- Expensive tooling
- Inability to deliver on promised costs
- Difficulty sourcing and tracking too many parts
- Samples cannot be produced and require re-designing



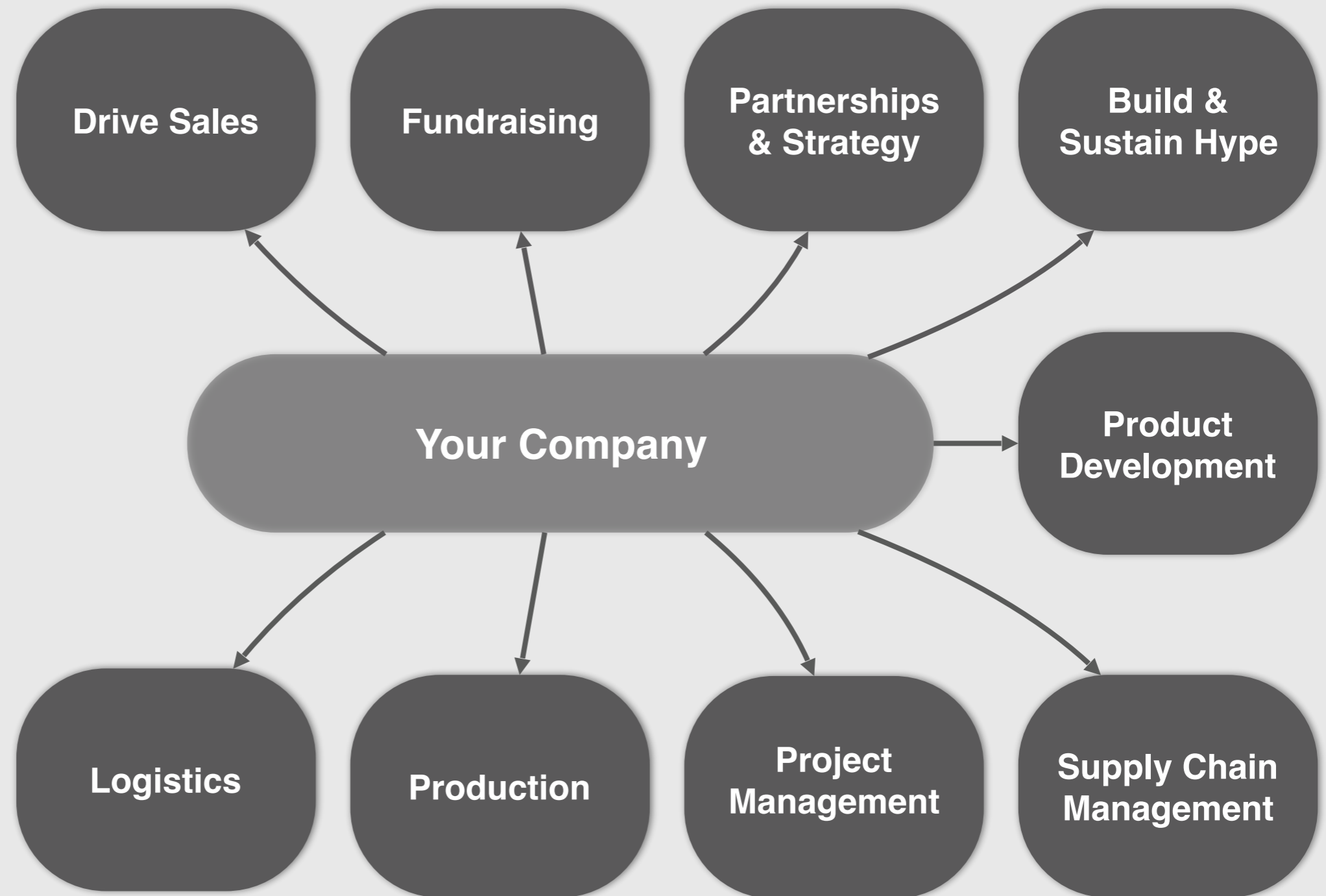
WHAT IS CONTRACT MANUFACTURING?



