



How Quality Departments Can Drive Innovation

January 28, 2021

Mike LaBosky
Bimbo QSR

James Yarbrough
TraceGains

Meet Your Moderator



Mercedes Howard

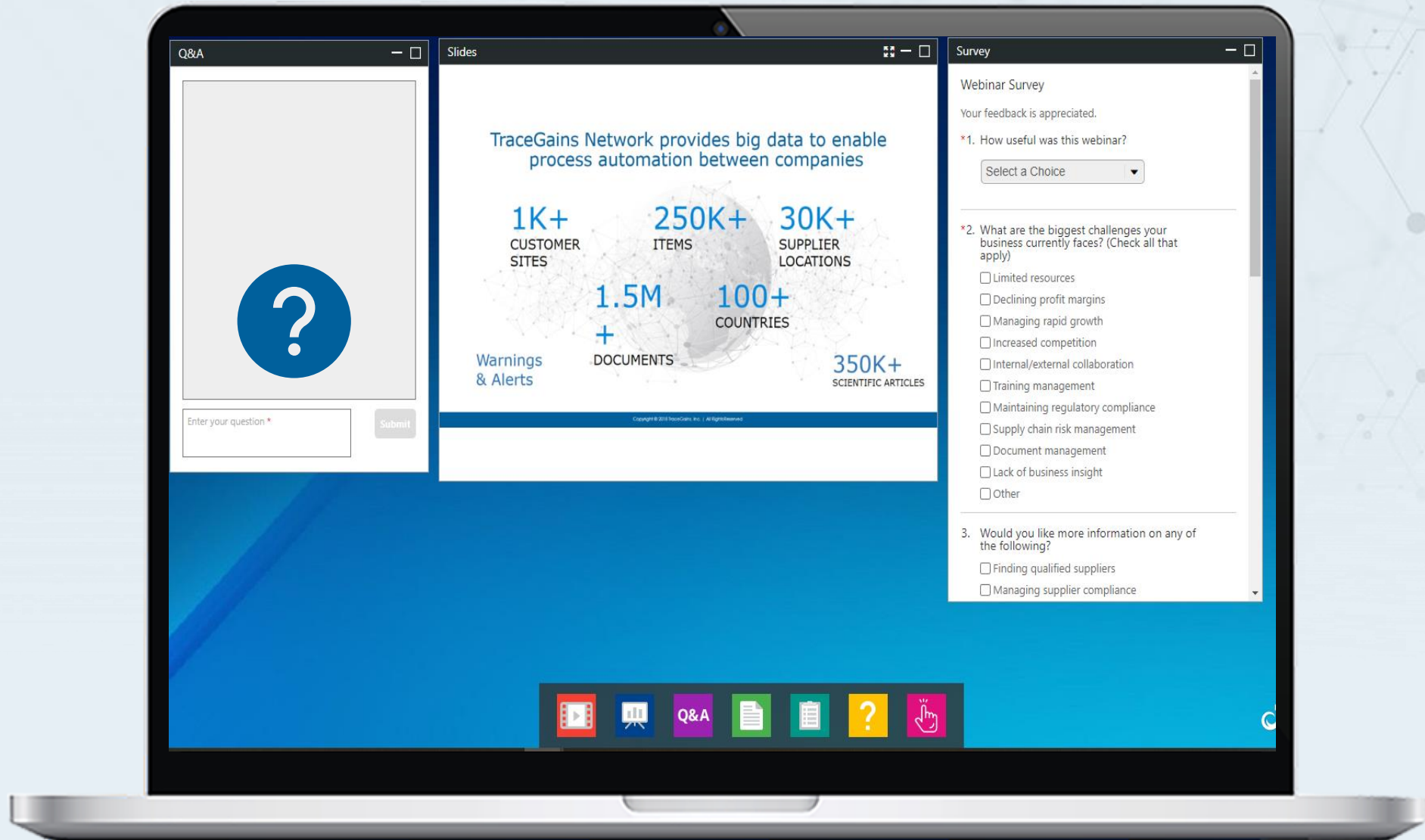
Webinar Specialist





**KEEP
CALM
WE WILL SHARE
THE
SLIDES**

Please type your questions in the chatbox!



