



Week 5: **Scale Your Production or Perish: Scaling Operations Manufacturing**

PRE-WORK: READING

POST-WORK: EXERCISES

Exercise #1: Write Down Your Key Requirements for a Co-Manufacturer

What are your product specifications (specs)?

What certifications do you require?

What equipment will you need?

Exercise #2: Determine Your Facility Volume Requirements Based Upon Your Projected Sales Growth

How many pounds, units, cases of product will you need to produce per quarter? _____

How often will you need to produce (shelf-life related)?

Can you your product be frozen? _____

Do you require storage needs on-site or nearby? _____