



ISSUE 2  
2019

# MBP SOLUTIONS

Adding value to by-products

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## Editorial

By Jens Søgaaard Jacobsen

**MBP Sales Director and Partner**



**The Unique Outsourced Management of By-Products (OMBP) Concept**

20 years ago, MBP Solutions was founded in Scandinavia on the concept of **sustainability, legal compliance, transparency** and **optimal utilization of the resources in biological by-products**. 4 years after the incorporation of MBP Solutions USA we have learnt that there is also a need for our **outsourced management of by-products (OMBP)** solution in the USA. Our outsourcing concept is unique and once factory managers learn about our concept, they realise the value, that a dedicated by-products team can bring to their operations. MBP Solutions combines the focus on by-products sales and solutions with the required competencies. MBP Solutions USA is headquartered in Minnesota and service manufacturers nationwide as we are doing from Ohio to New Jersey to South Carolina and Utah. We do this by combining our tried and tested OMBP concept with our local managers that ensure **logistics optimization, legal compliance** as well as **local sales and marketing**. Our group of highly educated and experienced application experts and our international sales team ensure that we can develop and sell products into the optimal application, whether that is to a farm in the neighboring city, a biogas plant in Northern Europe or for a technical application in China.

In 2019 so far, we have doubled the number of factories we are servicing. We are looking forward to taking a closer look at your by-products as well. Give us a call to set up an appointment.

## Total commitment to accreditation adds value to by-products



ISO 9001 Certification



GMP+ Certification



Certificate Round Table on Sustainable Biomaterials



COC Sustainability Certification for MSC



International Sustainability & Carbon Certification



# Outsourced Management of By-Products gaining traction in the US



Globally, MBP Solutions is focused on optimizing the value of **biological by-products from the food, beverage and oleo-chemical industries** and we add value through **unique know-how about products, customer needs, production processes, logistics and legal compliance**. We do that in two ways:

- Providing a solution to outsource the management of by-products for companies within these target industries
- Trading of biological by-products, co-streams, residues and waste streams, where our knowledge allows us to connect sellers and buyers across borders and continents.

MBP Solutions has been active in the US since 2015, and we have seen a significant increase in the interest for our unique **Outsourced Management of By-Products (OMBP)** solution over the past 12 months.

In almost all companies, by-products are by their very nature handled with low priority and most companies cannot justify allocating people, time and resources to manage and even less so to optimize these lower value secondary streams. In MBP, we are different as we have made the management of by-products our only business with a 24/7 laser focus on finding the **best paying outlets**, developing **new applications**, identifying the most **sustainable solutions** and ensuring that all uses are **legally compliant**.

In Europe and North America, MBP is managing by-products on an outsourcing basis for **29 manufacturing plants** and in the US, we have outsourcing agreements with four, soon to be five, companies within the **nutritional supplement, fish oil, vegetable oil and dairy replacement industries**. Throughout the world we also have clients within **oleochemicals, food and beverage, fish meal, pharmaceutical and biodiesel industry**.

Our OMBP agreements are made in such a way, that our clients' and MBP's interests fully aligned, which is one of the reasons, that we are experiencing an increased interest from US manufacturers.



"MBP Solutions has improved the value and distribution of our co-products through their world-wide distribution network. We greatly appreciate their service-oriented USA/North America office to provide local support for access to global markets."  
(Daniel Wiley VP, Nutrition & Health, Organic Technologies)

Through these agreements, our OMBP clients in the US get access to a dedicated team of sales managers and application **experts within the areas of animal feed, biofuel, anaerobic digestion, soil improvement and other technical uses**.

Together with logistics specialists and customer service staff, our clients are supported by a team of a total of 40 Individuals in eight offices in Europe and North America giving them a set of skills and competencies and a geographical reach, that it would be impossible to employ by themselves.