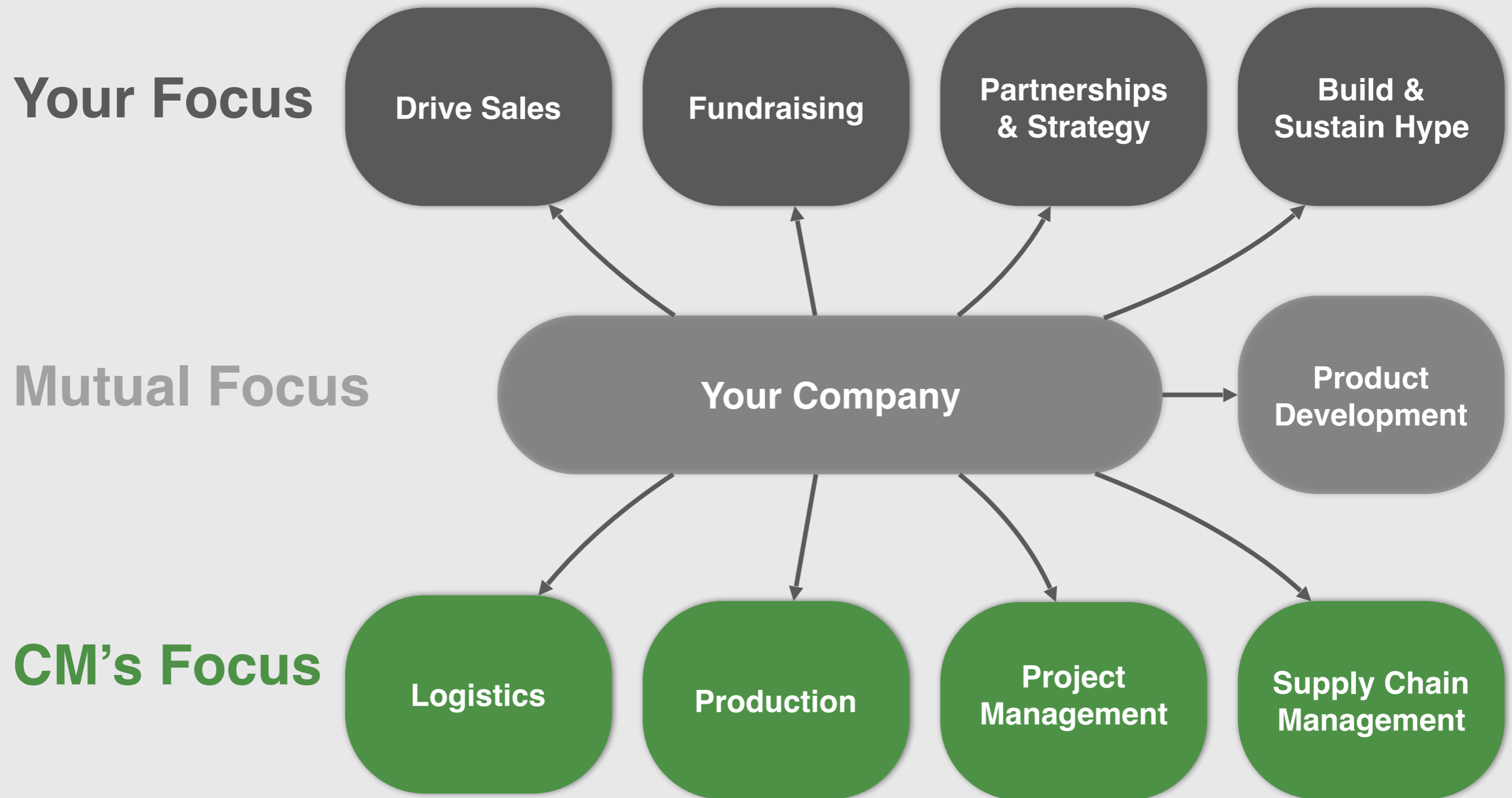
WHAT IS CONTRACT MANUFACTURING?



