




**Building Tomorrow's
Microbiome Products:
The Contract Manufacturer/
Brand Relationship**

Mark Wright
Co-Founder
Health Wright Products
mw@healthwrightproducts.com


1



HWP at a Glance

- Established in 1995
- Global leader in providing the highest-quality nutritional supplements and probiotics to the consumer health and nutrition industry
- Specializes in two-piece, hard-shell capsules in both powdered and liquid fill allowing a laser focus on new technologies, capabilities and capacity
- Manufacturer of thousands of unique formulas across all industry categories, producing billions of capsules per year
- Turnkey provider for supplement formulation support, regulatory guidance, raw material sourcing and testing, manufacturing, product packaging and labeling

2



Challenges facing companies in this space

- Lack of knowledge – don't know what they don't know
- Need to understand the science behind the formulation
- Regulatory requirements
- Proper dosage
- How to differentiate

3



Role of the contract manufacturer

- True partner up and down the supply chain
 - Sourcing relationships
 - Formulation, dosage and format expert
 - Packaging specialist
- Specialist to meet your product(s) needs – product format, shelf life, etc.
- Information resource – which strain is best, what scientific literature exists

4

HWP'S APPROACH

HWP tests EVERY incoming raw material for identification, potency, purity and known contaminants.



We test EVERY finished lot for micros, heavy metals and potency before release to ensure product quality and compliance.



We provide best-in-class options including blister packs, glass bottles, and CSP vials to ensure products meet label claim through the end of shelf life.



5

AT HWP, WE MAKE PROBIOTICS OUR PRIORITY

Our entire facility is designed to ensure we produce the highest quality, most stable formulations available worldwide.



We ensure strictly-controlled ambient conditions during EVERY step of the manufacturing process to protect the probiotics from moisture, temperature variants and humidity.



HWP has 25+ years of experience to guide us in formulating with the right strain(s), in the right amount(s) to guarantee potency and quality at the end of shelf life.



HWP's individually controlled zones keep relative humidity at 20% and the temperature at 68 degrees to provide optimized conditions. We have the largest refrigerated space dedicated to probiotics in the US.

6

Quality & Compliance

Assurance of the security & integrity of HWP material supply through **Supplier & Raw Material Qualification Programs:**

Supplier Qualification Program

Supplier Screening → Raw Material Quality Evaluation → Manufacturing Suitability Evaluation → Supplier Review → Scale-Up & Final Review

11 Critical Systems Evaluated Before Supplier Approval

7

Quality & Compliance

Raw Material Qualification Program

Identity Testing → Potency Testing → Contaminant Testing → Microbiological Testing

Stringent Testing Before Purchase for Use

Residual Solvents, Pesticides, Alkaloids, Heavy Metals

TPC, Yeast/Mold, Coliform, E.coli

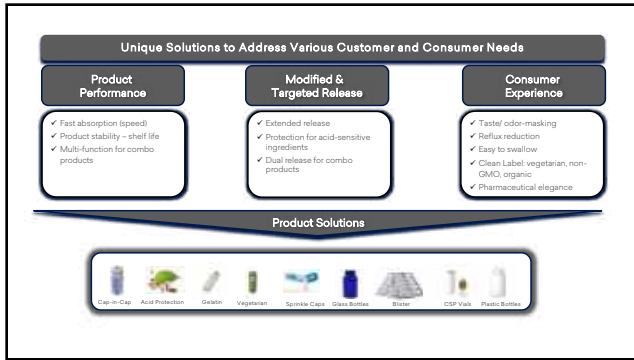
8

In-House Laboratories

In-house microbiological, identity, physical characteristics, organics and inorganics labs.

HWP conducts the majority of analytical, microbiological, and heavy metal testing in-house for all incoming raw materials and finished products.

9



10

Blister Cards: Revolutionizing Probiotic Packaging

State-of-art IMA blister machine with a HAPA printer

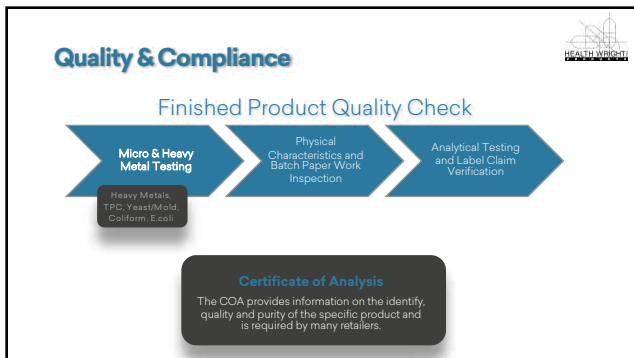
Powerful Protection Individual aluminum-aluminum cavities provide protection against relative humidity, oxygen and contaminants

Superior Shelf Stability Blister packs limit environmental exposure which preserves shelf life and efficacy

Maximized Marketing Increased real estate over bottles and custom messages are a winning combo



11



12

Questions to ask your prospective contract manufacturing partner:

10 QUESTIONS TO ASK YOUR CONTRACT MANUFACTURER
 Not every manufacturer is equal. The most important link in your supply chain. Are they delivering in these 10 critical areas? If not, it's time to look for new partners.

- 1 Do you have a proven track record for customer and partner loyalty, retention, and repeat business?
- 2 What does your quality control process look like and what is your quality assurance strategy?
- 3 Can you work with me as a partner?
- 4 Can you help the address product and market changes, regulatory and compliance?
- 5 Will you help me reduce my cost of goods?
- 6 Will you understand the requirements of my product? Can you help me with the design process?
- 7 Do you have sufficient resources to handle my product volume? Do you have the right storage?
- 8 Will you hold or audit your facility?
- 9 Are you flexible in packaging and can you help my products meet my requirements?
- 10 Will you discuss the health of your business and your market?

healthrightproducts.com | info@healthrightproducts.com

13

5 Questions You Must Ask Your Probiotic Manufacturer

- 1 How do you control temperature and humidity throughout the entire process?
- 2 How do you test and ensure viability throughout shelf life?
- 3 What substantiation on each strain do you look for?
- 4 Do you have finished product packaging options that will keep my probiotic moisture-free and viable?
- 5 How can you help differentiate my product in the crowded probiotic category?

14

HEALTH WRIGHT
 GET IN TOUCH WITH US

LOCATION
 12482 SE Capps Road Clackamas, Oregon 97015

E-MAIL
 sales@healthrightproducts.com

PHONE
 503-722-4344

15
