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**Produce a business plan
UK Healthy Ingredients**

Managing Enterprises in the 21st century

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Business plan for UK Healthy Ingredients

Section 1: Operations

The core side of the organisation is based on a solid operation, if the operation does not work with a smooth process this will impact on the monthly and yearly total revenue of the company, therefore the process has been created for an even in/out of the goods in almost the same time in order to maximise the efficiency of the warehouse, personnel and increase the output of the goods.

Not many Ingredients supplement supplier are active in the market all over UK, so UK Healthy Ingredients has put their roots in a strategic position close to Luton airport which facilitates the arrival of the ingredients on airfreight, just 76 miles away from Southampton port and 96 miles away from Felixstowe port.

London as well offers a great location for shipping over the entire UK territory.



UK Healthy Ingredients Operations team is responsible for the Warehouse holding facility, situated in Luton in Industrial Estate, Kingsway, Luton, Bedfordshire, LU1.

The unit is a single storey end of terrace industrial unit it covers a 4,000 sq. ft surface without including parking for clients and employees, the property has the benefit of two roller shutter loading doors and separate personnel access.

The facility has a mezzanine totalling 400sq. ft which is currently used as an operation management office for admin and logistics, the property has access for 40 ft trucks, which for the suppliers made very easy to unload the goods on our loading bay, the second shutter closer to the end of the building it is just for dispatch of the goods, in a possible near future in around pulling some forecast and plans we would need a bigger holding warehouse likely to be between the 10,000 and 18,000 sq. ft. But for now, to maximise the warehouse's capacity, a high-quality pallet racking storage system has been installed that allows for varied height storage of pallets and goods of various sizes and weights. Pallet racking is ideal for storing pallets safely in an industrial warehouse.

The operating yearly cost for the warehouse are the following:

- Annual rent 26,000£ (2,166.00£ +VAT per month)
- Heating 10.000£ to 12.000£ +VAT
- Light 10.000£ to 12.000£ +VAT
- Internet 1.500£ +VAT
- Maintenance 2.000£ to 4.000£ +VAT
- Fork lift 3,445£ (65,00 per week)

Our holding warehouse can hold between 280-300 pallets in it, which if we convert this in terms of actual volume is between 168 and 180 Tonnes worth of raw material, the management team don't fill

the storage at the moment with no more than 265 pallets in order to have better movement inside the warehouse and to keep it within the cleaning standard and right handling procedure as per our accreditation ISO9001.

The equipment needed is:

- 40 x pallet ranking (15.000£ + VAT roughly)
- 1 x Fork lift (3.445£ + VAT per year, 65£ per week)
- 2 x Pallet truck (600£ +VAT)

