



*esha* RESEARCH Genesis R&D<sup>®</sup>

## Formulation to Label Creation: Simplifying New Product Development

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Chris Eakin Director Of Sales, ESHA James Yarbrough Account Executive, TraceGains

### Meet Your Moderator



### Mercedes Howard

Webinar Specialist



### Meet Your Speakers



James Yarbrough Sr. Account Executive





Ruben Galbraith Sales Engineer





Chris Eakin Sales Director



#### Pressure to Innovate Is at All Time High

"The Speed of Innovation is becoming the essence of survival." - Forbes

#### What's Slowing Down Product Development?



Labor-Intensive and Slow Ingredient and Item Research and Procurement



Inefficient and Manual Recipe Iteration



Data is Scattered Across Departments and Facilities



As much as 75% of Your Supply Chain Data Lives with Your Suppliers

# How do companies increase the speed and impact of their NPD and R&D portfolio management programs?



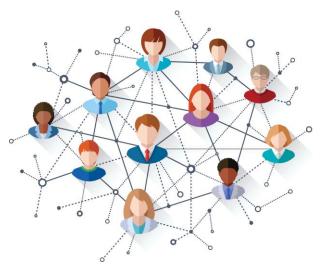
#### Automate

Automate routine tasks and business processes with workflows and alerts



#### Digitize

Digitize documents, ingredient, and item data, and information exchange



#### Connect

Connect teams and supply chains over a networked platform

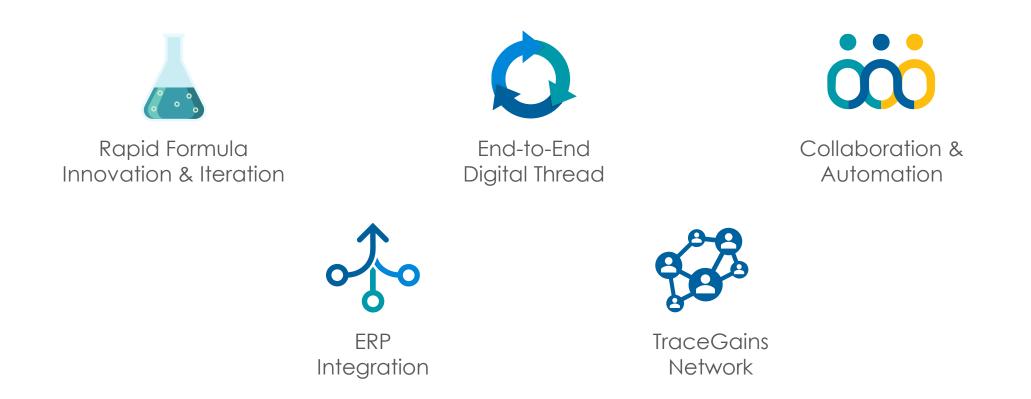
### What Makes TraceGains Different?

On average, companies find that 80%

of their suppliers are already on TraceGains Network.



### Networked Product Development Platform



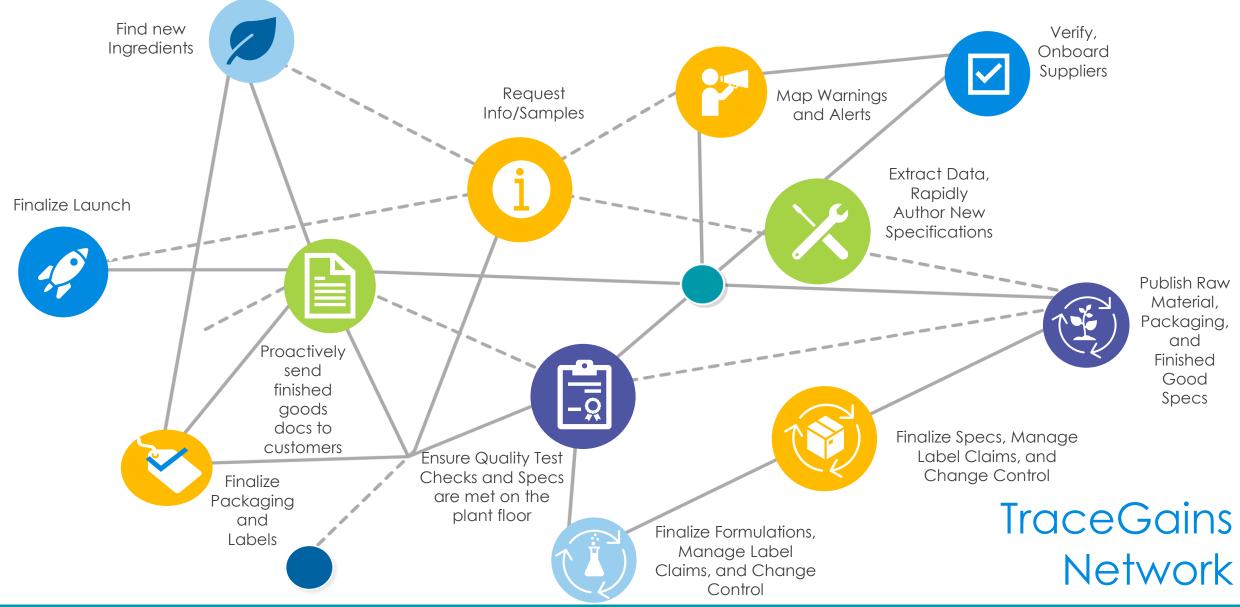
The only solution connected to a **Network** so you can accelerate NPD at every stage.

