

We are working with a European manufacturer of snacks and bite-sized foods who is interested in new technologies and solutions to improve the nutritional profile and presentation of their products. The majority of the company's products are based on roasted, fried and baked snacks and it is committed to improving them through collaboration with external partners with relevant expertise and/or technology. The following areas of are of particular interest:

Salt substitution using a non-sodium ingredient

Specification	Full (100%) salt substitution using a new innovative ingredient or process. Achieve the same flavour and sensorial properties, without sodium (e.g. MSG would not be of interest).
Already tried	Experimented, with limited or no success: <ul style="list-style-type: none"> - Potassium Chloride - Hydrolysed vegetable proteins (HVP) - Yeast Interested in learning about new yeast-based products that have a flavour profile similar to that of salt
Additional requirements	Ideally water soluble (some products require addition of salt in an aqueous medium during preparation) and white or light in colour.

Shelf life extension - improvement and maintenance of the “freshly roasted” texture and flavour of its products for up to 12 months.

Specification	Any process or technology innovation that maintains the texture and flavour experienced after cooking, for a period of 12 months.
Reason for innovation	Products are altered by the presence of both moisture and oxygen, which reduces the quality of the product by altering its “crunchy” texture as well as oxidizing the fat. This degradation process is additionally affected by several other external factors such as temperature and storage conditions.
Current packaging	Protective, nitrogen atmosphere and sealed foil bag.
Already tried	<ul style="list-style-type: none"> - High barrier films – successful but too rigid and expensive - Oxygen scavenging technologies - semi-successful but could not prevent the effect of the moisture on the products and required alteration of the packaging itself Technologies that counter these drawbacks would be of great interest.

Our client is a large company with strong interest in technology and process innovation. It is interested in reviewing any suitable opportunities, providing there is either proof of concept or significant expertise. Our client is open to consider all reasonable collaboration agreements including joint development ventures, licensing and purchasing of intellectual property, for suitable prospects.

Please send preliminary information on proposed opportunities to the project leader for this search – Ivan Coelho, Innovation Researcher (ivan@strategicallies.co.uk)