

The client

We are working with an established FMCG company that wants to develop a range of orally dispersible / disintegrating films that contain one or more functional ingredients. The benefit to the consumer of consuming the film could be a change in mood or the delivery of vitamins or minerals.

Oral thin films were first introduced in late 1970 to assist patients with swallowing difficulties. They are known by a variety of names including orodispersible films, oral soluble films, oral strips, oral films (oral thin films), buccal films and wafers. The films can be placed on various surfaces of the oral cavity (e.g., onto the tongue).

The search

We are helping our client identify technologies for formulating and manufacturing orally dispersible / disintegrating films and companies with the appropriate capabilities and expertise. Our client is interested in the rapid delivery of fast-acting, functional ingredients (not pharmaceutical drugs). Technologies of interest will have one or more of the following properties: -

- Film formulation technology is suitable for a range of functional ingredients
- Ideally the formulation technology can incorporate >1 active ingredient per film
- Films are suitable for high dose loading of actives
- Actives are delivered very rapidly into the mouth
- Easy to incorporate flavours and taste masking technologies into the film (for bitter actives)
- Films are stable over a broad range of temperature and humidity
- Formulation technology is IP protected

What the client can offer

Our client is a large and established business with global brands and has excellent market access to introduce new products. They are searching for companies that will become trusted development and manufacturing partners. This therefore represents an excellent business opportunity for an ongoing partnership with a leading brand partner. All potential partners should be able to demonstrate their capability and experience for this search by way of case studies and supporting literature. Please send preliminary information on any proposed technology to: – Diane Kolonko via diane@strategicallies.co.uk