

5 Questions When Sourcing an Industrial Supplier

Can this supplier help me decide what manufacturing process is best for my product and its demand?

You don't want or need your industrial supplier to be a "yes" man. Whether this is the first product you're taking to market or your 100th, you want a supplier who knows what's best based on the product's design, current demand, and anticipated sales, both near- and long-term.

Although many people consider 3D printing to be best for prototypes, there are situations where printing makes sense over traditional steel core molds. There are also alternatives, like aluminum cores, that might make injection-mold plastics a more viable choice. At SigmaPro, we have the experience to explain your options to you and help you make the best decision.

Is there an emphasis on quality?

Too many suppliers rush through production because machine time is money. They can get you the parts you're paying for as long as you're not too picky. You deserve to work with a supplier who knows that you don't just want a part or a device, you want a well-made final product.

At SigmaPro, we believe quality and speed are not mutually exclusive. We've spent more than 20 years learning to prioritize both so that our customers can keep the end user satisfied.

Does this supplier understand design-for-manufacturing (DFM)?

Sure, you can mold just about anything and 3D printing makes prototypes both possible and affordable. But tweaking designs so that they are made efficiently—without wasting products or steps—is an approach that requires an experienced industrial supplier.

Is this manufacturer willing to grow with me?

A lot of companies are willing to take on your business as long as you fit their vision and their goals. You want to find a supplier who shares your long term goals and is willing to invest in the equipment and space your growth will require. At SigmaPro, we have a history of collaborating with our customers with mutually beneficial investments in machines and technology.

Will this supplier cut ties if I'm not meeting minimums?

Some suppliers only care about volume—period. If your product's demand doesn't meet their targets, the relationship is over. You need a manufacturing partner who believes that a partnership is about more than just the bottom line. A good industrial supplier can work with you to manage warehousing and minimums so that you're both benefiting long-term.

At SigmaPro, we work fast
using a DFM approach
and with mutual
long-term success in
mind.

Want to work with us?

If you'd like to discuss your options
or get a quote, email us at
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