About TraceGains

Connecting People And Information So Teams Can Work Smarter



Food and Beverage • Dietary Supplements • Retail • Consumer Packaged Goods

Where We Came From



What Makes TraceGains Different?

On average, companies find that **80%**
of their suppliers are already on TraceGains Network.



Meet Your Speakers



Mike LaBosky

VP Global Quality Systems



James Yarbrough

Sr. Account Executive



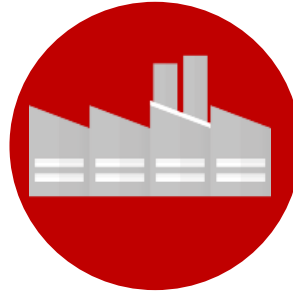


**Quality Systems / NPD
Partnership**

Grupo Bimbo-Overview



32
Countries



200
Plants



≈60,000
Routes



≈1,800
Sales
Centers



**≈3.2
million**
POS



≈140,000
Associates



≈13,000
Products



≈100
Brands



Grupo Bimbo is proud to be recognized as one of the most ethical companies, for the **Fourth consecutive year!**



Daniel Servitje, CEO of Grupo Bimbo is among the **2018 World's 50 Greatest Leaders**

#36 by Fortune Magazine

Grupo Bimbo-Overview

GRUPO BIMBO TODAY

USA



CANADA



MEXICO



LATIN AMERICA



EUROPE, ASIA AND AFRICA



Bimbo-QSR Global Footprint



We are in 5 Continents – Speak 12 Languages – Touch over 50 Sites

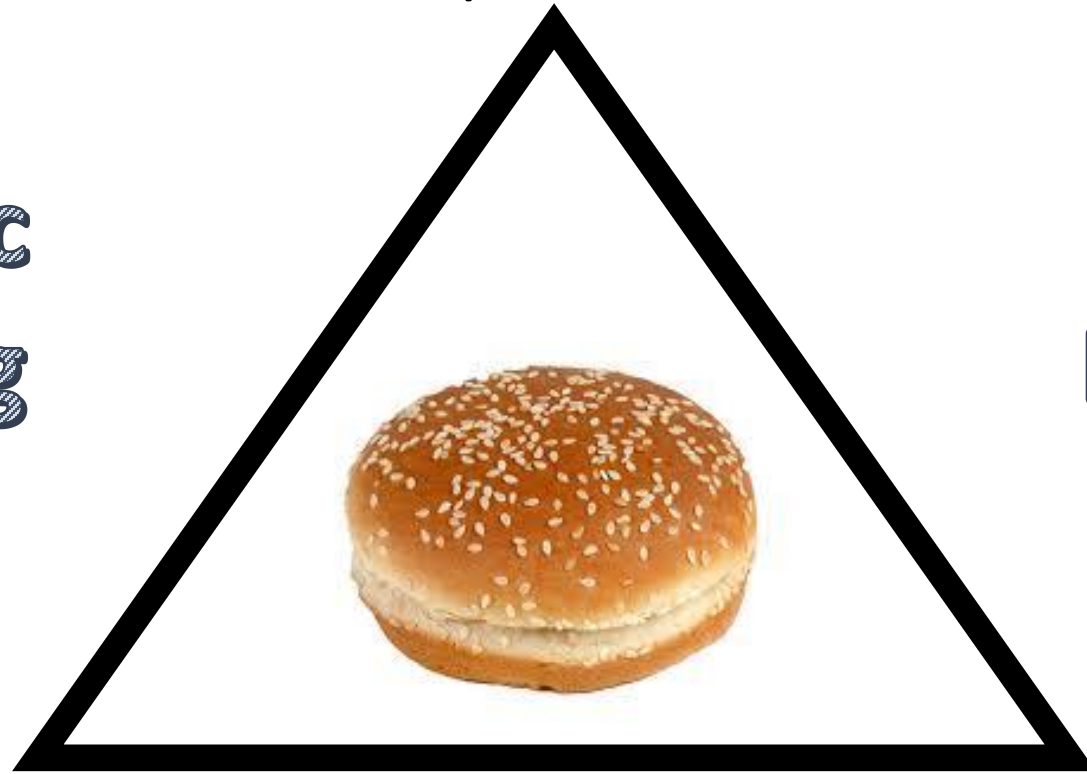


Functional Alignment supporting NPD

Quality Systems is a “Compliance Function” within Bimbo-QSR.

**Strategic
Sourcing**

**Formula
Development**



Bimbo-QSR
Commercializes
150+ concepts
annually

**Quality Systems /
Regulatory Compliance**



Recent Product Launches



Strategic Sourcing

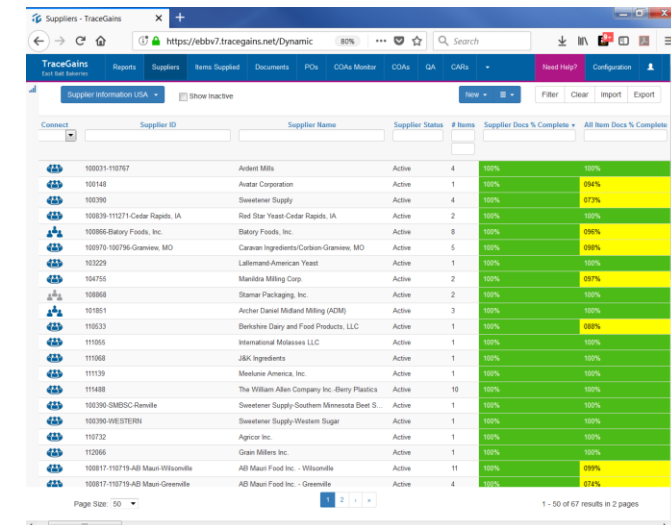
Having a robust Supplier Management Program is critical.

Supplier Level Documents:

- Letter of Guarantee
- 3rd Party Audit (GFSI)
- Contact List / ICE
- Certificate of Liability Insurance
- Confidentiality Agreement (NDA)
