

REQUEST # 69156

Natural Sweetness Modulator/Enhancer Solutions

RESPONSE DUE DATE: April 22, 2013

SOLUTION PROVIDER HELP DESK

Opportunity

product supply, contract research, buying or exclusive licensing

EMAIL: PhD@ninesigma.com

PHONE: +1-216-283-3901

Timeline

May 2013: proposals & partners evaluation
July 2013: start of collaboration / research contract
By end of 2014: get actionable results

Financials

Negotiable : all proposals will be considered. The remuneration will depend on the type of proposals, collaboration style and willingness to negotiate a win-win solution. The potential output could concern several well known food products distributed in numerous countries.

LINK: [Proposal Template Download](#)



REQUEST FOR PROPOSAL DESCRIPTION

NineSigma, representing a global food company, seeks **proposals for effective sweetness enhancing solutions from natural sources, methods of identifying these substances as well as manufacturing options.**

The target is to obtain a sugar reduction of 20-30%. Cost, proprietary or exclusivity will be determinant factors for establishing durable partnerships.

Only natural solutions from natural sources, according different legislations, will be considered.

Approaches/proposals of interest:

Respondents should propose an overall solution to the problem based on the key categories below. Additional criteria descriptions are in the Background section:

- **Ingredient solutions:**

Tier 1 - Primary interest: Materials candidates which have sweetness modulating / enhancing among others flavor modulation properties.

Tier 2 – Secondary interest: Material candidates that have sweetness properties (e.g. natural sweeteners substitute to sugar)

- **Screening/Identification Methods:** Effective methods for screening, identifying and

isolating active compounds present in the materials to be assessed.

- **Manufacturing Expertise:** Effective methods of manufacturing sweetness enhancing components present in the materials to be assessed.

For all types of solutions:

- The experience and the innovative content of the submitters will be taken into account as selective criteria.
- Because this type of project is complex and involves wide capabilities, even partial solutions will be examined.
- Providers who have serious leads in this matter but could not explore further due to lack of time or resources are of particular interest.
- Solutions will either become the property of the client or get right of exclusivity (geographic regions may be negotiated)

BACKGROUND

Note that additional details on criteria of interest for ingredients are below:

- There should be either evidence or clues that these materials do contain sweetness modulating/enhancing compounds.

- An evaluation method showing the reduction of sugar while preserving the sweet taste should be provided
- Materials that are already used in food processes with currently no added value would be of particular interest (waste stream, sugar molasses, peels from fruits, etc)
- Materials / cultivars that are readily accessible and available are a priority
- A large selection of materials is preferred, with a classification (high probability, average probability and low probability) regarding the chance to contain sweetness modulating/enhancing components.
- The methodology may already be existing or in development, but should be reliable and reasonable for screening / identifying candidates with good accuracy.

POSSIBLE APPROACHES

Anticipated proposals include, but are not limited to the following:

- Proposals for materials that are likely to contain sweetness modulating/enhancing ingredients
- Ideally and eventually the cost of the solution(s) should be less or equal than the cost of sugar BUT even materials that are more expensive will be considered and examined for potential cost reduction
- Collaboration proposals from organizations (academia, research laboratories, businesses) that have expertise or experience related to food materials (vegetables, plants, fruits, roots, seeds, nuts, etc)

APPROACHES NOT OF INTEREST

The following approaches are not under consideration

- Artificial solutions / substances
- Solutions already provided by flavour houses
- Common natural sweetener materials that are already known for long (such as stevia, other sugars, licorice and others) or have high calories like sugar (sucrose).
- Solutions that are likely to be more expensive -/ considerably more expensive than sugar itself

ANTICIPATED PROJECT PHASES OR PROJECT PLAN

Responses should use the following template.

(<http://www.ninesights.com/docs/DOC-3967>)

The client will then hold individual hearings and discussions with the selected partner(s) to study directions for collaboration.

ITEMS TO BE INCLUDED IN THE PROPOSAL

Proposals should include the following items, and identify whether they can provide the completely comprehensive solution (all the elements below), or just a partial solution:

For Ingredients:

- Description of the proposal
- Characteristics of the materials / ingredients suggested
- Reasons why the proposed solutions should be considered
- Development stage (readily available or under development)

For identification methods

- Collaboration plan outline
- Reasons why the methodology proposed is likely to be effective
- Details on the reliability of the methods
- Past results and experience (experience solving similar problems)

For manufacturing

- Manufacturing process description and status of development. Size of the opportunity and initial feasibility assessment
- Manufacturing methods should be based on industry-accepted processes.

REQUEST GUIDELINES

Non-Confidential Disclosure

By submitting a response you represent that the response does not and will not be deemed to contain any confidential information of any kind whatsoever.

Response Evaluation

NineSigma's client will evaluate the response using the following criteria:

- Overall scientific and technical merit of the proposed approach
- Approach to proof of concept or performance
- Potential for proprietary position (i.e., is the technology novel or protectable)
- Economic potential of concept
- Respondent's capabilities and related experience
- Realism of the proposed plan and cost estimates

Response Selection

By submitting a response, you acknowledge that NineSigma's client reserves the sole and absolute right and discretion to select for award all, some, or none of the responses received for this announcement. NineSigma's client also may choose to select only specific tasks within a proposal for award. NineSigma's client has the sole and absolute discretion to determine all award amounts.

NineSigma will contact respondents with highly responsive proposals for next steps, or the client may contact respondents directly.