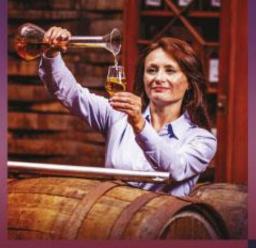
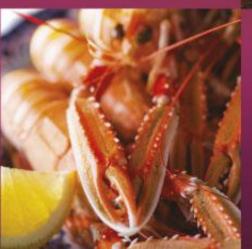
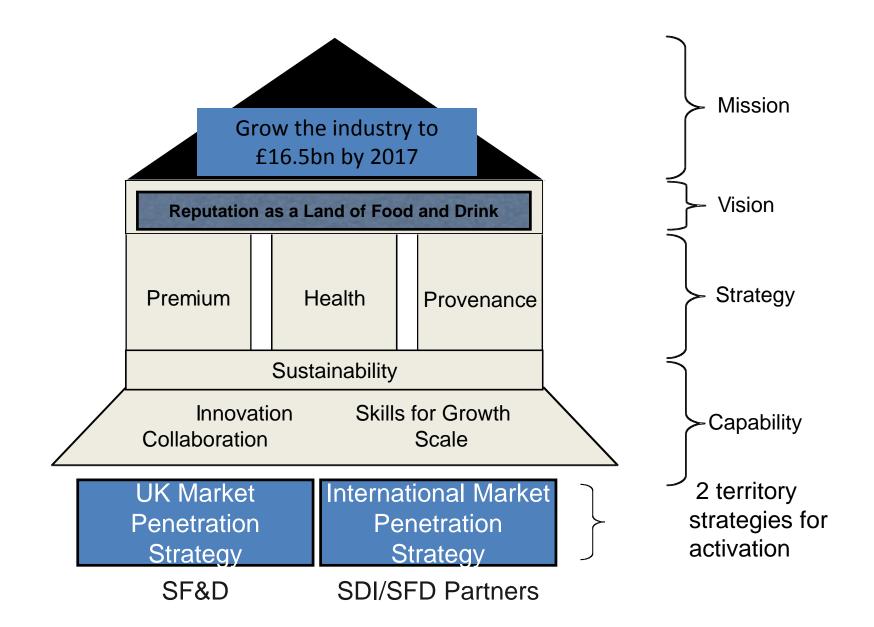
Scotland ALAND OF food and drink













LANTRA













co-operating enterprises

















Scottish Salmon

PRODUCERS ORGANISATION









Priorities to Stimulate Growth

Build Scotland's reputation as a 'Land of Food & Drink'

Return our **primary** sectors to growth and profitability

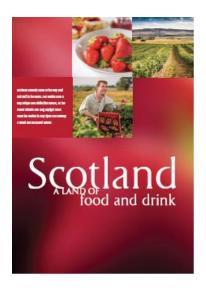
Build Supply Chains which can exploit growth market opportunities at **home** and **abroad**

