

4AP Food Academy

# Co-Manufacturing

S

Silver

## Preparation

Are you able to clearly communicate how to make your product to others?

Have you prepared your brand for larger accounts and more doors?

Do you understand your metrics (COGS, velocity, manufacturing capacity, bottlenecks, etc)

### Possible Next Steps:

Make progress on the following:

- ☐ Certifications and Claims
- ☐ Finished product and WIP specifications
- ☐ Basic COGS
- ☐ UPC Codes
- ☐ Professional graphics
- ☐ Sell sheet

### Notes:



## Manufacturing Options

Have you considered the options available to you as you scale? (Commercial Kitchen, Maximizing Production in Current Location, Co-Man, Hybrid and Co-Man)

Where do you want to be in 6-12 months? Thinking of the balance between Supply, Demand and Cash Flow, will all three be aligned to make that jump?

Do you have the infrastructure in place to support the growth (e.g. storage, distribution, etc.)?

### **Possible Next steps:**

- Hire a technician that is detail-oriented and can support a move to the next level
- Create processes and systems that prepare for growth
- Put a Sales-to-Execution model (S&OP or demand plan) in place
- Pay attention to secondary ingredients and packaging
- Expand your distributor network

### **Notes:**