

The nine steps

From: Scaling from Sample to Container Order

<https://emiagroindustries.com/playbooks/scaling-from-sample-to-container-order#checklist-master>

- ☐ 1. 1. Sample requested properly
- ☐ 2. 2. Sample evaluated and recorded
- ☐ 3. 3. Trial order placed and written up
- ☐ 4. 4. Specification agreed in writing
- ☐ 5. 5. First container planned
- ☐ 6. 6. Incoterm and payment agreed
- ☐ 7. 7. Logistics timeline mapped
- ☐ 8. 8. Incoming QC run on arrival
- ☐ 9. 9. Repeat-order cadence set