BRACALENTE
MANUFACTURING GROUP

# 13 STEP CHECKLIST

## FOR SELECTING A MACHINING SUPPLIER THAT CAN GROW WITH YOU FROM PROTOTYPE TO PRODUCTION

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Your business needs a reliable supply chain that can grow with your increasing volume and logistics requirements. Identifying partners that are capable of making the adjustments in service when you need it mitigates the risk to your operation and your revenue growth. This checklist will help you identify the critical dimensions to look for in a supply chain partner ready for your growth trajectory

| STEPS | CURRENT/NEW SUPPLIER | BRACALENTE |
|---|---|---|
| **STEP 1 : Offer Proper Machining Capabilities To Allow Growth**<br>Identifying a supplier that offers multiple machining capabilities (with the appropriate equipment, tooling, systems and business philosophy) will allow your component design to evolve through multiple revisions that may require unforeseen capabilities at the outset of a new project launch. Our expertise will save you time and money as you move through all of the steps to product launch. | | ✓ |
| **STEP 2 : Industry Focus**<br>When planning to grow with a supplier over the life cycle of your product, it is advisable to identify and partner with a manufacturing expert with industry experience. They will not only know how to manufacture what you need, they will be familiar with all of the documentation and quality requirements of your product. | | ✓ |
| **STEP 3 : Ability To Provide Performance Metrics**<br>New suppliers should be willing and eager to provide you with reasonable lead times, on time delivery performance, and reliability that will provide confidence to the members of your team. | | ✓ |
| **STEP 4 : Sign and Material Selection Assistance**<br>While you may have the utmost faith in your component design, it is advisable to seek a manufacturing supplier that can apply 100s of man-years of Design for Manufacturability (DFM) experience and CAD modeling. By applying best practices to your design, your supplier partner can reduce your cost and increase the quality of your component design.. | | ✓ |
| **STEP 5 : Willingness to Partner at Prototype Phase**<br>Some machine shops will not consider prototyping components and only want to accept high volume runs of established parts. Find a partner that is willing to start small and grow with you. In this way, they have as much to lose as you do if your components/products are not correct. | | ✓ |
| **STEP 6 : Work Diligently on Cost Collaboration:**<br>A strong machining partner with experienced engineers and machinistswill be able to work with you during the prototyping phase to streamline the design and production methods for your production ready component. The right partner will ask questions and deliver suggestions to designers and then make the manufacturing adjustments in an effort to find your optimal quality and cost per part. | | ✓ |
| **STEP 7 : In-House Tooling Team**<br>A machining partner with an in-house tooling team will always be more effective. The same team that determines how to produce your part then makes the tooling to do it. | | ✓ |
| **STEP 8 : Production Capabilities**<br>Understand the total volume capability that is possible with the current infrastructure your supplier has to support the production of your component. Your supplier should be willing to grow with you if need be (add machines, staff, square footage, etc). | | ✓ |

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| **STEP 9 : Geographical Footprint**<br>As your production requirements increase, your supply chain will need to grow with you. Identifying a supplier that has both domestic and international locations will allow you to expand production to your desired volume while strategically locating your components for final assembly. | | ✓ |
| **STEP 10 : Certifications**<br>At a minimum, you will need your supplier to be ISO9001 certified. They should be familiar and compliant with additional certifications based on your industry, for example: AS9100 for Aerospace, TS16949 for Automotive and ITAR for DoD. | | ✓ |
| **STEP 11 : Quality Procedures**<br>Manual inspection is time consuming and not easily repeatable from operator to operator. The right supplier should have the right quality tools including; CMM, vision systems, optical comparators, laser measurement, and other advanced metrology to allow the proper testing and quality control of your components. Investigate their calibration schedule and documentation. | | ✓ |
| **STEP 12 : Logistics Capabilities**<br>As your production volumes grow, there will be more components to ship and volume on hand to track. Suppliers that offer packaging, shipping, warehousing and integrated ERP capabilities will become even more valuable to your operation as demand increases for your components. | | ✓ |
| **STEP 13 : Supply Chain Management**<br>Partnering with a supplier that has an existing supply chain system allows you to save time and resources. Be sure your partner has full time supplier quality personnel on site with key suppliers. The performance of supply chain members should be documented and reported in key business metrics. | | ✓ |

If you have further questions regarding your supply chain or manufacturing process, please schedule a consultation with one of the Bracalente supply chain experts. We have grown side by side with many businesses and look forward to serving you as well!

## PRECISION MANUFACTURING SOLUTIONS FOR A GLOBAL MARKET

For more than three generations, we have been providing manufacturing solutions for our customers across the globe. Our parts are key components that help advance industries from Aerospace, Automotive and Agriculture to Defense, Gun Accessories, Oil & Gas, Medical and more. Our difference is in our approach to your business. Our people are an extension of your team. We know manufacturing because we are manufacturers that build solutions around your business. We call it the Bracalente Edge.™

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