Our US business management and customer support team consists of three people based in Minneapolis, Minnesota and they have a prime focus on understanding our clients' needs, ensuring that our client can minimize the time they spend on by-products management and deliver financial and sustainability improvements to our clients on an ongoing basis.

**15.000**

CUBIC METERS OF  
STORAGE

**200.000**

TONNES  
SOLD YEARLY

**29**

MANAGED  
FACTORIES

**9**

MBP  
OFFICES

**90**

MBP  
EMPLOYEES

MBP KEY FIGURES





# USA Outsourcing Team



## US Account Management



**JAN ROLIN FREDERIKSEN**  
Business Manager



**WILLIAM BENTON**  
Business Co-ordinator



**ERIC MARTIN**  
Logistics Co-ordinator

## Application Experts



**MARIA SVANTESSON**  
Feed



**DAVIDE VALLERO**  
Biofuel



**ROB VAN DROEGE**  
Technical Products



**CARSTEN GREEN JENSEN**  
Biogas & Fertilizer

## What is the OMBP Concept?

### 1. Full service – no cherry picking

MBP collects all by-product streams



### 2. Full value chain responsibility

MBP takes on US sales, export, marketing, product development, QI/QC, logistics



### 3. Optimal prices

MBP sells products at highest possible prices and develops new markets.



### 4. Transparency and full traceability

MBP ensures all sales is documented and fully traceable.



### 5. Legal Compliance

MBP ensures all products sold are utilized in accordance with pertinent laws and regulations. MBP is also responsible for obtaining permits, licenses, energy tax registrations, etc.



### 6. Management Reporting

MBP prepares a semi-annual report outlining product status, market situation, legal compliance, marketing requirements, development opportunities, etc.



### 7. Aligned interests

MBP is compensated on a commission basis.



# UN Global Compact and Sustainable Development Goals



We joined the UN Global Compact in November 2017, committing us to support and integrate the 10 principles as part of our strategy, culture and day to day operations. We believe that the SDGs impact our business as much as our company can influence the achievement of the SDGs. Consequently, we have committed to fully integrating the SDGs into our strategy and to joining global efforts to achieve these goals.

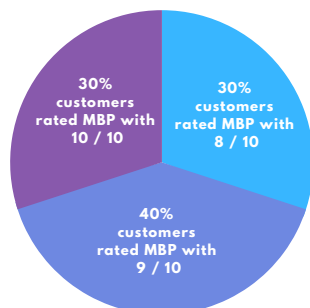
## High Customer Satisfaction

As part of MBP's quality management program we perform a yearly survey of customer satisfaction. The last survey showed a high degree of customer satisfaction.

We achieved a Net Promoter Score of 40.

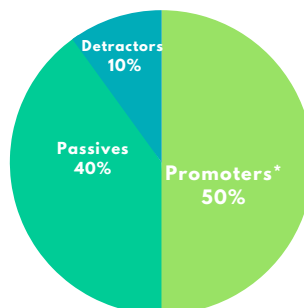
Our OMBP customers have been impressed by the quality of our reporting, where we achieved an average score of 9 / 10. We believe that this is a very good result, but we also see that there is room for improvement. We are using the results from these surveys to improve the way we do business. Let us know if you see an area for improvement.

*On a scale from 1 to 10 how do you rate MBP's reporting to you?*



Average grade for reporting is 9 / 10

*How likely is it that you recommend this company to a friend or a colleague?*



\*Promoters rated MBP with a 9 or 10, which means "extremely likely"

## Meet up with MBP

MBP participates in exhibitions and conferences, which are great opportunities to meet with us.



American Fats and Oils  
Annual Meeting  
October 16-17, 2019  
Chicago, USA



SupplySide WEST  
October 17-18, 2019  
Las Vegas, USA



IFFO's 59th Annual Conference  
November 4-6, 2019  
Shanghai, China



National Biodiesel  
Conference & Expo  
January 20-23, 2020  
Tampa, USA



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