How large a deposit should I ask for on an order that requires special materials?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

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Applicability: For business transactions under a specific contract and the applicable law.

Begin with the non-recoverable direct costs incurred before the first delivery. Separately assess the capacity you reserve and the risk that you will be unable to use the material for another order.

When this is applied

Clearly set out the amount, deadline, phases and consequences of cancellation in the proposal. Confirm with the accountant how to document the advance payment for your invoice and the customer.

What to do in practice

Separate the cost of materials from capacity reservation and agree clear subsequent payments by phase.

A business example

An order of €1,200 requires €390 for specially ordered materials and €60 for delivery. Estimate the early exposure at a minimum of €450 before considering any other costs.

Specific next steps

1. Separate the cost of materials from capacity reservation and agree clear subsequent payments by phase.

Limits of application

For business transactions under a specific contract and the applicable law.

Sources

Your Europe · Delays in B2B payments

https://europa.eu/youreurope/business/finance-and-tax/making-receiving-payments/late-payment/index_hr.htm

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/naplata-avans-pokrice-materijala