

► GUIDE



WORKING WITH YOUR MANUFACTURING PARTNER

What to define early to accelerate feasibility,
pricing, and production.

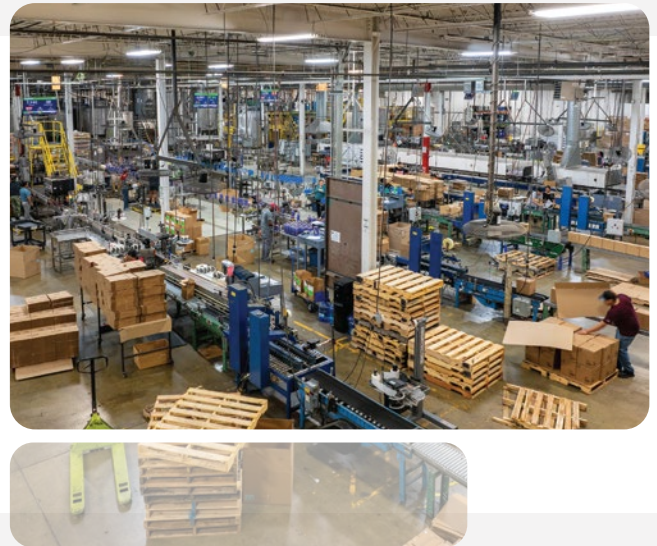
When brands engage a contract manufacturing or blend-and-fill partner, the first request is often a quote — along with minimum order quantities (MOQs), timing, and pricing.

But a quote isn't the starting point. It's the output of a series of operational realities, such as:

- ✓ Can existing equipment and operating procedures be used?
- ✓ Are the required raw materials and packaging already in the supply chain?
- ✓ How will the formulation scale?
- ✓ When and how much is needed?

Before a manufacturer can truly confirm feasibility, timing, or pricing, they need clarity around scope.

A vague scope can lead to quotes with incorrect assumptions or increased pricing to account for unknowns. Revisions become likely — and valuable time is lost in back-and-forth clarification.



“ When scope is defined clearly upfront, evaluation accelerates and downstream changes are reduced – saving time and friction later. ”



Key Inputs That Shape Contract Manufacturing Scope

- ✓ Formulation & Raw Materials
- ✓ Packaging
- ✓ Volume and Timing Expectations
- ✓ Operational Requirements

KEY INPUTS THAT SHAPE CONTRACT MANUFACTURING SCOPE

FORMULATION & RAW MATERIALS

Your formulation is one of the biggest drivers of both cost and feasibility.

- ✓ Complex chemistries that require specialty ingredients, strict environmental controls, specific vendors, or special handling can increase cost or reduce feasibility.
- ✓ Formulations that don't scale can slow down volume production and add costs.
- ✓ Starting with a base formulation can work both ways. On one hand, you're a step ahead and don't need to pay for formulation development. But having flexibility in the formulation can give your manufacturing partner room to overcome challenges to optimize your scope.

Whether your formulation is straightforward or complex, raw materials remain a primary cost driver for blend and fill operations. If your manufacturer already sources and runs the materials you require, you may benefit from purchasing efficiencies and system compatibility.



Myth:

Labor is the biggest driver of outsourced product cost.



Reality:

Raw materials often dominate total unit cost.

If the raw materials in your formulation are not standard for your manufacturing partner, they may still be able to make your formulation. However, some materials (like strong acids and bases) can accelerate equipment wear, require dedicated lines, or demand additional environmental or safety protocols – all of which add time and cost.

WHAT YOU CAN DO TO GET THE RIGHT QUOTE:

An SDS provides an initial view but is rarely sufficient for a firm quote. Be prepared to share the formulation, Technical Data Sheets (TDS) for commodity items to ensure your manufacturing partner quotes the right purity grade or concentration, and outline any unique requirements — from quality testing to regulatory compliance to sourcing constraints. Surfacing these factors early reduces rework later.

PACKAGING

Contract manufacturers are masters at working with a wide range of packaging formats. But your specific bottle, closure, labeling requirements, case pack configuration, or kitting needs can all influence feasibility, MOQs, and ultimately price.

Using standard, off-the-shelf components allows for purchasing and production efficiencies. That efficiency isn't just about sourcing. If the manufacturer already runs those components, the line is configured for them — without requiring training, changeovers, or equipment investment. This is especially important in automated environments.

Of course, that automation can be a trade-off — especially as products scale. While brands may look for highly automated facilities to deliver lower per-unit costs at scale, automated facilities may not accommodate every packaging configuration easily. Often, contract manufacturing requires more flexible operations that automation can't provide.

WHAT YOU CAN DO TO GET THE RIGHT QUOTE:

Provide packaging specifications early — and, ideally, a physical sample. If you can remain flexible on specific components, your manufacturer may be able to use existing, standard packaging to improve both timing and cost.

