

The client

The client is a global dry food manufacturer who is seeking novel and innovative approaches for producing shelf-stable (>12 months) dry food products. Current products use a variety of processing steps, including milling, blending and extrusion equipment to enable the addition of functional ingredients (e.g. colours, flavourings, nutritional additives) to processed carbohydrates, proteins and/or fats to produce large quantities of homogenous products. Our client would like to explore new or different manufacturing processes that can be applied to produce shelf-stable dry food products.

The search

Our client's current dry food products require extensive processing and a range of ingredient types (including particles, powders, liquids, emulsions) to provide the required shape, colour, texture, taste and nutritional profile. Our client is keen to identify innovative technologies and processes that can make shelf-stable products in ways that might enable, for example: -

- The use of alternative ingredients (e.g. plant-based)
- Greater inclusion of fresh and/or raw ingredients with improved nutritional quality
- The introduction of new product formats, shapes, colour, etc. to allow for greater aesthetic appeal
- More efficient processing techniques

Dry food products can come in a variety of size, shape and function, but are generally small enough to be picked up in a consumer's fingers and are convenient to consume as a snack or part of a main meal. Some examples of these include (but are not limited to): -

- Cereal
- Pasta
- Snack foods (e.g. snack bars)
- Pet food
- Animal feed

What the client can offer

The client is a large and well established business with excellent market access. The client is interested to partner/collaborate with companies with interesting technologies in the space to create future products, and so this represents an excellent business opportunity for a new and ongoing supplier relationship.

Please provide details of any potential technology partner or service provider to Diane Kolonko via diane@strategicallies.co.uk