HOW A CONTRACT MANUFACTURER CAN OFFER SUPPORT



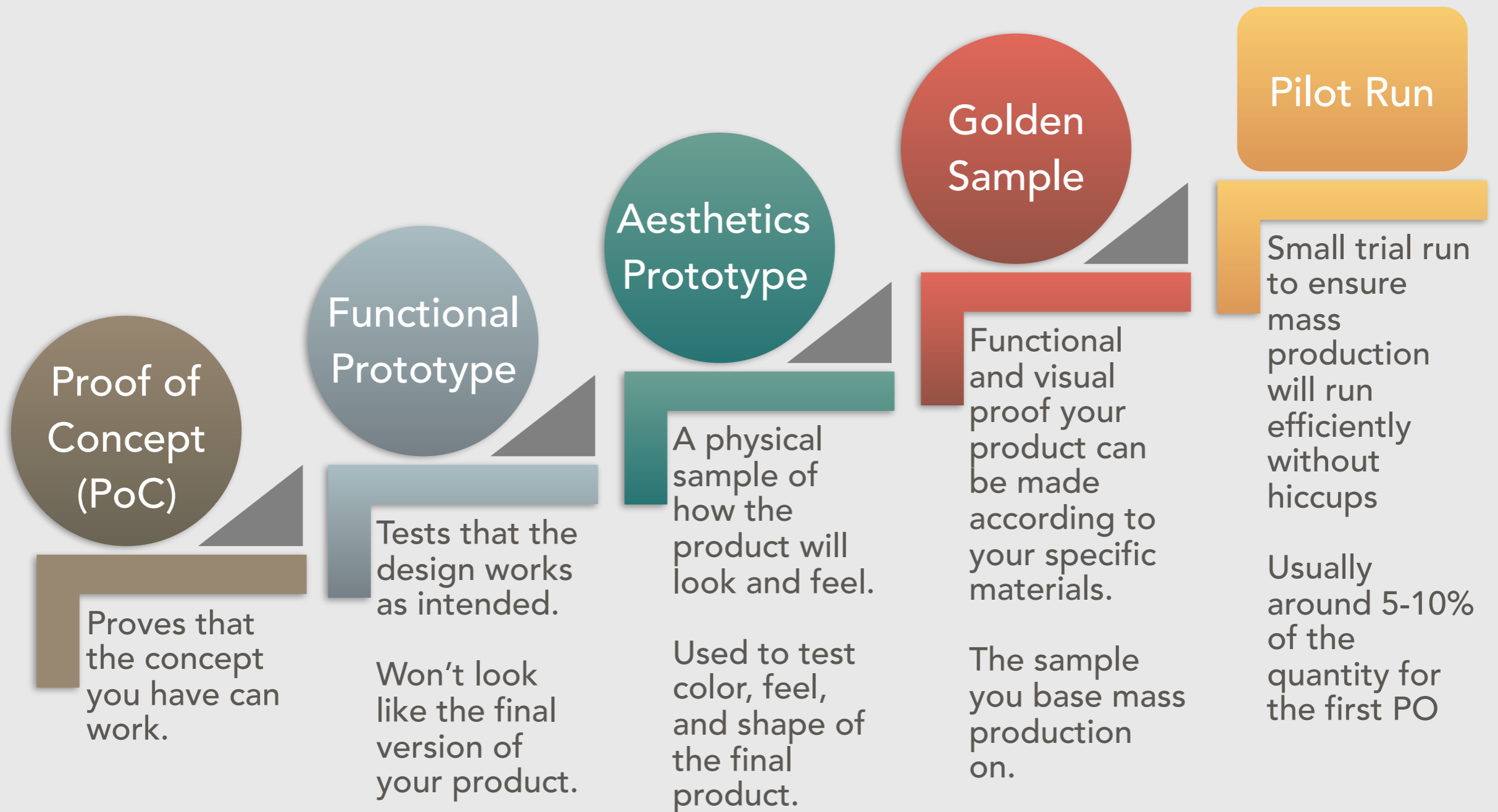
HOW A CONTRACT MANUFACTURER CAN OFFER SUPPORT



DEVELOPMENT ISSUES

Topic	Issues	Solution
Engineering & Tech Support	<ul style="list-style-type: none"> Not sure of the most efficient way to manufacture and assemble a product 	<ul style="list-style-type: none"> Make the transition from development to manufacturing smoothly Have both ME's & EE's
Supply Chain	<ul style="list-style-type: none"> Overcomplicated supply chain Struggle with knowing where to begin Vetting new suppliers the first time is time-consuming 	<ul style="list-style-type: none"> Manage all vendors on your behalf Provide a list of pre-approved vendors Manage all moving pieces around production allowing for allocation resources towards driving sales.
Project Management	<ul style="list-style-type: none"> Complex projects are more time consuming and difficult to manage Startups can't allocate the proper resources towards project management 	<ul style="list-style-type: none"> Provide production updates Can manage and coordinate your project Provide a department dedicated to project management Free you to up to focus on managing and growing your business
Costing	<ul style="list-style-type: none"> Correlation between costs and quality How are assembly costs added in? How target parts to cost down? 	<ul style="list-style-type: none"> Provide a cost breakdown Provide full quote for raw materials and assembly Provide DFMA that looks redesigning parts fo
