



**Overview:**

We can help you negotiate your way through the vast manufacturing options that exist both domestically and abroad. We bring products from concept to market so we have extensive experience manufacturing in the US and in Asia. Our Managing Partner, Tucker Marion has published a leading academic paper, Global Cost Modeling Early in New Product Development which has been presented at numerous engineering management, entrepreneurship, and product development conferences worldwide.

The determination of where to source involves several factors, including but not limited to the number of manufacturing processes, quality standards, available funding, lead time etc. Most of our clients request a comparison of options. We will typically send out the design files to our established contacts that are trustworthy, do good work, and are reasonably priced before proceeding to solicit additional facilities. We also utilize non-disclosure agreements before any communication with vendors.

We are not manufacturers' representatives; we don't have any agreements with manufacturers involving referral fees, commissions or any monetary exchange. Our only interest is getting your product aligned with a great manufacturer that fits your budget. We serve as a conduit, negotiator and sourcing provider for inventors looking to bring their product to market themselves. Many of our clients save over 75% of manufacturing costs by contracting to us to find cost competitive manufacturers around the world.

We can assist you through the manufacturing sourcing, mold fabrication, and logistics for early stage production, or help with any aspect individually. Like all of our projects, we use a stage-gate process in our proposal, with each phase defined in time, cost and deliverables. There is no obligation to complete all steps and work can be stopped at any time, we operate as a pay as you go consulting firm.

We typically begin with a non-disclosure agreement (ours is attached, and we are willing to sign yours if you have one). We will then evaluate and discuss the relevant variables with your and proceed to contact manufacturers. There are many options in manufacturing: prototype molds, multi-cavity steel molds, forming, stamping, extruding, machining, Asia, the US... making the wrong choice can destroy a products chance of success. Let us help you be successful.

Sincerely,

The Flashpoint Development Team  
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