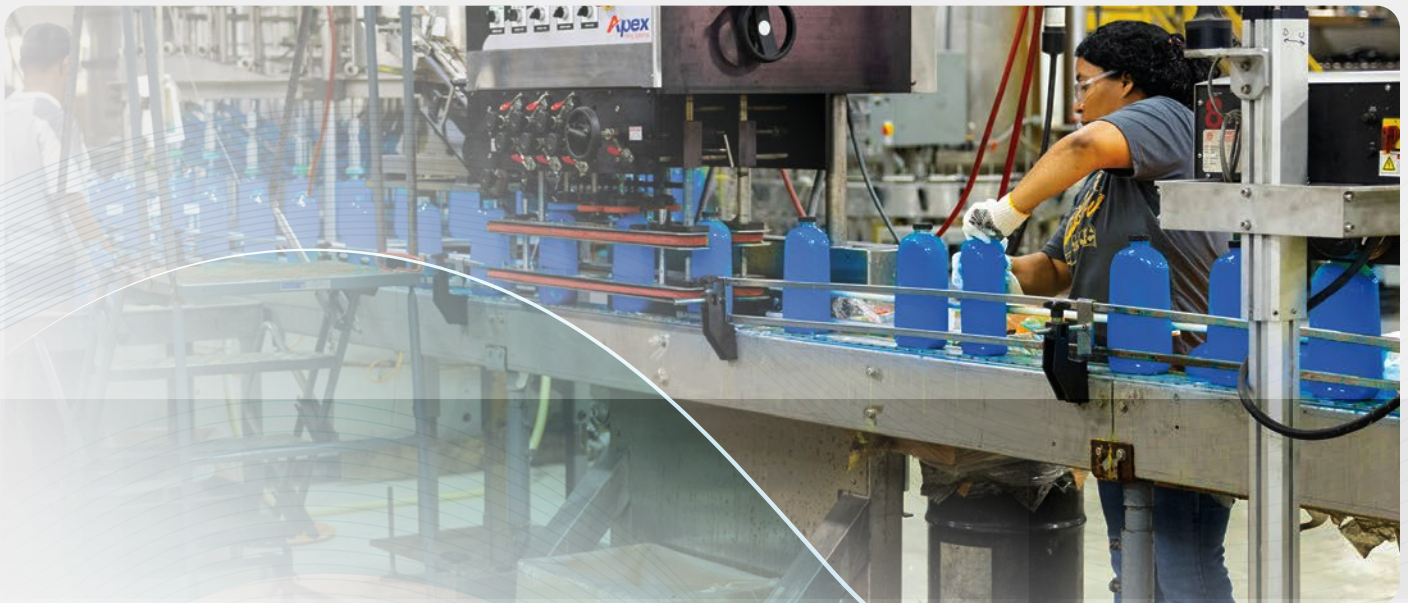


EXPECTED VOLUME & TIMING

The more product you run — and the more you commit to over time — the more efficient your manufacturer can be in sourcing and operations. That efficiency translates directly into lower cost.

Scale is only part of the equation. Predictability also matters. After all, better planning improves operational efficiency.

Volume and timing become even more critical if your product requires unique materials, packaging, or processes that require extra sourcing time. Also, at smaller volumes, you and your manufacturing partner may not have a business case to invest in specialty materials, packaging, or equipment. But spread across larger volumes, those same investments may make financial sense.



WHAT YOU CAN DO TO GET THE RIGHT QUOTE:

Share volume and timing expectations early — even if they are directional. If you're unsure, provide a reasonable range. Manufacturers can structure quotes across volume tiers, but without a realistic estimate, they may not be able to quote at all.

OPERATIONAL REQUIREMENTS

Operational requirements directly impact feasibility, timing, and cost. Examples include:

- ✓ Tight QA/QC protocols
- ✓ Retail compliance standards
- ✓ Line speed limitations
- ✓ Regulatory documentation requirements
- ✓ Serialization or traceability
- ✓ Hazard classification
- ✓ Special storage or warehousing needs

In many cases — though not all — these requirements can be accommodated, although they will likely add time or cost.

WHAT YOU CAN DO TO GET THE RIGHT QUOTE:

Surface these requirements early. There is little value in progressing through multiple discussions only to discover late-stage constraints that change feasibility.

HELPING MEET A DEMAND SURGE

When a manufacturer needed extra capacity to meet a surge in demand, BPI was able to work quickly with them to understand specifications, formulation, and volume needs - and was up and running in just weeks.



PUTTING IT ALL TOGETHER: WORKING TOWARD THE RIGHT SCOPE

What can you do to impact feasibility and cost for your sourced goods?



Be strategic and upfront about your needs.

Share your SDS, TDS, formulation, special needs, volume and timing early. You'll get a more realistic view of feasibility from the start.



Look for ways to leverage your manufacturer's supply chains and operations.

Align with materials and processes already in your manufacturer's ecosystem whenever possible. Could you use standard materials? Off-the-shelf packaging? Adjust testing frequency?



Treat scope optimization as collaborative.

Review cost drivers together and evaluate practical trade-offs to reduce costs and improve feasibility.

By working hand-in-hand with your manufacturing partner, you can reduce surprises, move faster, and build a better scope from the start.

CONTRACT MANUFACTURING SCOPE CHECKLIST

Here is a checklist of things to share with your manufacturing partner early to get the fastest, most realistic quote.

FORMULATION DETAILS

- ☐ Safety Data Sheets (SDS)
- ☐ Technical Data Sheets (TDS) for raw materials and commodity items
- ☐ Formulation
- ☐ Flexibility – Are raw material or formulation substitutions acceptable?
- ☐ Special requirements, such as regulatory, hazardous materials, specific suppliers, or handling

PACKAGING DETAILS

- ☐ Packaging and closure details or, preferably, samples
- ☐ Flexibility – Are you open to standard packaging components or recommendations?
- ☐ Case pack and pallet configuration
- ☐ Where will the final product be shipped?

VOLUME & FORECAST

- ☐ Expected order quantity
- ☐ Growth or ramp assumptions
- ☐ Forecast cadence (monthly, quarterly, rolling)

OPERATIONAL & COMPLIANCE

- ☐ Special requirements, such as regulatory documentation, line speed, handling, documentation, or traceability



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4050 New Getwell Road
Memphis, TN 38118
901.565.8260
www.bpisolutions.com

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