



Technology & Co-Developers
Scouting - Bouillon and soups -
chicken and beef taste solutions

Case Study

Technology & Co-Developers Scouting - Bouillon and soups - chicken and beef taste solutions

Client	RTE food manufacturer
Industry	Food & Nutrition
Products	Clean-label taste solutions

Context

- The client wanted to assess the opportunities for co-development of solutions for clean-label soups and bouillon imparting chicken and beef taste.

Key Business Questions

- What are the solutions for chicken or beef extracts that result in high intensity taste?
- Who are the active co-developers of clean-label chicken and beef taste solution?
- Are the technology developers open for product customization?
- Who are the “best-fit” co-developing partners that meet client’s requirements?

Engagement Scope

1

Technology Landscape

- What are the currently available clean-label solutions & technologies for producing soups & bouillon cubes?
- What are the various ingredients used in the solution that offers the desired taste?
- What are the taste profile of ingredients used in the provided solutions?
- What are the health-benefits associated with the ingredients used?
- What are the production/processing techniques used to produce the taste solutions?
- What are the regulatory approval status associated with ingredients in various region?
- What is the TRL of the provided solutions?

2

Partner Identification

- Who are the co-developer offering clean-label flavor solutions for savory soups and bouillon?
 - Chicken | Beef
- What is the manufacturing plant details?
 - Location | Size* | Number of plants
- What is the R&D and production capabilities?
- What is the compliance followed by the manufacturer?
- What is the certification associated with the products?
- Who are the its existing client*?
 - Brand Owners | Private Label

3

Benchmarking & Recommendations

- Which are the best fit ingredients and co-developers of the solutions?
- What is the willingness of co-developer to collaborate?
- What is the openness to develop tailor-made products?
- Which are the new technologies/proof-of-concepts that could be a good-fit for the client?

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Research Methodology

Desk Research

- Conducted secondary research based on open sources including - company websites, press releases, technology portals, etc.
- The study was executed by gathering scientific and patent literature from paid and open-source databases.

Entity Executive Discussion

- Communication was established with key executives from the companies to understand their willingness for collaboration opportunities

Benefits to Client

- The client was able to understand the unique and emerging solutions that could offer clean-label taste solutions imparting chicken and beef taste for soups and bouillon cubes.
- Key co-developers offering clean-label taste solutions and willing to co-develop customized solutions for the client.

Sample Analysis

1 Technology Landscape

The screenshot displays a patent overview for Kikkoman Corporation. It includes fields for Title, Patent, Invention, and Abstract. A world map is shown with red highlights in East Asia and Southeast Asia. A text box describes 'Furu (coco) is an edible mushroom which is also known as "Fufu" in Chinese. It is used in the preparation of various traditional Chinese medicine and is rich in bioactive components (Saponin-rich)'.

2 Partner Identification

The screenshot shows a patent overview for Ajinomoto Co., Inc. with fields for Title, Patent, Invention, and Abstract. Below it is a 'Response to the questionnaire and co-development opportunity' section with a table of responses.

3 Benchmarking & Recommendations

The screenshot displays a benchmarking and recommendations slide. It features a section on 'Ingredients imparting meaty taste and used as taste enhancers' with images of various ingredients. Below is a table titled 'Potential Co-developers' with columns for Name, Location, and Contact Information.

Thank you

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