Section 2 : Process

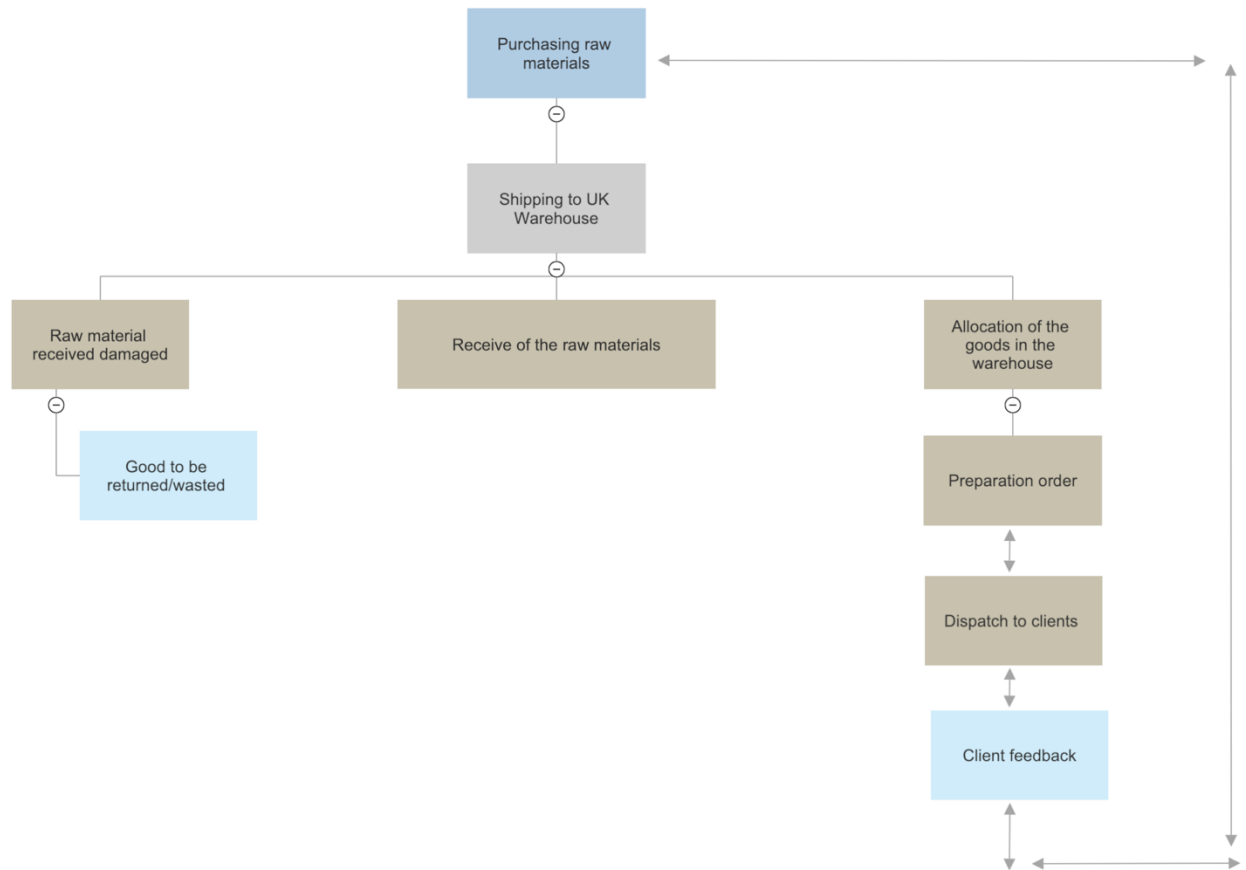
Supply chain operations are very different today than they were in the past, thanks to globalisation. Also, the different ways to adapt to the market due to the continuous change in the demands and the shortages of many ingredients across the globe partially caused by the Covid pandemic have affected too.

Therefore, the internal and external process of the company has to be continuously reviewed and improved from time to time and adapt to the changes.

Substantially the process of UK Healthy Ingredients is concentrated on a wide range of suppliers between the UK, Europe, China and the USA this helps to rely on many different opportunities on the market and to achieve always the best negotiation and payment terms.

Another big role has been played by the good network of Logistics suppliers (small private couriers and large Hauliers) and agents in different countries to allocate and facilitate the transportation of the goods from the country of origin to the UK warehouse in Luton.

The process flow chart for UK Healthy ingredients is pretty much simple as per below:



Section 3:Suppliers

UK Healthy Ingredients is working with a very wide range of suppliers and we could divide them in a few categories, we have divided them into a few different categories, we use more or less always the same suppliers for our stock products based on the nature of the business and the terms and conditions agreed with those, then we have a very large range of suppliers which we normally use for outsourcing materials for our clients all across the globe.

