

The Mainstay Partnership Process

At Mainstay, we invest in long-term, mutual expansion with our partners. Mainstay has developed a unique onboarding process that creates ideal partnerships. This four-step process flips typical industry relationship starters with an eye towards innovation.

Together, we push the limit, eliminate waste, and increase top line growth.

Step 1: The Initial Conversation

During this initial conversation, both companies qualify the opportunity and each other. Once all questions have been satisfied and both parties feel assured of a fruitful future relationship, we continue through the process.



Qualifying Questions Mainstay asks:

- Do you outsource metal components?
- Do you need Low-to-Mid-Volume parts?
- Do you value a relationship over just getting a job done?

Qualifying questions Mainstay receives:

- What certifications do you require?
- Do you accept blanket orders and release?
- Do you manage JIT, Kanban or Milk Run Inventories?

Step 2: Mutual Qualifying Meeting

This is a candid conversation to determine if we should do business as a team. It is crucial to address current and past frustrations with relationships on both sides to better understand how to fill previous gaps and validate existing apprehensions. Expectations of work and relationship also need to be established to ensure the success of the partnership.



Step 3: Nitty Gritty Meeting

Mainstay will commit to investigate how we can serve you differently than your other experiences and offer our value-add proposition. During this process, Mainstay may evaluate:

- Part(s) Drawings
- Volume Requirements/Frequencies
- Tolerances/Incoming Inspection Process
- Logistics Requirements

The prospective partner commits to adding Mainstay as a new vendor. Each vendor qualification process is different but may include:

- Site Visit
- Documentation
- Capability Review
- Capacity Review



Both parties will clearly understand how each will benefit from the partnership and be aware of potential concerns that may arise.

From this, Mainstay will come away with all the information required for a proposal.

Step 4: Proposal Presentation

Mainstay will present a formal proposal to confirm alignment in part quantity, price, lead time, clarify expectations and finalize any additional logistics.

Our expectations at the end of this presentation is an agreement to formally engage and move forward toward production of your requirements.



The partnership begins! Mainstay now begins to produce the parts in order to deliver on our promise of making your goals our goals. Any partnership that is to be mutually beneficial will be fluid with Mainstay being willing and able to grow and adapt to your marketplace and beyond.