



# YF Operations MOT

Have confidence in your business as you scale

## ‘Supply Chain & Logistics’

is cited as the area of lowest confidence for start-ups like yours.<sup>1</sup>

And it is stopping buyers from working with you.



The biggest challenge about working with small brands is reliable supply into store. Often the supply chain isn't secure before a listing is confirmed.

This creates lost sales, lost time and a trading relationship that doesn't get off to the best start.

Getting the basics right is essential!



Tom Elliott, JS Future Brands

# Introducing our **Operations MOT**

## What is it?

**An expert evaluation of your current end-to-end operation**

Over 3 weeks, our experts review all data, systems, processes, and commercial agreements; across logistics, procurement, manufacturing, forecasting and people.

## What do I get?

**A bullet proof plan of action to build a scalable business**

Through director-level strategic advisory time and a thorough written report, you will have a clear detailed list of quick-wins and larger projects to step-change your business.

## Why would I need it?

**Because the future of your brand relies on the capability of your business**

If you have a listing with a major retailer around the corner, are experiencing issues with your current operation, or are worried you haven't thought of everything, you need an MOT.





**10/10. We are extremely happy with our MOT.**

**It has given us very in-depth insight into where we were going wrong. We have now made multiple changes which will enable us to be more successful.**

**I would fully recommend using Young Foodies to anyone.**

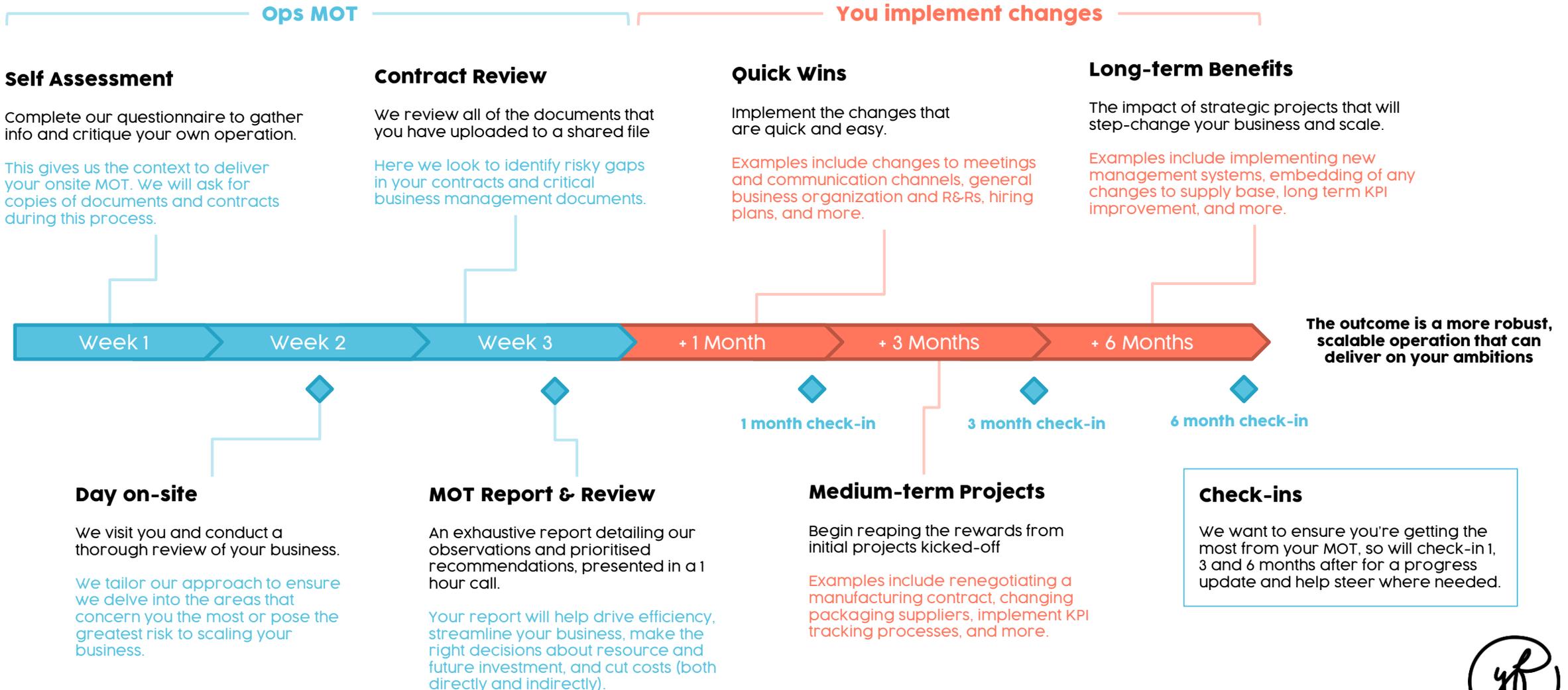
**High Growth UK Snacking Brand**



# How the MOT works...



Our Ops MOT sets you up for success and then we will coach you through delivering it.