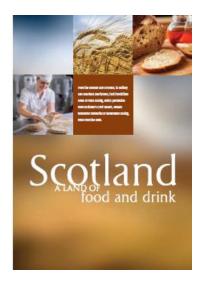
Improve food productivity

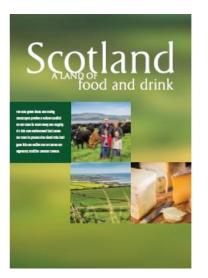
Growth through sustainability

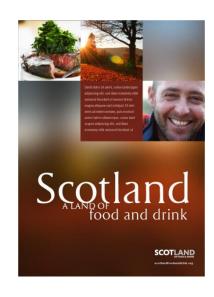
Accelerate market focused innovation

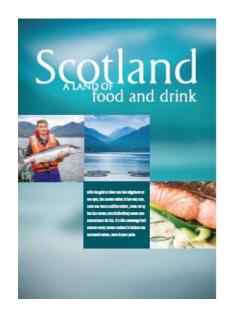


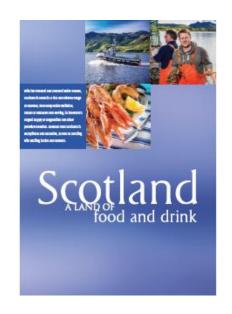


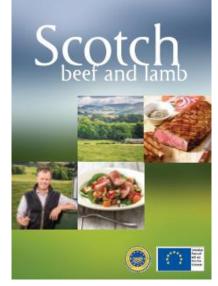






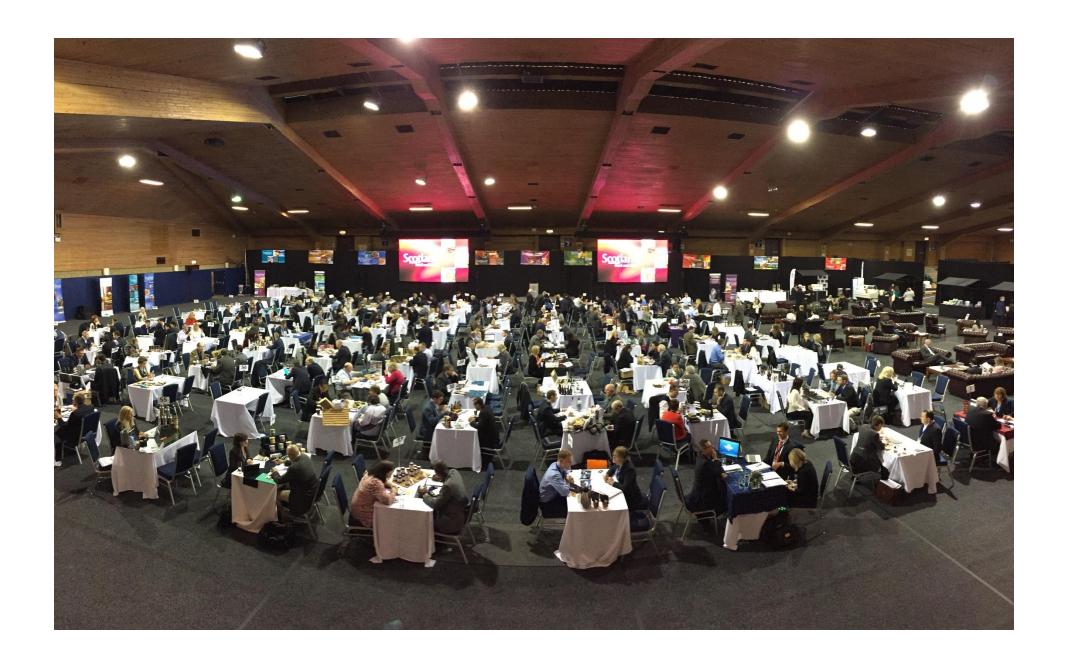












Support to UK Market Commercialisation

I want to Grow	In my locality	Scotland Wide	In the UK National	In the UK Niche
Access to Markets		x	x	X
Think Local	X	X		
Taste our Best	X	X		
London Speciality				X
Market Driven Supply Chains			X	
Better Branding (in dev)	X	X	X	X













The Food & Drink Innovation Response

NEW PROCESS What's the Market Opportunity?

What you know and don't know about the category, demand, competitors, regulation, brand and consumer.

Product Proposition

Designing the product proposition (exploring options), based on the market opportunity and linking to consumer need က Viability

What will it cost to make and will it be profitable?

Management commitment?

→ Market Engagement

What is the USP that connects the brand to consumer and how can we bring it to life through packaging and communications

Launch into Market(s)

Taking the product to market – trade and consumer

Enter new markets & scale up.

Collaborate

Market Insight

Concept
Development &
Definition

Technical Capacity and Capability – product and packaging, finance, workforce

Who is my target buyer and consumer, why should they buy it and how do we talk to them? Where we will sell it, how to promote and getting the product to market(s) **VISION**

Accelerate market driven innovation in our farmers, fishermen, producers and processors to increase Scottish competitiveness.

NEW SERVICES

Enhanced Market Insight Collaborative Innovation Development

Innovation Connector

Innovation Mentors

















SCOTLAND FOOD & DRINK INDUSTRY STRATEGY Strategy Replacement – Key Milestones

