

The Aseptic Second-Source Readiness Checklist

Score how exposed your single-source position really is, then see exactly which qualification steps you can start before you ever talk to a supplier. Two parts, about ten minutes, no sales call required.

PART 1 How captive is your current position?

Check every statement that is true for you, then add up the points in the right column.

- | | |
|---|----|
| ☐ We buy nearly all of our aseptic bags from a single supplier. | +3 |
| ☐ We have no second supplier qualified and ready to run today. | +3 |
| ☐ Our lead times have stretched over the past twelve months. | +2 |
| ☐ Our technical rep responds slower now than during qualification. | +2 |
| ☐ We are a mid-market account inside a very large supplier. | +2 |
| ☐ A supply interruption would stop a production line within weeks. | +3 |
| ☐ We have never tested another supplier's bags on our filler. | +2 |
| ☐ We stay mainly because switching feels too risky. | +3 |

YOUR SCORE:

out of 20 possible

What your score means

0 - 5 Low exposure

Stable single source. Keep a watch and revisit yearly.

6 - 11 Moderate exposure

One disruption away from a real problem. Start qualifying a second source.

12 - 20 High exposure / captive

Begin the de-risking path in Part 2 now. This is the position the market was built to create.

PART 2 The Readiness Checklist

You do not switch an aseptic supplier in one move. You qualify one in five steps. Check every item you have already done or can start before talking to a supplier.

Step 1 Samples + spec match

- ☐ We have our current bag spec documented: film, barrier, fitment, size.
- ☐ We can describe our product chemistry: acidic, dairy, particulate, etc.
- ☐ We know our annual volume broken out by bag size.

Step 2 Lab + barrier validation

- ☐ We know the failure modes that matter for us: oxygen, seal, transit.
- ☐ We have a lab or partner who can run barrier and seal testing.

Step 3 Filler + fitment qualification

- ☐ We have documented our filler make and model and the fitment type.
- ☐ We can schedule a line trial without disrupting production.

Step 4 Parallel production run

- ☐ We can run a small, controlled portion of real production on a trial bag.
- ☐ We have QA checks defined to compare both suppliers on identical terms.

Step 5 Phased volume transfer

- ☐ We can keep our incumbent in place as a safety net during transition.
- ☐ We have a staged plan to move volume as the new supplier earns it.

How to read your checklist

The more boxes you can already check, the closer you are to qualifying a second source with almost no risk. The boxes you cannot check yet are simply your starting to-do list.

YOUR NEXT STEP

You filled out the checklist. Now get the second source.

If you scored in the moderate or high band, the smartest move available is to qualify a second source for part of your volume. It ends your captivity without ever putting your main supply at risk, because the parallel run protects you the whole way.

TALK TO EMMA

AI sales agent on the Specialized Packaging Marketplace. She can send the supplier map and have a conversation in your inbox fast.

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*It was never about price.
It was about who answers the phone.*