Supplier name	Product	Category	Based in
Finutra Biotech Ingredients	Xanthan gum, Inulin	Sweeteners	China
Golden Horizon Biologic	Pea Protein, Organic Protein	Plant-based protein	China
Polmelek Group	Whey Protein Concentrate, Whey Protein Isolate	Animal / Milk Protein	Poland
ENTC Group	ENTC Protein	Animal / Milk Protein	France
Glanbia	Skimmed milk powder	Dairy	China/USA

On top of that, we have all our logistics suppliers we work with for the different networks, we do not normally use the same forwarders all the time because it depends on which part of China, the USA or Europe the suppliers are based and therefore the raw materials can possibly leave their depots always from different ports.

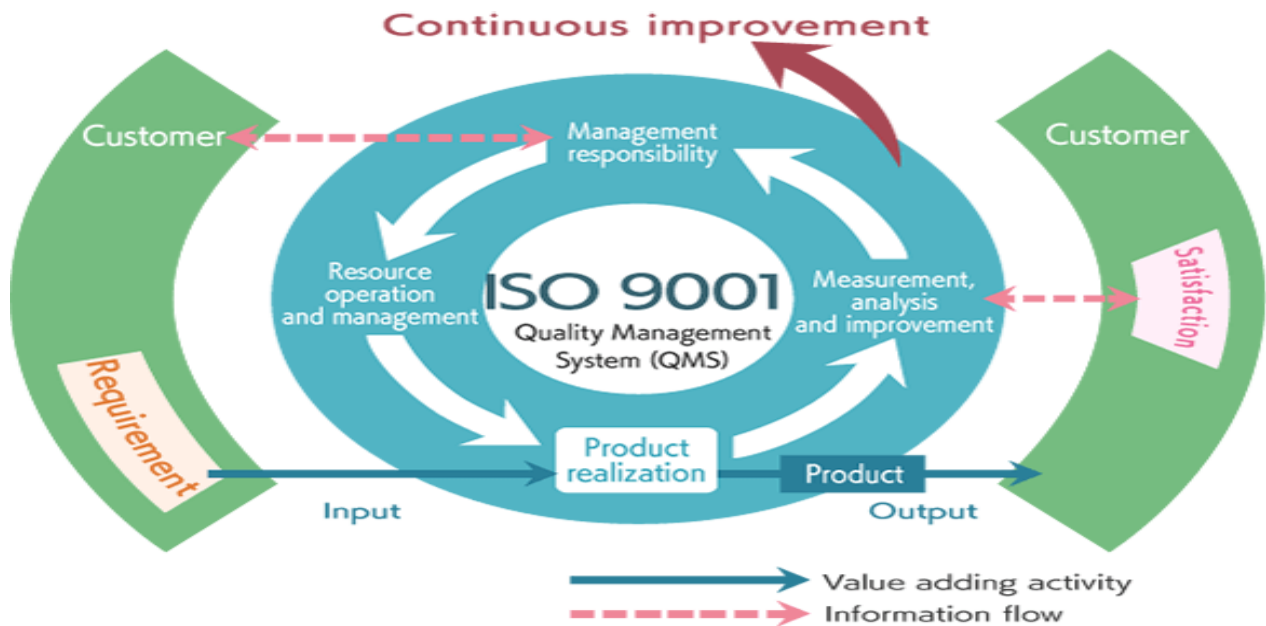
Hauliers	Shipment volume	Type of shipment	Capability	Based in
DHL	Small	Road	1 to 100 KG	UK
Collect2go	Medium	Road	100 to 2.200 KG	UK
Socotra	Large	Road	2.200 to 21.000 KG	UK
Sandford	Medium-Large	Air/Sea/Road	1to 500.000 KG	China
Speedy Freight	Medium-Large	Air/Sea/Road	1to 500.000 KG	USA
Nagel	Medium-Large	Air/Sea/Road	1to 500.000 KG	Branches all over Europe
Palletline	Medium-Large	Air/Sea/Road	1to 500.000 KG	China

Section 4: Quality control and Management



A structured system that documents processes, methods and responsibilities for accomplishing quality policies and objectives is referred to as a quality management system (QMS). A quality management system (QMS) aids in the coordination and direction of an organization's activities in order to meet customer and regulatory requirements while also continuously improving its effectiveness and efficiency.

