

Food sector

Solving International's services

- **Generating value with the brand portfolio**

We help companies create more value by leveraging the brand portfolio. At major food companies, numerous brands exist side by side. The leading brands receive most of the resources; the others can be given more importance or dropped. Solving has developed a special method for addressing this issue.

- **Clarifying the distributor-brand/own-brand business model**

Companies that decide to work with their own brands as well as distributor brands need to clarify their organisation and the overall business model to ensure that they are running these dual operations efficiently. We can help them to do this.

- **Strategy for moving into food services**

Supermarket suppliers who see food service as a new growth driver need to apply a coherent, high-impact strategy rather than rely on scattered initiatives by each division. We assist companies in defining and implementing such strategies to meet their objectives.

- **Organising international structures**

The need for evolving international operations is the common fate of all food companies today. We redefine a company's structures to meet this need, relying on our extensive knowledge of the advantages and disadvantages of the various structures in use in this sector.

- **Key process efficiency**

We can help boost profitability by revamping key processes :

- ✓ Co-ordination between Marketing and R&D in product development
- ✓ Co-ordination between Sales and Manufacturing to enhance or manage complexity (multiplication of sales terms and conditions, products, and packaging)

- **Purchasing strategy and organisation**

Having carried out over 100 purchasing-related projects in the food sector, Solving has devised a method for analysing and augmenting a company's efficiency in purchasing, which often represents 50% of the cost price and has a significant impact on product quality.

- **Industrial strategy and World Class Manufacturing**

Solving works with companies to streamline production plant networks, many of which have been created by successively adding facilities that have come with new acquisitions. We also help companies to achieve peak plant efficiency for the sector, using our own World Class Manufacturing system, which includes specific solutions and tools that we make available to our clients.

- **Supply chain organisation**

Supply chains must be modified frequently in the food sector because the distributors' logistics networks are continually evolving. Solving uses its detailed knowledge of distributor logistics to assist customers to re-organise their supply chain process and thereby gain a strategic advantage at this level.