- Corporate Social Responsibility
- Sustainability
- New Vendor Questionnaire

Ingredient Level Documents:

- Certificate of Analysis
- Country of Origin
- Specification
- Ingredient Declaration
- MSDS
- Halal / Kosher
- GMO
- Organic
- Allergen Declaration



Supplier ID	Supplier Name	Supplier Status	# Items	Supplier Docs % Complete	All Item Docs % Complete
100015-100767	Ardest Mills	Active	4	100%	100%
100143	Avatar Corporation	Active	1	100%	100%
100390	Sweetener Supply	Active	4	100%	100%
100399-110371 Cedar Rapids, IA	Red Star Yeast Cedar Rapids, IA	Active	2	100%	100%
100505-Bakery Foods, Inc.	Bakery Foods, Inc.	Active	8	100%	100%
100576-100796 Granview, MO	Cargill Ingredients/Carbon Granview, MO	Active	5	100%	100%
103229	Lifeway American Yeast	Active	1	100%	100%
104756	Manitoba Milling Corp.	Active	2	100%	100%
108868	Stearns Packaging, Inc.	Active	2	100%	100%
101011	Archer-Daniels-Midland (ADM)	Active	3	100%	100%
110533	Berkshire Dairy and Food Products, LLC	Active	1	100%	100%
111055	International Molasses LLC	Active	1	100%	100%
111058	J&K Ingredients	Active	1	100%	100%
111319	Melroe America, Inc.	Active	1	100%	100%
111488	The William Allen Company Inc. Berry Plastics	Active	10	100%	100%
100390-SMBSC Revolve	Sweetener Supply Southern Minnesota (East S...	Active	1	100%	100%
100390-WESTERN	Sweetener Supply Western Sugar	Active	1	100%	100%
110732	AgriStar Inc.	Active	1	100%	100%
112066	Grain Millers Inc.	Active	1	100%	100%
100817-110719 AD Maui-Wilsonville	AD Maui Food Inc. - Wilsonville	Active	11	100%	100%
100817-110719 AD Maui-Greenville	AD Maui Food Inc. - Greenville	Active	4	100%	100%

Approved Suppliers provide “run rules” for Purchasing and Formula Development.