Among the various quality control and management system's around, UK Healthy Ingredients has decided to use one of the most efficient system in the market the ISO 9001:2015, an international standard that specifies requirements for quality management systems. While some people use the phrase "quality management system" to refer to the ISO 9001 standard or a set of documents that detail the QMS, it actually refers to the entire system. The documents are only descriptions of the system.



Why ISO 9001 is important?

It's reasonable to say that consumers are critical to a company's success, which is why it's important to ensure that they are as satisfied as possible. Improving this specific area is one of the major principles of ISO 9001.

We observe a higher percentage of returning customers as well as new consumers who are delighted with our products if we improve customer satisfaction. Improving customer satisfaction for both old and new customers is critical to our company's long-term success, which is why having a system like ISO 9001 in place to help us to do so is beneficial.

Our employees are always more productive when they can be more efficient and have the appropriate resources behind them, which ISO 9001 provides. A quality management system that adheres to ISO 9001 standards teaches our employees how to execute their jobs more efficiently while also teaching management how to best allocate resources to the parts of the company that demand more attention.

Benefit of Quality control management system (ISO 9001)

Implementing a quality management system affects every area of the organization's performance. The following are some of the advantages of having a written quality management system:

- Meeting the needs of the customer helps to build trust in the company, which leads to more customers, more sales, and more repeat business.
- Meeting the organization's criteria, which assures regulatory compliance and the most cost- and resource-efficient delivery of products and services, allowing for expansion, growth, and profit.

These benefits provide additional benefits, such as:

- Processes are defined, improved, and controlled.

- Waste reduction
- Avoiding errors
- Cost-cutting
- Facilitating and recognising opportunities for training
- Keeping employees interested
- Creating a strategic plan for the company, demonstrating a willingness to deliver consistent results

This links in with many of the previously mentioned advantages, such as increased employee productivity and customer happiness. Improving in those two categories alone has a significant impact on favourable profit margins that will grow over time, which is always one of the company's key aims. This is due to an increase in efficiency, which is another advantage of the system. With wasteful spending in areas that do not require it eliminated, time and resources may be dedicated to areas that will benefit far more than others.

Section 6: Technology Plan

After a lot of research and reviewing much different technology systems's in the market it has been a difficult choice to choose the right tech system for UK Healthy Ingredients, this has come down after reviewing whether we were able to set in place the right system based on the company needs where you can allocate in there not just the stock control of the raw materials for incoming and outgoing, but we have found a system where it's able to link in there also:

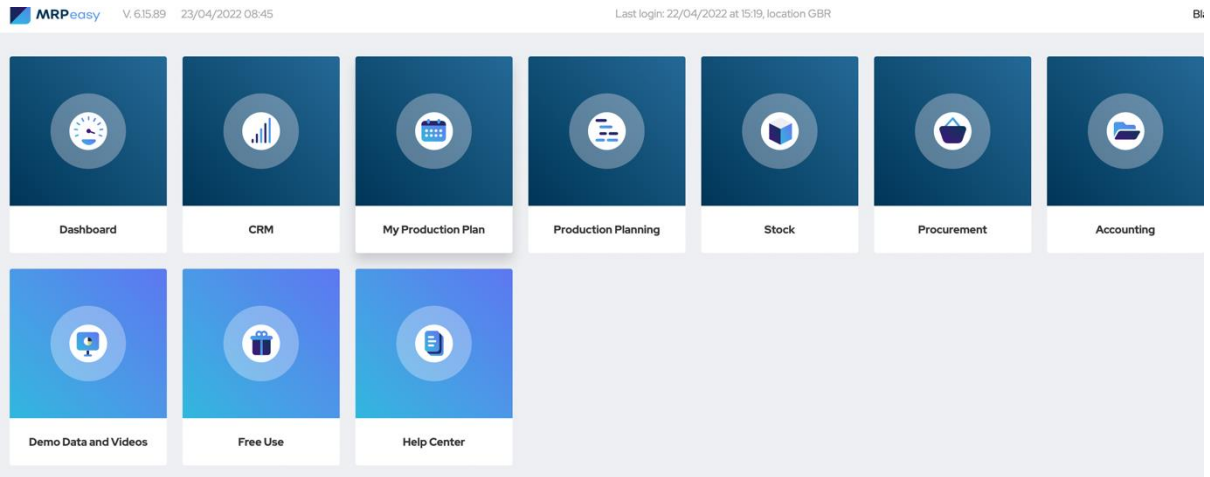
- Sales
- Purchasing
- Finance
- Planning

