

## SK Patil and Associates

We provide a fresh perspective and experience-based support to enhance your organization's capabilities, make sizable improvements and generate no non-sense measurable results.

We trouble shoot, offer solutions, implement actions and let your organization succeed.



Our network of associates include professionals with in-depth and comprehensive global, technical and commercial experience who combine a solid understanding of complex technical issues and solutions with project management skills and marketing savvy

### Partial Client List

P & G, Syngenta Biotechnology  
Bayer AG, Bunge, Manildra, Kellogg,  
Griffith Laboratories, SPI

## Qualifications

### Sakharam K Patil, PhD President

Over thirty years experience as a technical and commercial senior MGMT positions in US, EU, SA and India

Director of AAAC 2003- 06  
Nominated for President of American Association of Cereal Chemists International - 2006  
Adjunct Professor at Purdue Whistler Center for Carbohydrate Research

Author of over 100 Articles

Frequent speaker at IFT & AACC Int.  
PhD in Food Science & Cereal Chem.

Marketing Management at the University of Michigan

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Business Process  
Technology Transfer  
Product Development

## S.K. Patil & Associates



Sakharam K. Patil, PhD  
President

**Consultants for Product Development, Technology Transfer, Business Process Improvement**

# SK Patil and Associates Capabilities

## Product & Process

### Development - Concept to Commercialization

Commercial development of food, industrial, and biotechnology products

Tools for shortening development time

Analytical services/microscopy

Minimizing ingredient/chemical costs

Regulatory & labeling issues, GRAS etc

Contract mfg., pilot plant services, etc.

Tailoring products for a market & country

## Global Technology Transfer & Business Development

SWOT and enhance technical/commercial

programs to improve in global arena

Building know-how/capabilities, cross-

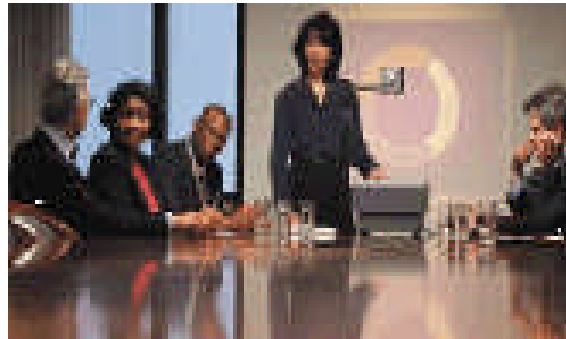
functional/cultural teams, coach/mentor

Facilitating cooperation between Functional areas and branches

Utilizing university and government resources

Exploiting the fundamental properties of a material for new applications

Global technology identification, assessment, development



## Food Ingredient Technology

Starches, Sweeteners & Maltodextrins

Polyols

Proteins

Hydrocolloids

Dietary Fibers, RS, SDS & SDC

Gut Health

Oligosaccharides

Low-GI products

Functional Ingredients

## Biotechnology &

### Bio-processing

Agriculture and food biotechnology

Industrial applications of biotech products

Food enzymes, cyclodextrins, specialty chemicals

Bio-mass conversion, bio-ethanol & co-products

Industrial & Food fermentation

*Our business is all about putting our clients' interests first.*

## Manufacturing Platform, Facility/Program Development

Corn Wet and Dry Milling – industry, products, processes, markets, applications

Cereal processing co-products

Process development and optimization

Building cross-functional, cross-cultural teams

Skills development, coaching and development of technical professionals, managers

## Market Analysis

Strategic identification of market needs, opportunities, and trends

Competitive position of current products and how to leverage their potential

Business and marketing plan development

Project portfolio prioritization

Important regulatory issues

New technology identification, assessment, development

Specific market segment positioning