Formula Development



DATA SHEET Round Bun

BAKERY - COUNTRY	Bimbo QSR / China
ENTRY DATE	5/10/2019
CODE	
CUSTOMER	McDonald's China

COMMERCIAL INFORMATIONS (type of promotion, volume...)	LTO, 3,315,480pcs
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INGREDIENTS

Wheat Flour, Water, Corn Grains, HFCS or Granulated Sugar, Fresh Yeast, Soybean oil, Wheat Gluten, Salt, compound Enzyme & Emulsifier, Calcium Propionate, Sodium Stearoyl Lactylate, Diacetyl, Tartaric Acid Ester of Mono(diglyceride), Ascorbic Acid, Maltogenic Amylase, α-Amylase, Glucose Oxidase, Glaze

GENERAL INFORMATION

Size / Shape	4"	Marking / Split	Glaze
Recipe	Bun	Topping	Glaze

PRODUCT SPECIFICATIONS

	MINI	TARGET	MAXI	Storage condition	Fresh/Frozen
Length (mm)	90	98	105	Primary Self-life	6 days(fresh) / 90 days(frozen)
Width (mm)				Secondary Self-life	48 hours
Height (mm)	40	45	50	Other	
Weight (g)	57	59	62		
Slicing (mm)	15	16	17		

LOGISTICS

Packaging type	HDPE	Pallet Type	Plastic
Units per bag	15	Number of case / Layer	3
Inner pack count	4 bags/Tray, 8 Bags/carton	Number of layer / Pallet	18
Units per case	60 pc/tray, 120 pc/carton	Number of case / Pallet	54
Net weight / case (kg)	3.54 kg/tray, 7.08kg/carton	Net weight /Pallet (kg)	191kg
Gross weight/case (kg)	5.28 kg/tray, 8.18 kg/Carton	Gross weight / Pallet (kg)	285kg

NUTRITION

Values / 100g	Analyzed/Calculated
Energy (kcal)	
Energy (kJ)	
Protein (g)	
Carbohydrates (g)	
Sugar (g)	
Total fat (g)	
Sat fat (g)	
Dietary fibers (g)	
Sodium as Salt (g)	

SPECIFIC EQUIPMENTS

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COMMENTS

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All Products Are Catalogued

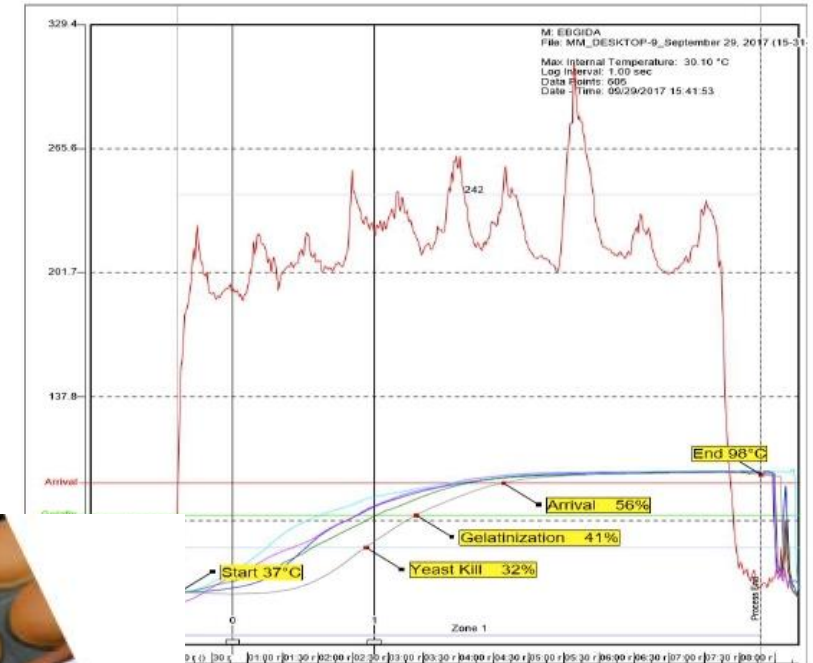
- Picture
- Ingredient List
- Nutritional Info
- Label
- Specifications
- Packaging
- Process Parameters
- Sensory Attributes
- Distribution / Storage
- Shelf-life