**30K+** SUPPLIER LOCATIONS

305K+

2.5M+ SUPPLIER & ITEM DOCS 120+ Supplier Countries

### TraceGains Network Powers Digital Transformation for Innovation



### TraceGains Networked Product Development Solutions

Supplier Management

Streamlines supplier qualification and sourcing



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

Create, modify, review, edit, and update formulas and recipes Smart Alerts

Monitor threats and regulatory risk for your supply chain in real-time

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

### TraceGains Label Link for Genesis

- Create new items in Genesis with one-click
- Update existing items in Genesis with one-click
- Eliminates duplicate data entry
- Returns compliant labels into TraceGains
- Use the formatted Fact Panel and Declaration
  as images to use in Specs





#### Label Link Formulas Product Claims Process Steps Standard recipe, b Status: In Process V New Version Version: Pizza w/ Gouda Cheese Recipe Name: Recipe ID: Update *esha* Label 🚽 PZ-2 Pepperoni Nutrition Sub-Components Allergens Costs Items Base Recipe Recipe Target Amount ① 400.00 g 6.5 Serving Size Number of Servings 16.25 Unit Size 50 Item Gros Search 🕕 Amount Item UOM Gross (kg) Item Name ID (% III Pepperoni 🛈 🗹 FM526 4 0.846 13.019 845.65( a







James Yarbrough Sr. Account Executive





Ruben Galbraith Sales Engineer



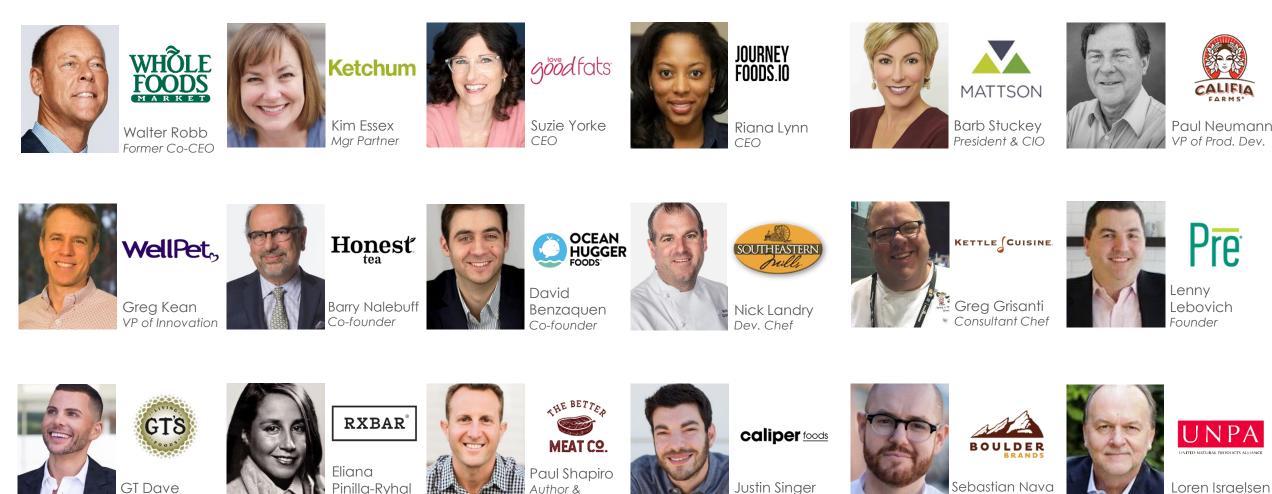


Chris Eakin Sales Director



### Live Q&A Please fill out our survey located on the right-hand side of the console.

### <u>C to C</u> Podcast



Search 'CtoC' (no spaces) on iTunes, Stitcher, Google Play, etc.

CEO

Co-founder

CEO

R&D Culinary Mar

President

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### Thank You Plug In. Go Faster.