What is MRP Easy?

The Manufacturing software provides you with the tools you need to effectively manage your resources and finish orders without leaving any items on the shelf. This manner, you can genuinely save money by reducing expenses and preventing product waste. It's a recipe for long-term development when you combine hundreds of integrations with industry-leading e-commerce and accounting solutions.

What are the main futures of MRP Easy's system?

- A description of the planning, including orders, predictions, and capacity, is known as a master production schedule.
- a bill of materials (BOM) is a list of everything that is needed to produce the final product.
- The inventory report: Gross requirements can be changed to net requirements using inventory information.



Customer orders Customers Today's contacts Invoices Cash flow forecast Statistics Sales management Customer returns (RMAs)

Customer orders

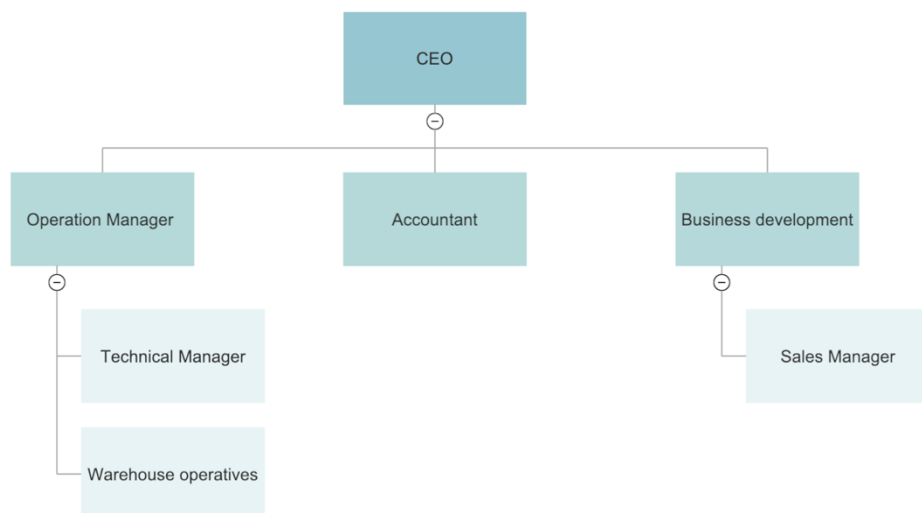
Customer orders

PDF CSV

	Number	Customer number	Customer name	Created	Delivery date	Total	
Total:						£ 4,128,220.72	
1	CO-00249	CU-00077	HMN24 LTD	21/04/2022		£ 19,371.42	
2	CO-00248	CU-00084	Sobody	20/04/2022		£ 29,250.00	
3	CO-00247	CU-00112	Nutri-Genetix Limited	11/04/2022	05/07/2022	£ 11,955.00	
4	CO-00246	CU-00112	Nutri-Genetix Limited	11/04/2022	05/07/2022	£ 35,694.00	
5	CO-00245	CU-00084	Sobody	05/04/2022		£ 78,040.00	
6	CO-00244	CU-00073	KetoBains	31/03/2022	26/05/2022	£ 5,719.50	
7	CO-00243	CU-00115	Space Goods	29/03/2022	14/06/2022	£ 28,350.00	
8	CO-00242	CU-00093	Nutravita	25/03/2022		£ 43,762.29	
9	CO-00241	CU-00117	Gutfulness Limited	24/03/2022	27/05/2022	£ 9,500.00	
10	CO-00240	CU-00039	Submission Technology Ltd	15/03/2022	10/05/2022	£ 30,668.00	
11	CO-00239	CU-00029	1Rebel Ltd	10/03/2022	19/05/2022	£ 21,240.80	
12	CO-00238	CU-00116	MCBLABS Ltd	23/02/2022		£ 5,344.70	
13	CO-00237	CU-00067	The Six Pack Revolution	21/02/2022	02/05/2022	£ 92,236.60	
14	CO-00236	CU-00019	Bondi Coffee Limited	18/02/2022		£ 7,200.00	
15	CO-00235	CU-00084	Sobody	04/02/2022		£ 27,870.00	
16	CO-00233	CU-00115	Space Goods	27/01/2022		£ 14,550.00	
17	CO-00232	CU-00114	Pro Coffee	24/01/2022		£ 7,239.00	
18	CO-00231	CU-00112	Nutri-Genetix Limited	18/01/2022		£ 8,496.00	
19	CO-00230	CU-00060	F45 Training Haggerston	17/01/2022	11/04/2022	£ 3,835.00	
20	CO-00228	CU-00077	HMN24 LTD	14/01/2022		£ 19,518.12	

Load more

Section 7: Management and organization



Section 8: Roles and responsibilities

CEO:

The CEO oversees from day-to-day business operations to marketing and strategy to human resources and financial planning to the development of a company's culture and employee management to safety regulations and sales.

