

Cost Negotiation & Contracting



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

- Price negotiation
- Contract drafting
- Terms optimization
- IP protection

🕒 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.