

HAVING THE RIGHT FABRICATOR CAN MAKE A WORLD OF DIFFERENCE. PERIOD.

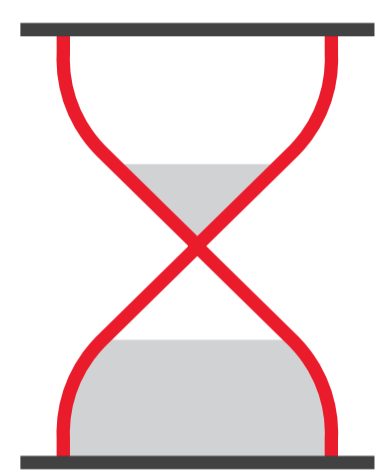
The best way to find out if a supplier is right for your project is by asking the right questions. You need someone who understands your needs, has access to quality materials, will deliver on time and meets your quality standards and specs.

Here's what you can ask to quickly qualify if a fabricator should be on your shortlist.

1 WHERE ARE YOU LOCATED?

Today's supply chain issues affect everything from sheet metal to the pallets and packaging, add tariffs to that and you have the perfect storm.

A supplier closer to you and your customers can mitigate shipping costs and delays in the face of rising material costs, and makes it a lot easier to keep tabs on the project as it progresses. Also, let's be honest — the less time a product is in transit, boat, truck etc. the better. Also, do they have multiple locations for contingency planning? If so, the better.



2 HOW LONG HAVE YOU BEEN AROUND?

Longevity in the industry is a plus. It means they have been there, and done that. They have successfully launched programs like yours and can quickly navigate challenges like product manufacturability and scalability.

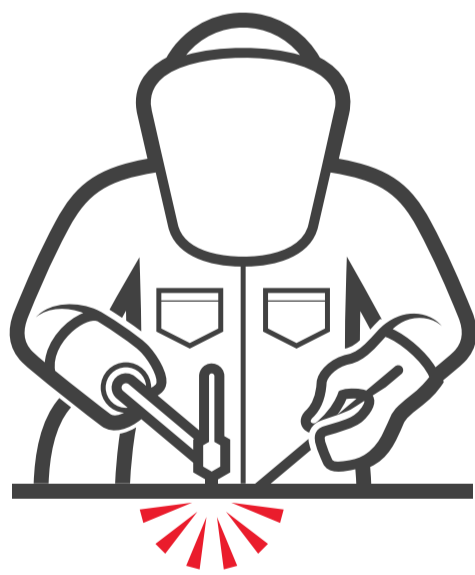


3 WHAT CERTIFICATIONS DO YOU HAVE?

Certifications show they can deliver products that meet rigorous quality standards. **LOOK FOR A SUPPLIER THAT HOLDS THE LATEST ISO CERTIFICATION** to ensure the supplier can meet your expectations around quality management systems.

4 WHO WILL BE ON MY SUPPORT TEAM?

Find out if they have an in-house engineering team that works closely with the company's manufacturing team. They'll be able to assess drawings and recommend any changes to ensure your product can be made on the shop floor. This will also be extremely helpful when launching new products. Get a feel for how the supplier works with their customers. Do they seem like they listen to partners and believe in strong working relationships, or does it feel more transactional?



5 WHAT MATERIALS DO YOU WORK WITH?

Save yourself time upfront and take a moment to confirm that your potential supplier can work with the type of metal you need. They aren't all the same and not every supplier is experienced in every material.

6 WHAT IN-HOUSE CAPABILITIES DO YOU HAVE? CAN YOU SHARE AN EQUIPMENT LIST?

Before you choose a supplier, make sure they have the capabilities and processes your enclosure, kiosk or part demands. Bonus points if the supplier can offer everything you need under one roof.



THERE'S NOTHING WORSE THAN FINDING OUT TOO LATE THAT YOUR SUPPLIER CAN'T PRODUCE THE HIGH-QUALITY ENCLOSURE, KIOSK OR METAL PARTS YOU NEED.

Use these questions to save time in your supplier search and RFP processes.