Quality Systems / Regulatory Compliance

Formula / Process Review:

- Utilize similar products for Baking Profile
- Oven Kill Step validation
- Allowable Limits of ingredients
- Sanitation validation – ATP
- Pilot Plant – Small Batch run
- Laboratory analysis
- Freezing kinetics
- Rapid Shelf-life testing
- Customer Approval
- Complete Concept builds



Quality Systems / Regulatory Compliance

BIMBO QSR

IMPORT/EXPORT CUSTOMS CLEARANCE CHECKLIST

I. IMPORT/EXPORT COUNTRY INFORMATION

Country of Origin:
Country Exported To:
Bakery Location:
Exported From:
Date of Export:

II. PRODUCT INFORMATION

(A) Ingredient Statement Available? (Please select one) YES ☐ NO ☐
(From Ingredient Statement box)

(B) Does Ingredient Statement Match Predominance of Order In Formulation? YES ☐ NO ☐

(C) Does Product Meet Packaging Requirements For Export-To Country? YES ☐ NO ☐

(D) Does Product Comply with the Food Regulatory Requirements of the Country Being Exported To? YES ☐ NO ☐

(E) Canadian Conformity Marking Needed? (Applies to first class shipments to Canada, Kazakhstan, Belarus, Azerbaijan, Armenia) YES ☐ NO ☐
Declaration of Conformity (CSC):
Declaration of Conformity (CSC):

(F) Other Sales and/or Marking Required for product? YES ☐ NO ☐ (If "YES", please describe)

(G) **SHELF LIFE of PRODUCT (in MONTHS):**

III. INVOICE DOCUMENT(S) INFORMATION*

*All, bakery location, shipping and distribution addresses must be correct and well detailed in the invoice documentation.

(A) Commercial/Pro Forma Invoice (BOL or Sale) ☐

(B) Customs Invoice
Description of goods:
No. of Cases/Trays:
Units per Case/Tray:
No. of Pallets (Total):
Net Case/Tray Weight:

(C) Packing Slip (MUST match information on commercial invoice)

(D) Shipping Bill ☐

(E) Bill of Lading ☐

(F) Bill of Sight (if applicable): ☐

(G) Letter of Credit: ☐

(H) Safety Audit Records/ Third-Party Lab Test Documentation (ex. AIB, SFA, SEB, etc.) ☐

(I) Bill of Exchange (if applicable): YES ☐ NO ☐

(J) Warehouse Receipt: YES ☐ NO ☐

(K) Health Certificate Required? YES ☐ NO ☐

IV. EXPORT LICENSE REQUIRED** YES ☐ NO ☐

* Each country and/or region may have different export license requirements based on product category and/or type. Please refer to the corresponding export license details for export license requirements and/or export requirements.

I have reviewed the details of the import/export transaction as outlined in this document, and have determined all details to be correct and complete. (Please attach digital signature(s) below).

Quality Manager: Date:

Sales Manager: Date:

Nutrition and Health Claims (EU)

The European Food Safety Authority (EFSA) is responsible for evaluating new health claims for food and supplements. The European Commission regulation 1924/2006 established the rules for the use of nutrition and health claims for foods. Based on nutrient profiles, the labeling claims must be substantiated by scientific evidence.

