

DinghuiCosmetics ODM Business Process Table 化妆品ODM流程确认表

NO.序号	Process Stage流程阶段	Description描述	Customer Actions/Participation客户行动/参与	Check 确认
1	Market Research & Trend Analysis 市场研究与趋势分析	Conduct in-depth market research to identify trends, consumer preferences, and competitive landscape. 进行深入的市场研究，以确定市场趋势、消费者偏好和竞争环境。	Provide input on target market, preferences, and competition. 提供关于目标市场、偏好和竞争的信息。	
2	Concept Development & Design 概念开发与设计	Develop initial product concepts, packaging designs, and formulas based on market insights. 根据市场洞察开发初步的产品概念、包装设计和配方。	Review and approve concepts, provide design input. 审查和批准概念，提供设计意见。	
3	Prototype Creation & Testing 原型制作与测试	Create prototypes for testing and evaluation, including formula adjustments and packaging refinements. 制作原型以供测试和评估，包括配方调整和包装改进。	Review prototypes, provide feedback for further refinements. 审查原型，提供反馈以进行进一步改进。	
4	Stability & Safety Testing 稳定性与安全测试	Conduct necessary tests to ensure product stability, safety, and compliance with regulations. 进行必要的测试以确保产品稳定性、安全性和符合法规要求。	Await test results, address any concerns. 等待测试结果，处理提出的问题。	
5	Cost Estimation & Budgeting 成本估算与预算制定	Estimate production costs and develop a budget based on prototype specifications. 根据原型规格估算生产成本并制定预算。	Review cost estimates, negotiate if necessary. 审查成本估算，如有必要进行协商。	
6	Quotation & Contract Signing 报价与合同签订	Provide a detailed quotation, including design, production, and shipping costs, and sign an ODM agreement. 提供详细的报价，包括设计、生产和运输成本，并签订ODM协议。	Review quotation, negotiate if necessary, sign contract. 审查报价，如有必要进行协商，并签订合同。	
7	Production Planning & Scheduling 生产计划与调度	Schedule production based on agreed quantities, timelines, and factory capacity. 根据约定的数量、时间表和工厂产能安排生产。	Confirm production schedule, make any necessary adjustments. 确认生产计划，进行必要的调整。	
8	Mass Production 批量生产	Manufacture the final product in bulk quantities, incorporating design and formula refinements. 大批量生产最终产品，结合设计和配方的改进。	Monitor production progress, address any issues promptly. 监控生产进度，及时处理问题。	
9	Quality Control & Inspection 质量控制与检查	Conduct rigorous quality checks to ensure product consistency, quality, and compliance with specifications. 进行严格的质量控制检查以确保产品一致性、质量和符合规格要求。	Review quality control reports, approve final products. 审查质量控制报告，批准最终产品。	
10	Packaging, Labeling, & Shipping 包装、贴标与运输	Assemble products into packaging, apply labels, and arrange shipment to the customer's specified location. 将产品组装到包装中，贴上标签，并安排运输到客户指定的地点。	Provide shipping details, track shipment, prepare for receipt. 提供运输细节，跟踪运输情况，做好收货准备。	
11	Post-Delivery Support & Feedback 交货后支持与反馈	Offer ongoing support, including handling any post-delivery issues, inquiries, and collecting customer feedback on the design and product. 提供持续支持，包括处理交货后的问题、咨询，并收集客户对设计和产品的反馈。	Contact for support, provide feedback on the process and design. 联系以获取支持，对流程和设计提供反馈。	