

Interacting with Suppliers

Top Tips to Optimize Supplier/Manufacturer Collaboration

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Include Suppliers Early

- Bring suppliers into the early stages of your R&D process whenever possible.

Involve Your Team

- Involve R&D and marketing/product development in supplier meetings when possible.

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- Involve R&D and marketing/product development in supplier meetings when possible.
- Also provide internal regulatory groups with access to the supplier to streamline the process of bringing a product to market.

Communicate Openly

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 - What are the US Food and Drug Administration's and local authorities' requirements governing the useof the product?
 - Provide samples of the base

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- Provide preliminary information on projects even if they may change—i.e., timing, quantities etc.
- Also, do not be overly concerned with secrecy when talking to suppliers. If you don't trust your supplier, you shouldn't waste time with them.

Consider Cost vs. Use Level

- While raw material costs understandably are a top concern, do not be penny-wise and pound-foolish. *Consider: Which will cost more, a \$2,000/kg ingredient used at 0.5%, or a \$200/kg ingredient used at 7%?*

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- Be willing to ask for the supplier's help when it comes to customizing blends of actives.
- Ask for the supplier's help with regulatory matters.

Be Prepared

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- Bring any new projects to the meeting that would be applicable to discuss and possibly get recommendations.

Be Timely

- Both suppliers and manufacturers should respond to e-mails, voicemails, etc. in a timely manner.