He looks over the different departments of the business and ensure they are running smooth and achieving their KPI's and assessing new strategies.

The CEO's salary is 65000£

Full-time role – 50 hours per week

Operation Manager:

The Operation Manager is mainly responsible for running the warehouse and his team, developing and implementing strategic policies, a good part of his job takes place on ordering the raw materials from suppliers and arranging logistics with Hauliers and small couriers. Identify and address the company's issues and opportunities.

The Operation Manager's salary is 40.000£ per year.

Full-time role – 45 hours per week

Accountant:

- Preparing accounts and tax returns
- Auditing financial information
- Compiling and presenting reports, budgets, financial statements
- Providing tax planning services based on the UK government and legislation
- Ensure all payments for suppliers and services are paid on time
- Overseeing cashflow statements

The accountant's salary is: 28.000£ per year

Part-time role – 20 hours per week

Business Development:

- Setting business and revenue growth goals and developing a strategy to achieve them.
- Finding new ways to reach a specific market and putting those plans into action.
- Identifying potential customers in target markets for research.
- Follow up with potential customers and move them along the sales process.

The Business development salary is: 40.000 per year.

Full-time role – 45 hours per week.

Sales Manager:

- Set sales goals, compare performance to goals
- Receiving orders form clients
- Provide detailed and accurate sales forecasts
- Liaising with clients

The Sales manager's salary is : 35.000£ per year.

Full-time role – 45 hours per week.

Technical Manager:

- Maintain and improve the Quality System to ensure Food Safety and Legal Compliance
- Provide Technical monitoring auditing
- Ensure appropriate checks are taken upon receipt of products and raw materials
- Lead health and safety training for the warehouse team
- Ensure Hygiene standards are meet

The Technical Manager's salary is: 35.000£ per year.

Full-time role – 45 hours per week

Warehouse operatives:

- Receive and store goods upon arrival.
- Ensure hygiene standards are meet
- Dispatch orders to clients

- Maintain warehouse paperwork up to date
- The warehouse operative's salary is 28.000 per year
Full-time role – 40 hours per week

Section 8: References

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