

Scouting for

Contract Manufacturing Organizations



Igniting Companies
to
Impact

A global personal care organization sought contract manufacturing partners with high throughput formulation capabilities



Our client wanted a variety of solutions ranging from small formulators & contract manufacturers



Alternative innovation pathways like custom product development services & academic labs



Advanced tools like artificial intelligence, robotic automation & software

yet2's global team searched our 8-channel network and industries spanning personal care, pharma, and robotics.

45

Starting with ~200 potential targets, we contacted 160, and interviewed 45 directly



We used our *Filtering and Prioritization* methodology, to evaluate throughput & accuracy

32

We presented the 32 most promising targets to our client.



Based on yet2's recommendations, the client initiated pilot programs with 1-2 leads in each targetted region.

We created a formulation matrix with our client to share with these prospective CMOs to assess their feasibility

Each candidate had 2 weeks to formulate ninety different samples with nine ingredient concentrations ranging from 0.05-10% w/v



yet2.com is based in the US, UK, and Japan. Our reach is global.

Our Iterative Process



Define



Scout



Filter



Engage

Contract Manufacturing Industry Insights

Based on recent yet2 scouting projects, these are some trends in the contract manufacturing

- Global economic, political, or pandemic-like events cause drastic changes in consumer demand and result in significant disruptions in supply chains. Large companies typically look to alleviate these disruptions by turning to technology scouting for help identifying alternative or additional contract manufacturing organizations. By onboarding additional CMOs, large companies are looking to diversify their supply chain ecosystem and minimize disruption, so they get their products on shelves and meet consumer demand without delay.
- yet2 is seeing an increase in large companies looking to diversify their supply chains through partnering with minority and women-owned organizations. yet2 has conducted several searches on behalf of our clients where the #1 key criteria is around identifying CMOs or suppliers that are owned and operated by these under-represented groups and have certain certifications, such as NSMDC (National Minority Supplier Development Council).
- One of the more common trends is around searching for CMOs with specific capabilities to fill a gap in a supply chain or add to the organization's innovation capabilities. Examples of these include CMOs with high throughput formulation capabilities and small-batch manufacturing partners for prototyping at volumes needed for small-scale, in-market consumer testing.
- Large organizations often scout for alternative CMOs to confirm and validate that, given a certain manufacturing strategy, they are currently partnering with the top candidate and there are no other, more promising alternatives. When finding an alternative is critical, scouting the CMO landscape and validating there are no other options can help shape strategy and pivot leadership to loosen key requirements or expand geographic scope.

Related yet2 Projects

- Seeking: CMOs in the Mexico OTC market
- Seeking: Diverse, minority-owned, and NA-based beauty and personal care suppliers
- Seeking: Alternative suppliers of a key supplement and active ingredient formulations
- Seeking: High throughput lab services for formulation prototyping
- Seeking: Innovation and prototyping contract manufacturers
- Seeking: Soap sheet suppliers
- Seeking: Contract manufacturers in LATAM with capabilities around fruit juice, honey, & syrup dehydration
- Seeking: Contract manufacturers for kids manual toothbrush market in North America and LATAM