Following are links to the regulations and related information:

- [European Commission – Food Labelling and Nutrition](#)
- [Regulation 1924/2006 on nutrition and health claims made on foods](#)
- [Commission Regulation No 353/2008 establishing implementing rules for applications for authorisation of health claims](#)
- [Commission Regulation No 1169/2009 amending Regulation \(EC\) No 353/2008 establishing implementing rules for applications for authorisation of health claims](#)

Front-of-Pack Labeling

In 2017, the French government implemented a decree for the voluntary use of the Nutri-Score front-of-pack labeling scheme on foods sold in France.

The Nutri-Score logo is attributed based on the score obtained (see table below).

Points		Logo
Solid foods	Beverages	
Min to -1	Waters	NUTRI-SCORE A B C D E
0 - 2	Min - 1	NUTRI-SCORE A B C D E
3 - 10	2 - 5	NUTRI-SCORE A B C D E
11 - 18	6 - 9	NUTRI-SCORE A B C D E
19 - max	10 - max	NUTRI-SCORE A B C D E

Regulatory Oversight:

- Import / Export

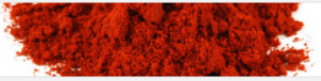
Country Guidance:

- Synopsis of Key Food Reg's
- Food Labeling & Nutrition
- Food Safety Limits
- Import Guidelines
- Resources



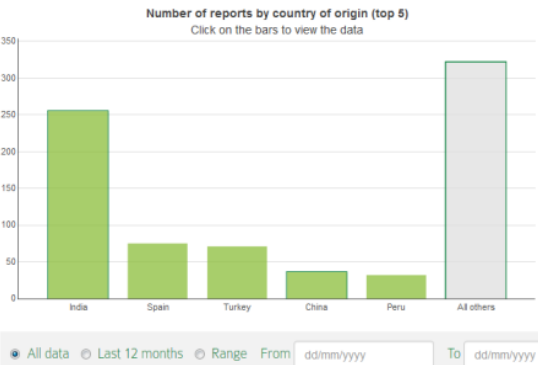
Quality Systems / Regulatory Compliance

Paprika and chilli powder



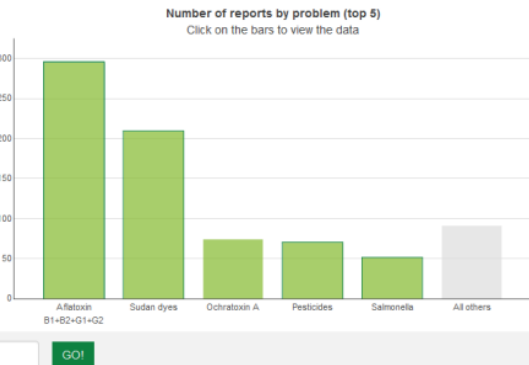
- 1 MAIN HIGHLIGHTS
[VIEW DATA](#)
- 114 RISK
[VIEW DATA](#)
- 1 EMERGING ISSUES
[VIEW DATA](#)
- 1 INCREASING ISSUES
[VIEW DATA](#)
- 129 SUPPLIER CHECK
[VIEW DATA](#)

Problems in Paprika and chilli powder



Search by Commodity

Advanced text search



Global scanning of industries, ingredients & regulations.

Search by commodity

Commodity

Start typing to select a commodity or group

or select below

(Please select)

Search

Advanced text search

Search our extensive database by search terms of your choice.

