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MBP SOLUTIONS

OMBP NEWSLETTER

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Editorial

By Jens Søgaard Jacobsen

MBP Sales Director and Partner

OMBP
Outsourced
Management
of By-Products

In this newsletter you will be able to read about MBP Solutions' new name for our by-product outsourcing concept: Outsourced Management of By-Products, OMBP. In a dynamic and globalised world we see that changes come quickly and this requires high focus and highly competent people or we miss opportunities and become exposed to risks.

MBP Solutions is managing 25 factories under our OMBP service and we are proud that they are generally very satisfied with an average Net Promoter Score of 33.33. The high satisfaction is confirmed by the fact that over the last two years, half of our new accounts were introduced by existing clients. We are very grateful for this support from our existing clients. In this newsletter you will be able to read more about how we do it. How we are working with adoption of quality, environmental and sustainability certifications in order to improve our management, environmental impact as well as meet customer demands. Increasingly certifications become a license to operate and the entry ticket to sell in certain markets. It has a large impact on society and the environment, how by-products are managed. MBP signed up to the UN Global Compact in 2017 and we are this year working on assessment and setting goals for the Sustainable Development Goals, SDGs. With this newsletter we hope to inform you well about our services and the way we work. Hopefully this will lead you to increase the business you do with us. If you know somebody who needs our services – let us know and we will be happy to follow up.

Certifications and Sustainability

MBP Solutions is committed to having all the necessary certifications and accreditations for the range of services and products we provide across all our markets. MBP has multiple certifications: ISO 9001 (quality), ISO 14001

(environmental management), GMP+, RED and ISCC (sustainability, permissions from animal feed authorities in different countries, MBP Solutions is a member of UN Global Compact and is dedicated to having a positive impact on the UN Sustainable Development Goals.





Outsourced Management of By-Products

A Key Distributorship Agreement (KDA) or Outsourced Management of By-Products (OMBP) are two different ways to describe the unique service that MBP Solutions offers to our suppliers and customers. We have been struggling a bit with finding an easy way to communicate our service concept and we believe that our new name: Outsourced Management of By-Products or OMBP for short has two advantages. The first and most important advantage is that the new name describes quite precisely, what we are offering: **a possibility for manufacturers that have by-products to outsource the management of these.** This has turned out to be quite a popular service for an increasing number of plants and companies. We understand that most managers

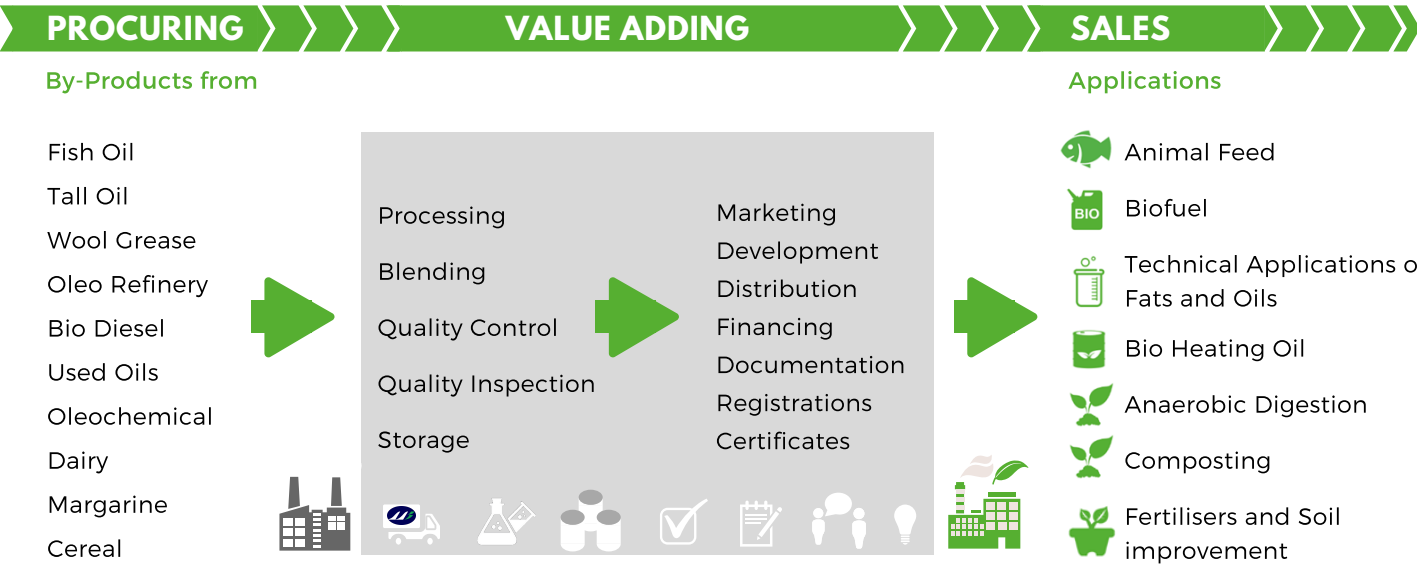
do not want to spend a lot of time on their by-products, so it is important for us to be able to describe quickly and precisely the advantages that we can offer. Both in Europe and in North America it has become part of good management practice to outsource the areas that are not your core activities, as this allows you to be both lean and achieve better results.



