



FRIWO

CHECKLIST

What Matters When Selecting Your OEM Partner

The most important criteria in a practical checklist

How Industrial Companies Find the Right OEM Partner



Technological Competence

- ☐ Have similar products or components already been developed?
- ☐ Have similar products or components already been used in OEM projects?
- ☐ Have similar products or components already been launched?
- ☐ Does the OEM have the resources to build a qualified team for the collaboration?
- ☐ Are the labs and equipment that are necessary for development available?
- ☐ Are there sufficient opportunities to test prototypes, products and individual components?
- ☐ Does the OEM have the necessary capacities to manufacture the products or components to be developed in sufficient quantities and to deliver them as required?





Market Expertise

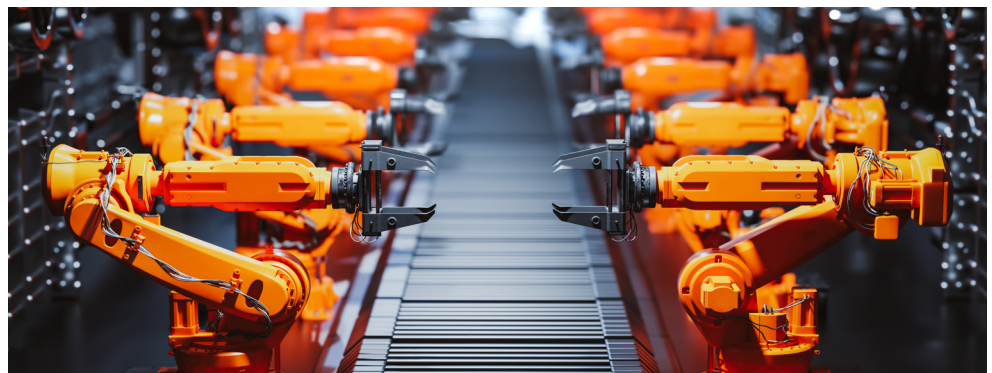
- ☐ Has the OEM already gained experience in relevant markets?
- ☐ Does the OEM have practical experience with existing product solutions in the relevant markets?
- ☐ Has the OEM already gained experience with the end product as a supplier?
- ☐ Does the OEM have experience with end user requirements for the final product and/or the corresponding components?
- ☐ Does the OEM have experience with regulatory requirements and certification processes in the target markets?
- ☐ Is the OEM familiar with the industry partner's business model, e.g. from previous collaborations?





OEM Competence

- ☐ Are there complete process chains, workflows and development standards on which the OEM partnership can be built?
- ☐ Can the OEM provide all its services from a single source?
- ☐ Does the OEM have transparent structures in place?
- ☐ Does the OEM have any other international locations?



Strategic Convergence

- ☐ Are synergies generated for both parties?
- ☐ Are the market opportunities presented by the cooperation project assessed in the same way?
- ☐ Can potential risks be spread equally?



Do You Have Any Questions or Specific Projects Planned?

We're your extended workbench and support you with the production of complete devices or systems, testing and packaging and delivery to your customers.

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