Go

Latest 6 highlights

All highlights

Recently added issues (last 48 hours)

Status	Date	Issue	Commodity	
	07/01/2016	Cyprus has issued a notification for aflatoxins and ochratoxin A in chilli powder and crushed red chillis from India. There have been 12 notifications in the last year and India has the highest number of reported issues in chilli powder of any exporting country. Other problems encountered in the last 12 months include pesticide residues and Salmonella, while more historical issues (> 3 years ago) include use of Sudan dyes and other colours, production in unapproved premises and fraudulent documentation.	Aflatoxins and ochratoxin A in chilli powder and crushed red chillis	Read
	07/01/2016	Cheddar cheese has been identified as a potential source of food poisoning caused by histamines. Histamine can occur as a result of fermentation during the manufacturing of cheese.	Cheddar cheese linked to histamine poisoning	Read
	07/01/2016	The US Food and Drug Administration have announced plans to publish a final ruling which will ban three chemicals used in food packaging. The FDA believes it can no longer be reasonably certain that three specific perfluoroalkyl ethyl types pose no threat of harm when in contact with food.	Chemicals used on food packaging no longer considered safe by FDA	Read
	06/01/2016	While norovirus appears to be an increasing problem in strawberries, particularly recently from Morocco, there has been a rise in incidence of pesticide residues in strawberries from Egypt, particularly of methomyl, fipronil, propargite and propamocarb, and while the number of reports is lower than in 2013, there have been 12 reports in the last 12 months from seven European countries.	Pesticide residues in strawberries from Egypt	Read

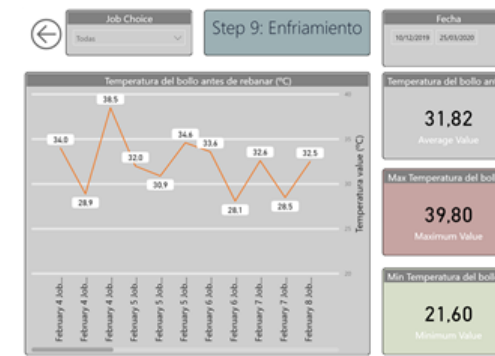
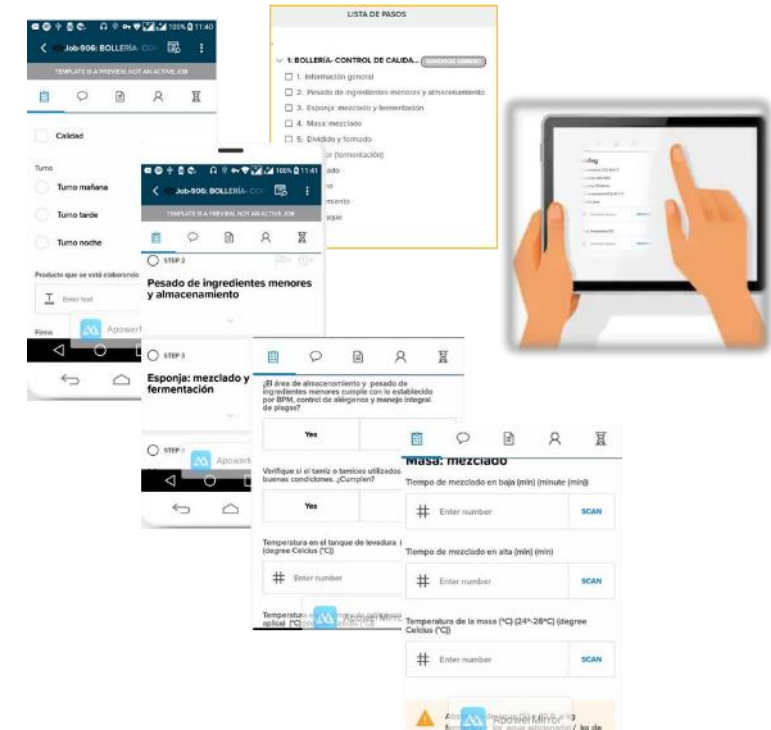


Quality Systems / Regulatory Compliance



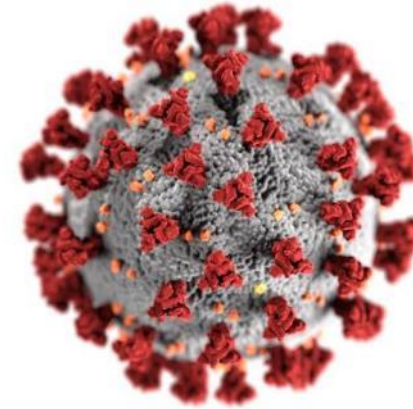
Shop Floor Model:

