

# Private Label & Virtual Factory Setup



## Overview

We negotiate pricing, payment terms, MOQs, tooling, and warranty clauses on your behalf—ensuring fair, long-term agreements that protect your margins and IP.

## What's Included

- Transparent pricing
- MOQ optimization
- Contract drafting
- No commissions

🕒 1-3 weeks

## Success Story

A French company was struggling with rising costs and unclear warranty clauses from its Turkish parts supplier.

### Result

ACTR renegotiated terms, reducing unit costs by 12% and securing a 2-year warranty framework with clearer liability terms.

## Why It Matters

Fair pricing and strong contracts directly impact profitability and long-term relationships. Poorly negotiated terms can erode margins or expose you to legal risk.

## How We Deliver

Secure fair pricing, payment terms, and contracts that safeguard margins and IP.

## Details

### Introduction

Securing the right supplier is only half the battle — ensuring fair costs and airtight contracts is what protects your margins long-term. At ACTR, we handle negotiations and agreements on your behalf, balancing competitive pricing with strong legal safeguards so you can focus on growing your business with confidence.

### Why It Matters?

Poorly negotiated terms don't just cost money upfront — they can erode profitability for years. From hidden fees and inflexible minimum orders to vague warranty clauses or weak IP protections, a weak contract exposes you to unnecessary financial and legal risks. Proper negotiation ensures your supplier relationship is built on transparency, fairness, and durability.

### Our Approach

We go beyond surface-level discounts to create sustainable agreements:

- **Price Optimization** – Benchmarking costs and negotiating fair unit pricing that holds under scrutiny.
- **Terms & Conditions** – Securing favorable payment schedules, MOQs, tooling ownership, and lead times.
- **Warranty & Liability** – Clarifying obligations to protect against costly disputes down the line.
- **IP & Confidentiality** – Safeguarding your designs, molds, and sensitive information.

### What Sets Us Apart?

- **Local leverage** – With on-the-ground presence, we understand real cost structures and supplier motivations.
- **Objective alignment** – We represent your interests only; no hidden commissions or factory bias.
- **Holistic view** – We look at total landed cost and contractual strength, not just the unit price.
- **Future-proof deals** – Our contracts anticipate growth, ensuring scalability without repeated renegotiations.

### Expected Outcomes

By the end of this process, you will have:

- A negotiated cost structure that protects margins
- Clear, enforceable contracts aligned with international standards
- Reduced legal and financial exposure
- A stronger, more balanced supplier relationship

### Timeline

Typically completed within 1–3 weeks, depending on complexity and number of suppliers involved.

#### WHAT'S INCLUDED

- Price negotiation
- Contract drafting and review
- Terms optimization (payment, MOQ, delivery, warranty)

- IP and confidentiality protection

## Why Partner with ACTR

Strong contracts and fair pricing aren't luxuries — they're the foundation of sustainable business. With ACTR leading your negotiations, you gain transparency, leverage, and peace of mind that every agreement supports long-term profitability and trust.