

### The client

Our client is a global fast-moving consumer goods (FMCG) manufacturer with a wide range of products. In order to grow their innovative product portfolio, the client is interested in developing **new formats for oral delivery such as pastilles and strips**, that deliver a mixture of actives and flavour ingredients to the consumer in a convenient way (i.e. quickly and without water).

### The search

The client is actively searching for **product development partners with expertise in the design, development, formulation and prototyping of oral consumables**, in either of the following two product formats:

- Slow dissolution pastilles/gummies, with or without liquid core
  - These would dissolve slowly in the mouth over at least 10 minutes, ideally taking 20-30 minutes.
  - The pastilles/gummies would ideally have a soft texture, although those with firm but pliable texture would still be of interest.
  - Liquid core can also include a solid that dissolves rapidly.
- Rapid dissolution strips
  - The strips should dissolve in under a minute, ideally seconds.
  - Both buccal and sublingual delivery methods are of interest.

The inclusion of flavours and actives is essential for both product formats, thus it would be beneficial if a potential partner is able to demonstrate any previous experience of formulating products that incorporate these ingredients (e.g. knowledge on the feasibility of loading rates of actives for the different product formats and the ability to tailor the dissolution rates). The potential partner must also be able to supply prototypes of the finished products for testing.

*Preferably, the product development partner would have also the capability to manufacture at-scale or have the ability to offer a route-to-scale, although this is not a key requirement.*

### What the client can offer

Our client is actively searching for partners to support their product development efforts. They have an established customer base and global operations that provide routes to market for both new and established companies. The client already offers a wide range of products to worldwide markets and this opportunity therefore represents an excellent business opportunity for existing and new suppliers.

Please provide details of any potential technology partner or service provider to the Strategic Allies' team via [network@strategicallies.co.uk](mailto:network@strategicallies.co.uk).