The second advantage is that the abbreviation OMBP makes you think about MBP.

MBP Solutions is the only company that offers this concept in your industry. In MBP we are no different, and we are taking our own medicine. We have outsourced part of our accounting and payroll, our cleaning, large parts of our logistics and transport. We are currently working on moving more of our IT infrastructure into cloud services and will soon be moving to Office 365. **Many companies do not know that management of by-products can be outsourced.** But with MBP Solutions you can. So we believe we have an obligation to communicate this well. We believe we improved our communication with our new description: Outsourced Management of By-Products, OMBP. Maybe this is also something for you or somebody you know?

MBP Business Model





9 Things to look out for when you want to outsource your by-product or waste management

1. References

You want to make sure that the outsourcing partner you are choosing has a solid list of references showing good results. Check at least two references that are relevant for your industry.



4. Local and International

As markets become increasingly competitive and international you want to ensure that the outsourcing partner has the right mix of local and international sales outlets. With changing legislation many products have a local buyer one day only to see an international customer paying a better price tomorrow.



7. Aligned Interest

The best outsourcing contracts ensure that you have aligned interests with your outsourcing partner. The outsourcing partner must be incentivized in the outsourcing agreement to add as much value to your by-products and waste as possible in the market.



2. Competencies

The outsourcing partner must have the competencies that are relevant for your by-products and/or waste. Make sure that relevant permissions and certifications are in place.



5. Sustainability

For image reasons as well as for monetary reasons you want to ensure that the outsourcing partner is working with sustainable outlets. Many by-products and wastes can be recovered and recycled and landfilling becomes increasingly expensive. Look for certifications to document sustainability.



8. Development and Time Perspective

Many by-products and wastes have an unrealized potential that can only be realized through active development work with focus and competency. Make sure that the notice period of the outsourcing agreement is long enough to allow for development and that your partner is competent and incentivized to do the development.



3. Legal Compliance

You want a long term solution, which must be built on legal compliance. The outsourcing partner must be able to demonstrate knowledge about relevant local, regional and international legislation in order to ensure that your brand will not be associated with illegal activities.



6. Dynamic Outlets

As legislation and subsidies change so do the best outlets. Make sure that your outsourcing partner does not have vested interests in one particular outlet but is able to always find the best outlet for you.



9. Management Reporting

Make sure that your outsourcing partner is reporting to your management on a regular basis (1-2 times per year) on the following parameters: value created and benchmarked, market development, sales and product development, legal compliance, sustainability as well as improvements/input for investment decisions.



15.000

CUBIC METERS OF
STORAGE

200.000

TONNES
SOLD YEARLY

25

MANAGED
FACILITIES

9

MBP
OFFICES

90

MBP
EMPLOYEES

MBP KEY FIGURES

MBP Competencies & Know-How are Global and Market Specific

Global applications

Legal compliance, Sustainability reporting and certification of By-products and waste

Market knowledge, logistics, buffer storage, multiple locations, traceability, volume synergies



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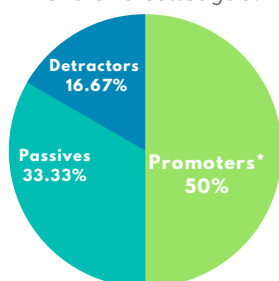
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High Customer and OMBP Satisfaction

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"

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 33.33. 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.

Meet up with MBP

MBP participates in exhibitions and conferences, which are great opportunities to meet with us and discuss how we can improve the handling of your by-products.



AFOA Annual Meeting
October 10-11, 2018
New York, USA



IFFO 58th Annual Conference
October 15-17, 2018
Rome, Italy



Supply Side West
November 6-10, 2018
Las Vegas, USA



GROFOR Evening
November 22, 2018
Hamburg, Germany

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