Lead Time	<ul style="list-style-type: none"> Long lead time associated with sourcing it yourself Doubts surrounding when you'll be able to provide your product to customers. 	<ul style="list-style-type: none"> Provide schedule on the first day Provide schedule breakdown for prototypes, pre-production, tooling & mass production
Development Speed	<ul style="list-style-type: none"> Development is too slow 	<ul style="list-style-type: none"> Experience and product development background Internal departments to expedite development time Partnerships with 3rd parties to provide swifter development

TYPES OF PROTOTYPES



HOW A CM'S TEAM CAN PROVIDE VALUE

SUPPLY CHAIN TEAM

- Sourcing
- Lead time
- Payment terms
- Vendor coordination
- Coordinate sub assembly
- Vendor manufacturing schedule

PROJECT MANAGEMENT TEAM

- Point of contact
- Customer support
- Project scheduling
- Real-time lead times
- Coordinate with the department heads

HOW A CM'S TEAM CAN PROVIDE VALUE

PRODUCTION TEAM

- Tooling
- Assembly
- Production samples
- In-house production
- Production Documents

QUALITY CONTROL TEAM

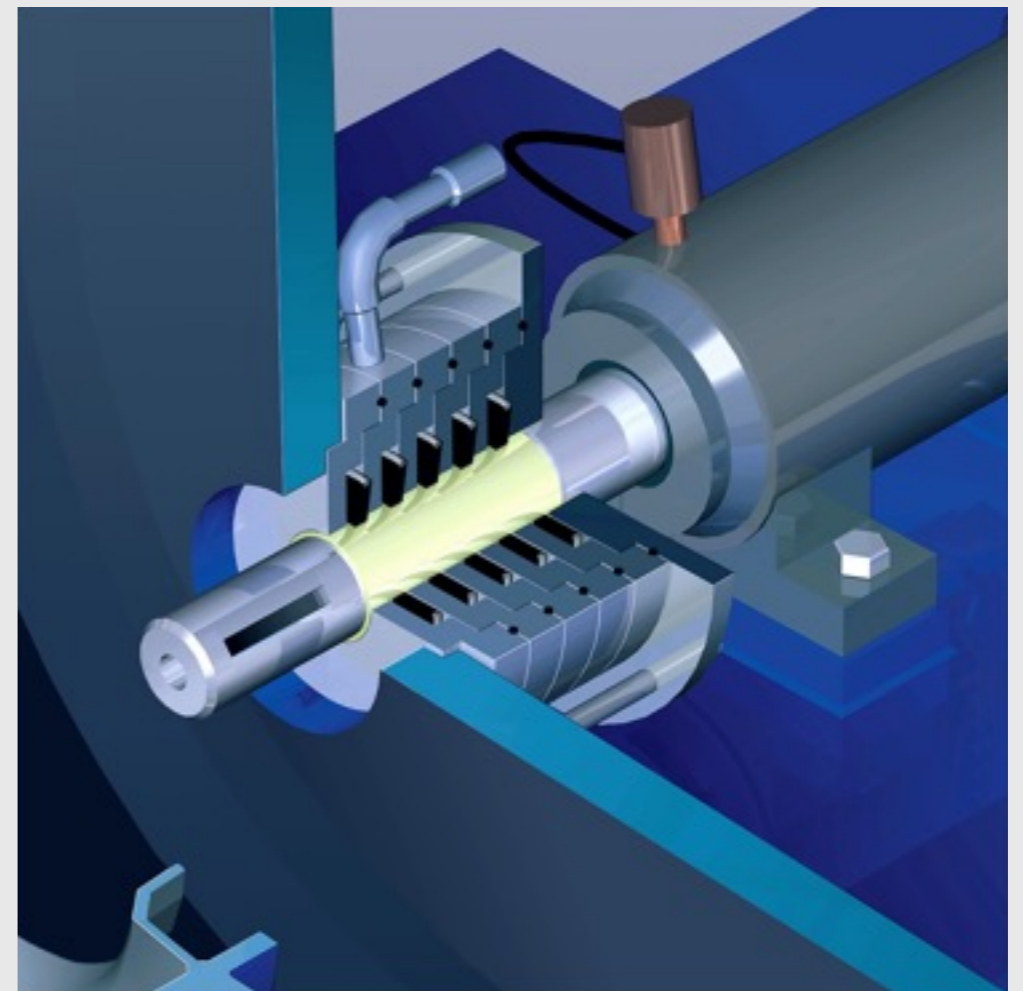
- Quality tests
- QC Documents
- Quality standards
- Quality Specifications
- Supplier quality control
- Testing tools and equipment
- IQC (Incoming Quality Control)