# Your MOT Report

A detailed write-up of our observations & recommendations – the bible to guide you in strengthening your operations

## Executive Summary of Findings

Helps digest at a high-level or can be used to present to your Board.

**Executive Summary**

After several weeks reviewing your operations, we view it as being at a high risk. Our key findings are:

- 1. Manufacturing is the biggest risk area due to damaged equipment. Finding a new manufacturer is a flexible but urgent task. The manufacturing and logistics area is demanding priority work is not visible. Finding a new UK manufacturer is a high priority.
- 2. Customer data and management system is working well but the data is also contributing to a number of process issues.
- 3. The highest confidence areas are **customer data** and **customer data**, although in no areas are you fully confident.

Area	Confidence Level	Notes
1. Manufacturing	Low	The main operation of your business is at high risk due to damaged equipment. Finding a new manufacturer is a flexible but urgent task. The manufacturing and logistics area is demanding priority work is not visible. Finding a new UK manufacturer is a high priority.
2. Customer Data	High	The data is working well but the data is also contributing to a number of process issues.
3. Customer Data	High	The data is working well but the data is also contributing to a number of process issues.

*[Signature]*  
CO-FOUNDER OF



## Self-assessment Summary

Reflect on your self-identified strengths and weaknesses and how that correlates with our findings.

## Detailed Observation & Recommendations

The core of the report, separated into 7 sections addressing each area of your operations with a risk rating.

**Section 2: Manufacturing**  
Observations & Recommendations

Area	Observation	Recommendation	Risk Rating
1. Manufacturing	Equipment is in poor condition and needs to be replaced. This is a high risk area as it affects the entire production process.	Find a new manufacturer or invest in new equipment. This is a high priority task.	High
2. Customer Data	The data is working well but the data is also contributing to a number of process issues.	Review the data management system and ensure it is up to date.	Medium
3. Customer Data	The data is working well but the data is also contributing to a number of process issues.	Review the data management system and ensure it is up to date.	Medium



## Prioritisation of Recommendations

Understanding the effort v impact model for each suggestion to help plan & prioritise.



# MOT Case Study

## A high growth UK spreads brand

### Their Situation

Discussions were going well with the major retailers but the team were feeling nervous about being able to deliver – they didn't feel confident in their manufacturing setup and “**didn't know what they didn't know**”. The board wanted to see results and the team had no idea where to start.

### The Need

A clear route forward that helped to de-risk the business, give their investors confidence, and ensure that they could deliver on growth projections.

### The Result

A successful Ops MOT that was presented to the Board as the Operations strategy for the coming year. 21 projects were kicked-off within a month, with clarity and confidence set for the year.



# The Project Team

>40 years  
Ops experience



**Chris**

Chris previously ran Operations at Metcalfe's Food Company and Life Health Foods. He complements over 14 years Ops and Supply Chain experience with a broad understanding of building consumer brands.



**Giles**

Giles was a Management Consultant across Technology and Operations, and then Head of Operations at Winnow, the fastest growing food waste tech start-up globally. He has worked in ops across Europe, US and Asia.



**Thea**

Thea was the fifth employee and Operations Director at Propercorn. She has since consulted for hundreds of food & drink brands. She started her career in investment banking.



**Ryan**

Ryan is experienced across production planning & NPD as a project manager, at Honey Monster Foods and M&S for 6 years.





# Pricing

Our **Ops MOT** is a £4,950 investment in your scalability.

Pricing is exclusive of VAT and reasonable expenses for travel outside of London.

Get in touch with [chris@youngfoodies.co.uk](mailto:chris@youngfoodies.co.uk) for your no obligation consultation.

We'll schedule a call with you to assess whether we think you'd benefit from an Ops MOT and talk you through the process.

## **Need a tailored solution?**

Talk to us about your unique requirements. We are happy to bolt on additional site visits to your 3<sup>rd</sup> party suppliers.



