



10 Lessons We've Learned in Over 10 Years of Contract Manufacturing

WHITE PAPER



We've learned quite a few things in our 13 years of experience manufacturing offshore! East West has a unique business model that utilizes a transparent supply chain, on-site quality control, and logistics systems to provide our customers with superior products and competitive cost advantages. Since 2001, we've established offices and new factories in Vietnam, China, and India and continue to grow. Looking back at our business growth and the challenges we've faced, we put together 10 lessons we've learned while navigating the contract manufacturing waters.

Paul Shaffer, drum roll please for our Top 10 Key Lessons:



1. Don't overlook the Domestic requirements.

In order to successfully manufacture offshore, an organization must first have the capabilities and take the time to understand its domestic customers' requirements.

2. Offshore "Feet on the street" are essential when working on a client's behalf.

To ensure quality control, you must have a significant presence in each country of manufacturer (whether working with sub-suppliers or a fully owned

factory) to understand the local culture, negotiate the best pricing, and manage suppliers' performance.

3. Manufacturing is not performed by brokers and importers.

Customers are best served working with a company that has expertise and proven experience to actually make products and manage the supply chain.

4. Diversify the supply chain.

Whether among suppliers within a single country or by manufacturing/sourcing in two or more countries, diversity in the supply chain provides security, flexibility, and maximum competitiveness.

5. Offshore manufacturing is not a zero-sum game.

The additional competitiveness achieved via targeted, strategic outsourcing inevitably leads to growth (in both sales and domestic jobs) for our customers.

6. Trust, but verify.

You only get the performance and quality level for which you ask, and inspection is crucial. Quality expectations must be clearly set, consistently communicated, and inspected for in each shipment.



7. A transparent supply chain is key.

Suppliers should be pre-qualified on critical manufacturing capabilities, agency (UL, CE, etc.) approvals, competitiveness, IP stewardship, safety, and labor practices.

8. Mature products work best.

While new products can certainly be manufactured overseas, products with some manufacturing history, a proven sales track record, and predictably high volumes offer the best results.

9. Offshore manufacturing is not “one size fits all”

For reasons of strategic core competencies, specialized material or process unavailability, freight considerations and cost make-up, not every part or assembly is a good candidate to be made offshore.

10. Murphy is a world traveler and “Murphy’s Law” applies everywhere.

If it can go wrong, it will, and it takes proven systems and experience to deal with the inevitable surprises that naturally come with manufacturing and sourcing offshore.

At East West Manufacturing, we believe the past decade has propelled us at least 10 steps ahead of the game, allowing our customers to benefit from our real-world experience. The global manufacturing market is ever-changing, and we are excited to see what the next 10+ years will bring!



Schedule a **FREE Consultation!**



Consult with a leader in the global contract manufacturing industry to determine if East West is the right partner for you!

