

BUSINESS CONSULTANTS

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OPERATING SUBSIDIARY BUSINESS PLAN

STRATEGIES TO GROW YOUR BUSINESS

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In this case study, a blended food ingredients manufacturer engaged CPL Business Consultants to develop a business plan for its operating subsidiary. CPL produced a detailed plan and assisted with its implementation. The company grew into an attractive acquisition target, and the owners ultimately exited at a high multiple.

This project formed part of a series to assist a food ingredients company in developing and implementing a business strategy. Following CPL's appraisal of the subsidiary, the next action was to develop an annual business plan, including formal job descriptions. The emphasis was on formalising a short-term (one-year) strategy with a longer-term outlook.

CPL executed the project in close collaboration with the board of directors and in discussion with senior team members. This ensured buy-in and facilitated the subsequent implementation of the growth strategy.

You can find an outline summary of the business plan for the food ingredients company subsidiary below.

Operating Subsidiary Business Plan

- One-Year Business Plan
 - Training
 - Cost
- Strategy for the Next Three Years
- Business Review
 - Sales & Marketing
 - Technology
 - Operations
 - Finance and Administration
- Sales Plan
 - Results
 - Current situation
 - One-Year Plan
 - Individual Roles
 - Individual Targets
 - Value Proposition Delivery
 - Financial
 - Technical

- Technology Plan
 - Current situation
 - Equipment
 - Personnel
 - Output
 - Organisation
 - IP Generation
 - One-Year Plan
 - Equipment
 - Personnel
 - Output
 - Organisation
 - IP Generation
- Operations Plan
 - Current situation
 - Production
 - Performance Metrics
 - Personnel
 - Purchasing
 - One-Year Plan
 - Production
 - Performance
 - Personnel
 - Job Descriptions
 - Purchasing
 - Value Proposition Delivery
- Finance and Administration plan
 - Finance
 - Current situation
 - One-Year Plan
 - Value Proposition Delivery
 - Information Technology
 - Current situation
 - One-Year Business Plan
 - Value Proposition Delivery
 - Customer Services
 - Current situation
 - One-Year Business Plan
 - Value Proposition Delivery

In addition to this operating subsidiary business plan for a food ingredients company, CPL has also worked on other related projects including an [operating subsidiary reorganisation](#) and a [strategic review](#). You can find other relevant projects in food ingredients by browsing this site or using the search bar above. Have a look at our [Introduction](#) and [Brochure](#) for a description of our consultancy work. You can also review [eight case studies](#).