FOVO / OEM & ODM PROGRAM

OEM
Starter Pack

Everything you need to quote, sample and launch a private-label dental handpiece line - in one file.

WHAT IS INSIDE

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Version 1.0 - November 2026 - For prospective OEM partners. Figures marked [TBC] are confirmed per project.

01 The file pack

What we need from you, and what you get back

A complete file pack removes two weeks of back-and-forth. Send the left column and you will have the right column within three working days.

YOU SEND US

- Logo in vector format (AI, EPS or SVG) plus a PNG preview
- Brand colours (Pantone or HEX) for body, logo and packaging
- Packaging artwork, or a reference product you want to look like
- Target market and registration status (own certificate, or pending)
- Model and configuration: coupling, LED, spray, head size
- 12-month quantity forecast, even if it is a rough range

WE SEND BACK

- Quotation with tooling and packaging cost broken out separately
- Specification sheet locked to your configuration
- Logo and packaging layout proof for your written approval
- Sample invoice, packing list and shipping options
- Document list available for your registration file
- Named contact person, direct email and WhatsApp

02 Coupling confirmation

The step that decides whether the launch works

A handpiece that does not fit the motor already in the clinic is returned, and the distributor carries the cost. We confirm the coupling in writing before any tooling is made.

1. Tell us the coupling standard used in your market - B2 / Midwest 4-hole, NSK-style, KaVo-style, or the motor brand your dentists already own.
2. Send one handpiece you sell today, or three clear photos of the coupling end and the motor connection.
3. We measure the pin positions, light contact and air passage, and send the result back in writing.
4. You approve the drawing. That drawing becomes the locked specification for every future order.

> Ask us for the coupling drawing of your current supplier. If two suppliers describe the same coupling differently, the difference is usually in the light contact pin - which is exactly where after-sales problems start.

03 Commercial terms

Indicative numbers, confirmed per project

Minimum order	50 units per model for a pilot run; 200-500 units for full custom packaging. [TBC]
Sampling	7-10 working days after artwork approval. 2-3 units, charged and deducted from the first bulk order. [TBC]
Mass production	25-35 working days after sample approval and deposit. [TBC]
Tooling	Logo plate and packaging die-cut. One-off cost, quoted separately, owned by you. [TBC]
Logo methods	Laser engraving on the handle; pad printing on the head shell and case.
Body finish	Anodized colours (black, grey, gold, blue, custom), matte or polished.
Packaging	Retail box, EVA case, aluminium case, printed insert, multilingual manual.
Spare parts	Cartridges, turbines, LED modules and O-rings held for 7 years after the last production run. [TBC]
Warranty	12 months against manufacturing defects; DOA replaced in the next shipment. [TBC]
Payment	30% deposit, 70% before shipment. T/T or Alibaba Trade Assurance. [TBC]
Incoterms	EXW Foshan, FOB Guangzhou / Shenzhen, or CIF to your port.
Exclusivity	Available per country on an agreed annual volume. Discussed before the first order, not after.

> Nothing in this document is a binding offer. Values marked [TBC] depend on the model, the packaging and the quantity in your brief - we confirm them in the quotation.

04 After you sign

What we commit to, and what we will not do

Most OEM relationships fail in year two, not in the first shipment - when the spare parts run out or the supplier starts selling your design to the distributor next door. These are the four commitments that prevent it.

Spare parts	We hold cartridges, turbines, LED modules and seals for seven years after your last production run, and quote them at the same margin as the handpiece.
Your design	Your artwork, tooling and packaging die-cut are used only for your orders. We do not list your model in our catalogue or offer it to another buyer in your market.
Quality records	Every batch ships with an inspection report: speed, noise, air tightness and runout per serial number.
Continuity	If a component supplier changes, you are told before the change reaches your order, and the change is validated on samples first.

WHAT WE WILL NOT DO

- We will not skip a quality gate. Every lot passes 100% incoming inspection against our drawings, and every unit passes 100% final inspection before release.
- We will not quote below cost to win a price war and recover it later on spare parts.
- We will not ship our own brand into the market where you hold exclusivity.

NEXT STEP

Send the six files listed on page 2 to **sales@fovomed.com** with the subject **OEM brief - [your company]**. You will receive a quotation and a sampling plan within three working days, or a clear no if the project is not a fit.

> Prefer to look before you talk? Ask for a 20-minute live video audit of the assembly line, the inspection bench and the spare parts shelf. No brand film - a screen share.