HOW A CM'S TEAM CAN PROVIDE VALUE

ENGINEERING TEAM

A product isn't always designed economically. An engineering team can analyze your design and ensure your product can be manufactured efficiently and cost-effectively.

- DFMA
- Cost reduction
- Product scheduling
- Engineering drawings
- Bill of Material (BOM) finalization
- Part & Sub component specifications



TRANSITIONING FROM DEVELOPMENT TO PRODUCTION

- Speak with your CM about the following topics to ensure development will smoothly lead into production:
 - Project Lead Time - When do you need to launch?
 - Prototyping - How many prototypes do you need to validate the market?
 - BOM Finalization - Is your BOM objective and final?
 - Production Costing - What is your target price?
 - Tooling Design - Are your tools made as efficiently as possible?
 - Production Documents - Are your processes objective?

MANUFACTURING CONSTRAINTS

- Manufacturing lead time:
 - Tooling
 - Production
 - Development and Prototyping
- Response time
- Engineering & Technical Solutions

MANUFACTURING LEAD TIMES (A ROUGH GUIDE)

		Week 1					Week 2					Week 3					Week 4				
		M	T	W	TH	F	M	T	W	TH	F	M	T	W	TH	F	M	T	W	TH	F
Prototypes:																					
	Plastics																				
	Metals																				
	Electronics																				
Tooling																					
	Plastics																				
	Metals																				
Production																					
	Metals																				
	Plastics																				
	Electronics																				

WHEN TO SEEK A PARTNER?

- Sooner rather than later
- The myth is to search for a CM when you need to scale up production
 - However, usually it's too late when you need to scale up
- Are you the following:
 - On a schedule?
 - Do you need to streamline the development process?
 - Seeking speed & support?

WHAT TO SEND YOUR CM

- Bill Of Material: BOM
 - Material, Processing, Part Finish, Color & Quantity
- Target Costs
- Drawings (2D & 3D)
- Project Time Line
- Volume
- Distribution Plan

CONCLUSION

- You don't have to make the journey alone.
- Allocation of your companies resources are key to your success.
- Your focus is solely on driving sales, building a brand and generating hype!
- Allocate wisely



THANK YOU

- Follow us on [Facebook](#) or [LinkedIn](#) and see what we're up to.
- For more information, please visit us at www.epowercorp.com
- Want to get in touch? Reach out to us at hello@epowercorp.com
- Want to learn more about manufacturing? Check out our [Resources Page](#) to learn more.

RESOURCES PAGE

- Prototypes:
 - [Prototyping and Types of Product Prototypes](#)
- Product Development:
 - [Development to Production \(Case Study\)](#)
- Metals:
 - [Metal Fabrication 101](#)
 - [Metal Finishing \(Metal Fabrication\)](#)
 - [Turning: An In-Depth Look \(Metal Fabrication\)](#)
 - [Milling: An In-Depth Look \(Metal Fabrication\)](#)
- Plastics:
 - [Different Types of Plastics](#)
 - [Plastic Injection Molding](#)
- Resource: [CM Evaluation Form \(PDF\)](#)