

Development Process Overview

<p>Right Fit (No charge)</p>	<p>Objective: Confirm Amerilab can take client's vision and develop, produce and package into a finished product. At the same time confirm that the client's idea is the right fit for Amerilab.</p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab sends information packet. (Please note all potential clients MUST meet MOQ (minimum order quantities) of 300,000 – 500,000 tablets/sticks ordered at one time. Client completes CDA (confidential disclosure agreement) and return to Amerilab. Client completes Feasibility form and returns to Amerilab. 	<p>Outcome: Mutual decision to proceed to Feasibility stage.</p>
<p>Feasibility (No charge)</p>	<p>Objective: Client to confirm feasibility of product against their marketing plan.</p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab provides a bid, based on the information in the client's feasibility form. <ul style="list-style-type: none"> Bid includes: product price estimate (+/- 10 - 15%) Estimate of Development fees: <i>pilot, stability and qualification</i> 	<p>Outcome: Client decides to move forward with Amerilab.</p>
<p>Prototype (\$2,000 per formula/flavor)</p>	<p>Objective: Develop up to three bench top prototypes (per formula) based on the info gathered in the feasibility phase.</p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab develops bench top prototypes and provides pricing for each round of prototypes. Client provides feedback on prototypes. 	<p>Outcome: Client approves bench top prototype. Client approves moving forward with pilot and stability.</p>
<p>Pilot (\$4,500+ and Stability costs)</p>	<p>Objective: Amerilab will run a small scale batch on commercial equipment to confirm formula readiness as well as initiate product stability, which will provide shelf life justification.</p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab conducts pilot and places product in Amerilab stability chamber. Amerilab provides final product pricing. 	<p>Outcome: Client approves final pricing. Client and Amerilab discuss qualification plan.</p>
<p>Qualification (\$15,000 - \$25,000 Based on formula)</p>	<p>Objective: Amerilab will run a full scale production trial to optimize manufacturing process. <i>(Note this is a non-saleable batch.)</i></p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab produces a full scale production trial of formula to stress equipment parameters, as well as confirm product uniformity. 	<p>Outcome: Client and Amerilab decide to move to commercialization.</p>
<p>Commercialization</p>	<p>Objective: Prepare for first production of product.</p>	<p>Process:</p> <ul style="list-style-type: none"> Amerilab provides client with dielines (templates for client's artwork). Client provides completed dielines to Amerilab. Client provides Amerilab with a purchase order <i>(12 weeks before production)</i>. <ul style="list-style-type: none"> Amerilab orders raw materials and packaging Amerilab manufactures, packages, tests and releases client's product. Client arranges product shipment from Amerilab to their warehouse. 	<p>Outcome: Client launches product!</p>