



BSM Partners™

WHY BSM?

Your trusted partner.

We understand that every relationship starts with trust. With BSM Partners, you can trust that we will always be honest and transparent with you. Our name says it, we view ourselves as your partner. We're an extension of your team, and we share your dreams.





WHY BSM?

Committed to Your Success

Helping your business succeed is not a job to us, it's our passion. We have been in your shoes, navigating the wide chasm between a dream and reality. This is what drives us. We succeed by seeing you succeed.

Experts in the Field

At BSM Partners, we are nothing without our people. Our team is a collective of professionals across a wide variety of industries, backgrounds, and life experiences. We leverage our shared expertise for you. We draw on our deep connections in the industry to help you succeed. And trust us, we'll never back down from a challenge!

A One-Stop-Shop

We are prepared for every challenge your business might face. From R&D to replenishment, we have you covered. Our wide range of services include research, product innovation, FSQAR, nutrition services, veterinary services, transformation, operations support, and engineering.

WHY BSM?

We bring our expertise, connections, and passion to help your business succeed.



Our passion is to see your business thrive.

Too many innovative ideas or quality products never make it to market. But we believe it doesn't have to be that way. We wake up every morning with a drive to help you succeed.

We leverage our years of experience and vast connections, combined with our wide range of services and expertise.

WHAT WE DO

Your complete partner.

Our wide range of services include research, product innovation, FSQAR, nutrition services, veterinary services, transformation, operations support, and engineering.

This holistic approach to pet and human nutrition has made us the best-kept secret behind thousands of successful CPG brands for more than ten years.

Engineering

Product Innovation

Operations

Research

Nutrition

Veterinary

Transformation

Assurance

BSM Core



CAPABILITIES

Product Innovation Services

From ideation to reality, bringing nutritional concepts to life. Our talented, world-class experts are geared toward supporting your product development needs.

A multidisciplinary approach to formulation and design

Custom formulations to meet processing capabilities

Detailed documentation for package graphics/messaging

Innovative ways to create new products, from basic all the way to novel

Optimized formulation software with over 700 active, nutrient-verified ingredients

Rigorous root cause analysis and solutions services

Preparation, execution, analysis, and troubleshooting services throughout the trial process

CAPABILITIES

Nutrition Services

Led by Dr. Renee Streeter, DVM, DACVIM (Nutrition), this practice is supported by Dr. Sarah Wilson, DVM, DACVIM (Nutrition), Dr. Blaire Aldridge, a PhD animal nutritionist, Dr. Sydney McCauley, PhD and a board certified animal nutritionist, and Melissa Edwards, a veterinary technician. This practice offers:

Function product formulation

Clinical Research

Technical Writing and sales support through education

Educational lectures

Formulation of foods, treats and supplements for all species

Clinical Nutrition Customer Consultations

Marketing material development

CAPABILITIES

Veterinary Services

Led by Dr. Bradley Quest, DVM and supported by a PhD Animal Nutritionist/Microbiome Specialist, this BSM Partners practice offers:

Conducting clinical efficacy, safety and research studies

In-home AAFCO feeding and digestibility studies

Technical writing, speaking and publication services

Veterinary functional product and process development for dental products

Critical veterinary services to determine root cause of consumer-related issues with products

Veterinary research and support

Technical sales support and educational program development

CAPABILITIES

FSQA + Regulatory Services

August Konie, MS, MBA is the Principal of this BSM Partners practice. His experienced team of specialists with pet and human food processing offers:

Free product regulatory registration services - every form, every state, every year*

Factory audits and certifications

Food safety and quality management plan development

Quality specification generation support

Import and export qualification services

AAFCO compliance support

GACC approval process support

Ministry of Agriculture and Rural Affairs support for China regulatory compliance

CAPABILITIES

Research Services

Our seasoned team of PhDs, clinical researchers and veterinary nutritionists is exceptionally well-versed in:

Research project design and execution

Manuscript preparation, review and publication

Research presentation support

Grant writing services

Custom research program development

CAPABILITIES

Operations & Supply Chain Management

BSM Partners co-founder Seth Kaufman, MBA, leads a highly experienced consulting team to deliver world-class:

Operations enhancement and transformation services

Manufacturing technical support

Supply chain management solutions

Evaluations of vendor capabilities



CAPABILITIES

Engineering Services

Led by BSM Partners co-founder Seth Kaufman, MBA, and Doug Cleary, Director of Innovation Engineering, this practice has the tools, technical experience and know-how to offer custom-engineered solutions for any manufacturing need. Working closely with co-manufacturers and equipment suppliers, BSM Engineering Services can provide:

Process development and engineering services

Equipment selection and commissioning

Factory design and project management support

Automation and controls

CAPABILITIES

Leader Development & Business Transformation

At BSM Partners, we also get involved in strategically transforming businesses on an enterprise-wide basis to mitigate risk while achieving sustainable growth. Headed by Frank Niles, PhD, this practice focuses on:

Accelerated leadership development

Organizational design and strategic planning

Building people processes for maximum operational efficiency

Executive coaching

Change management and leadership transition

Paying for state
label registration?

You're paying
too much.

Stop paying fees.
Register your labels for free.

Label registration fees add up quickly.
Say goodbye to charges and fees per
item, per state.

We register your labels for free, so you
can focus on what matters - growing your
business. As your complete partner, we
can help with that too.

Interested? Let's get to work.

BSMPartners™

bsmpartners.net

**BSM Partners
is a proud
supporter of
IndiePet.**

"IndiePet, the association dedicated to the independent pet retail channel, is happy to partner with BSM to enhance the knowledge, service, and products that make the independent pet retail channel the number one choice for pet owners."



Todd Dittman, Executive Director
IndiePet

Let's give your customers confidence.

Our standards provide knowledge and tools to meet retailers and pet parents' expectations for higher transparency, safety, nutrition, quality & trust.

This certification is recognized by many retailers, food production companies, and consumers as an identifier of a company and brand that chose to go above and beyond current expectations and practices.



Nothing is
Impossible

BSMPartners™

bsmpartners.net

info@bsmpartners.net