- Focus on CTQ Attributes
- Process Monitoring
- Utilize SPC
- Associate Engagement
- Vision System Technology
- Digital Platform
- Lean / 5S



Wrap-Up / Covid Learning's

- This is “OUR” way, not necessarily the “ONLY” way.
- Functional alignment / partnership = successful NPD.
- Crisis Management – “This is not a drill.”
- Leverage IT tools / platforms.
- Customer expectations drive agility.
- Food Safety / Regulatory Compliance are non-negotiable.





Questions...

Digital Transformation – What Companies Want

Bringing People and Information Together to Work Smarter

Research & Development

- Quickly find experimental ingredients & raw materials
- Digitally model ingredient variations to meet product claims before physical testing

Suppliers

- Ensure compliant raw materials & ingredients seamlessly enter the supply-chain with required documentation



Regulatory

- Immediately address claims, labeling issues, and more
- Eliminate downstream delays

Procurement

- Negotiate pricing with Suppliers
- Recommend alternative Suppliers

Quality

- Manage ingredient & Supplier approval processes
- Prequalify new ingredients and suppliers
- Support formula iteration

TraceGains Network



Freedom from tracking down suppliers and requesting information or documents

- ✓ 35K suppliers Locations
- ✓ 300K Items & Ingredients
- ✓ 2M+ Supplier, Item & Ingredient Documents
- ✓ 330k+ Standardized Online Forms
- ✓ 120+ Supplier Countries

TraceGains Products

R&D / NPD TEAMS

QUALITY / REGULATORY / PURCHASING TEAMS

Explore Concept

Validate Product

Build/Manage Product

Market Hub

Formula Management

Smart Alerts: Regulations, Advisories, Warnings

Spec Management: Raw Materials / Spec Management – Finished Goods

Supplier Management

Audit Management

Supplier Compliance

Quality Management

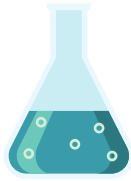
Customer Management

CONCEPT

TRACEGAINS C TO C SUITE

CONSUMPTION

Networked Product Development Platform



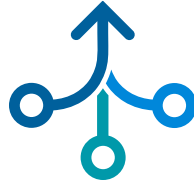
Rapid Formula
Innovation & Iteration



End-to-End
Digital Thread



Collaboration &
Automation



ERP
Integration



TraceGains
Network

The only solution connected to a Network so you can accelerate NPD at every stage.

36K+

SUPPLIER LOCATIONS

305K+

ITEMS

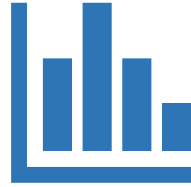
2.4M+

SUPPLIER & ITEM DOCS

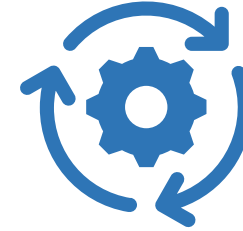
400K+

STANDARD ONLINE FORMS

Specification Management



Specification Management
centralized & leveraging
product data



Optimize, connect, and
automate data flow and
collaboration – upstream /
downstream, internal/external

“ We’ve taken four different systems and combined them into one ‘super system’ where they can all speak to each other. With TraceGains, we extend beyond production and into other document control systems, including specifications.”

Networked Formula Management

With TraceGains, your team connects with supply chain partners to collaborate and we help automate the rest.

Internal Departments



Suppliers



Co-Manufacturers



TraceGains Drives Product Innovation with Quality & Regulatory Compliance at the heart of TraceGains Network



Supplier Management

Streamlines supplier qualification and sourcing



Specification Management

Create, maintain, and publish raw material and finished goods specifications



Formula Management

Accelerate formula research and development and enable iteration

TraceGains gets products to market faster by demanding more efficiency and speed at every stage of new product development.

Live Q&A



Thank You

Plug In. Go Faster.