

# SOLID STATE FERMENTATION (SSF) COMMERCIALISATION

STRATEGIES TO GROW YOUR BUSINESS

Prepared by:

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***In this case study, a biotechnology company engaged CPL Business Consultants to assist with the commercialisation of its solid state fermentation (SSF) technology. CPL identified clients in several industry sectors and recommended the next steps for the company's growth strategy.***

The objective of this study was to assist the client in the further commercial utilisation of its capacity, technology and know-how by identifying opportunities in specific uses of fermentation, either as a contract producer of higher-value products or as a collaborator/partner on cost-effective production of valuable products. The client believed its solid substrate fermentation capacity and technology could be used to achieve cost-effective production of valuable products and therefore wanted to obtain the maximum commercial use of resources and capabilities.

CPL initially reviewed the sectors with a need for solid state fermentation and identified those most likely to require facilities that were similar to the client's. Through its extensive networks, CPL also contacted a large number of companies to determine their needs and interest in working with the client. CPL included the full details of all the companies contacted and their responses in its report.

## **SOLID STATE FERMENTATION (SSF) COMMERCIALISATION**

### **Executive Summary**

- Objective
- Background and Scope
- Principal Findings and Conclusions
  - The Fermentation Industry
  - Competition and Barriers to Entry
  - Fermentation Costs
- Key Success Factors
- Recommendations

### **Introduction**

#### **Fermentation Industries Overview**

#### **Solid State Fermentation Commercialisation Opportunities**

- Agriculture, Horticulture & Forestry
- Bulk Chemicals and Biofuels
- Enzymes
- Food and Beverages
- Organic Acids and Fine Chemicals
- Pharmaceuticals

## Contact Reports

- Specific Discussions and Comments
- Companies Expressing Interest In Further Information
- Companies Expressing Possible Interest
- Companies Providing General Information and/or a Neutral Response
- Companies that Responded With a Definite No

*CPL has worked on many fermentation (e.g. solid state and submerged) and bioconversion (e.g. enzymatic) projects, for instance, [in biopesticides](#). Have a look at our [PowerPoint Introduction](#) and [Brochure](#) describing deliverables, differentiators and case studies. You can also review [eight case studies](#).*