



Packaging  
**Compliance Labs**

# 20 QUESTIONS TO ASK WHEN CHOOSING A CONTRACT PACKAGING PARTNER

## Shared Vision & Cultural Alignment

A long-term, successful partnership depends on shared values, compatible communication styles, and aligned expectations.

- Do we share the same cultural values and operating principles?
- Do they communicate in a style that works for us?
- Can I see us working collaboratively with them for years to come?
- Do they treat their clients as partners or transactions?

## Technical Expertise & Capabilities

Packaging is complex, especially for sterile medical devices. You need a team that can offer both strategic and technical support, in-house.

- What technical services do they offer in-house (e.g., engineering, validation, packaging)?
- Do they have in-house packaging engineers and subject matter experts?
- Do they offer an ISO 17025-accredited test lab?
- Is their contract packaging facility ISO 13485 certified?
- Do they outsource any critical services like testing?
- Are they early adopters of new technology and equipment?
- Do they specialize in medical packaging or spread across industries (e.g., aerospace, automotive)?

## Capacity for Growth & Scalability

Your packaging partner should grow with you, whether you're starting with low volume or planning for rapid scale-up.

- What is their current growth trajectory?
- Are they capable of handling our projected volume increases annually?
- Can they scale operations quickly if demand spikes?
- Will we remain a priority client as they grow?
- How do they define and measure “success” and “growth”?

## Flexibility & Adaptability

The ability to pivot your plan based on regulatory or technical realities is essential to keep your project moving forward.

- Are they open to iterating with us if plans need to change?
- Do they offer guidance when the project encounters unexpected challenges?
- Can they act as both a strategic partner and a service provider?
- Have they helped other clients successfully navigate regulatory or technical pivots?



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DISCUSS YOUR  
PROJECT TODAY!