

# Solinal.

Solutions for the  
Food Industry





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We deliver a comprehensive 360° portfolio tailored to boost excellence, safety, and competitiveness in a fast-changing and demanding market.



# ABOUT US.

Solinal is the advanced artificial intelligence platform for global food safety, defense and fraud management, driving both entrepreneurship and industry.

Through technology and analytics based on science and global standards, it optimizes management by solving the industry's most demanding problems. Its comprehensive approach transforms knowledge into innovative solutions for business growth and sustainability.

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RECOGNIZED BY  
**Forbes**

[Visit the article here](#) 

# OUR HISTORY

2014

On December 9, Solinal was born as a training school with an added value: didactic study books, not copies of slides.

2015

It consolidates its position as a benchmark in training through agreements with prestigious universities in Ecuador and specializes in beer education with foreign trainers.

2016

Solinal is widely recognized by the Government of Ecuador as an Official Body for the Certification of Persons, under resolution: SETEC-REC-2016-096.

2017

Solinal wins award with Cervecería Nacional and is part of the Instituto de la Cerveza for being the only school in the country to provide specialized education in craft beer.

2018

Solinal is a pioneer for implementing in Ecuador the first e-learning platform on food safety under subscription modality. The company begins to offer courses in Mexico City. The first sketches of the AI suite of apps appear.

2020

Solinal redesigns and broadens its vision, from a complete branding overhaul to the inclusion of its new technological services in its business plan.

2024

Lanzamiento de Solinal Etiqueta AI, una app para crear tablas nutricionales de alimentos con ayuda de la IA o con los resultados de análisis de laboratorio. La app ofrece la normativa de USA, América Latina, Reino Unido, Unión Europea y Canadá.

2025

Launch of Solinal Etiqueta AI, an app to create food nutritional tables with the help of AI or with the results of laboratory analysis. The app offers the regulations of USA, Latin America, United Kingdom, European Union and Canada.



**espol**® Escuela Superior  
Politécnica del Litoral

**USFQ** UNIVERSIDAD  
SAN FRANCISCO  
DE QUITO

**Pontificia Universidad  
Católica del Ecuador**

**UTPL**  
La Universidad Católica de Loja

**TESOEM**  
TECNOLÓGICO DE ESTUDIOS SUPERIORES  
ORIENTE DEL ESTADO DE MÉXICO

**Escuela  
Superior Politécnica  
de Chimborazo**



## IN EDUCATION SOLINAL

In its beginnings, Solinal sought strategic alliances in the area of education to share the experience and knowledge of its instructors in the food industry with students of various careers related to food.

Solinal started its commercial activities by developing its first course on meat product elaboration at the FIMCP and PROTAL Pilot Plant of ESPOL, followed by several courses on juice and nectar elaboration, dairy products and craft beer.

With the Pontificia Universidad Católica del Ecuador, Solinal developed dairy and cheese courses. Solinal has participated in various academic activities on craft beer and food safety. In Ecuador, he collaborated with the USFQ, Cofradía de Vinos, Asocerv, Cervecería Nacional, UTPL and ESPOCH in training BJCP judges, tastings and beer education.

Internationally, he worked in Mexico with TESOEM, participating in congresses and offering training in HACCP principles and the FDA Code of Federal Regulations on Food Labeling.






## MISSION.

Connecting technology with innovation, safety, security, defense and food fraud for the benefit of the food industry and food entrepreneurship.

## VISION.

Empowering the global food industry to be more productive and creative.

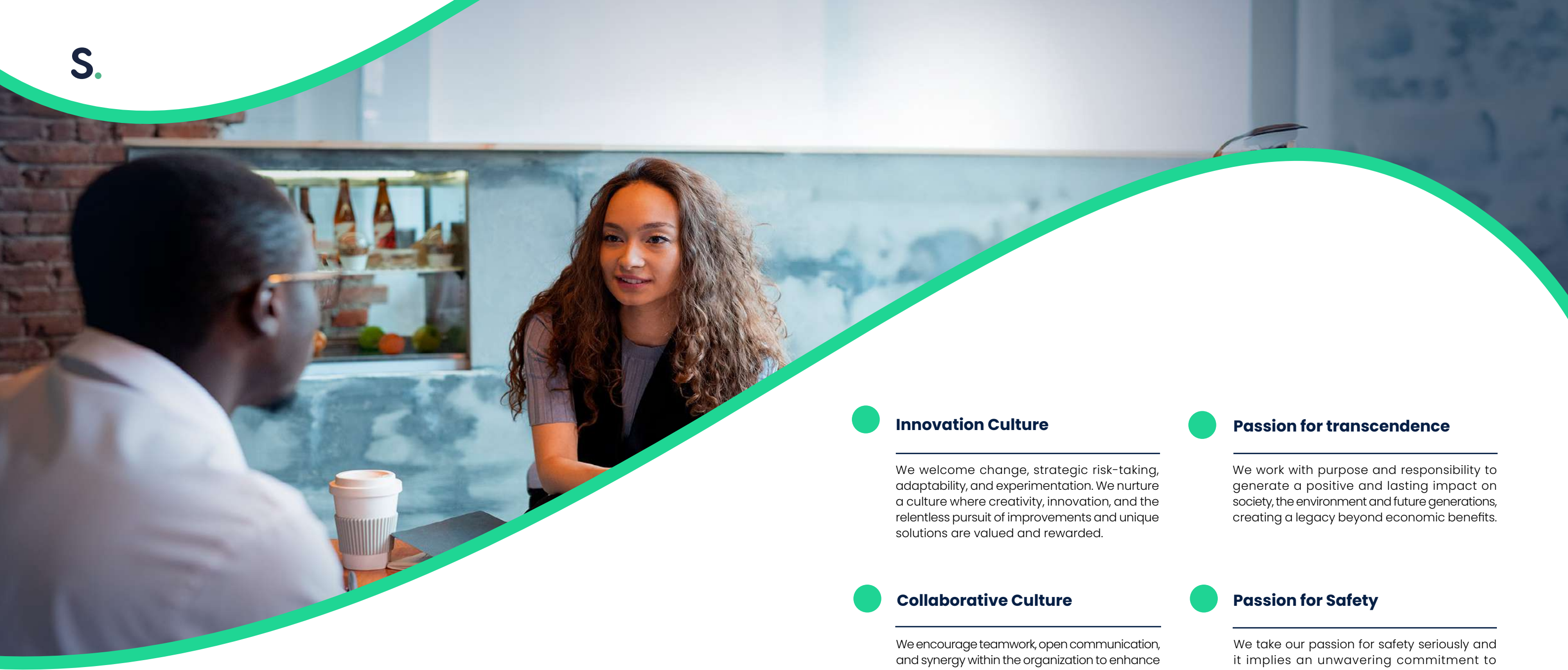
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**Central Office:** Guayaquil, Ecuador



**Financial office:** New York, USA



## VALUES.

[www.solinal.org/valores](http://www.solinal.org/valores)

This is the personality of our organization, ethical and professional principles that evidence our identity, guide our decisions and highlight our conduct.

The way we understand our business activity, how we act and how we prioritize it, we encompass it in 2 powerful words: **Culture + Passion.**

The 6 values that identify the people who work at Solinal are:

### Innovation Culture

We welcome change, strategic risk-taking, adaptability, and experimentation. We nurture a culture where creativity, innovation, and the relentless pursuit of improvements and unique solutions are valued and rewarded.

### Passion for transcendence

We work with purpose and responsibility to generate a positive and lasting impact on society, the environment and future generations, creating a legacy beyond economic benefits.

### Collaborative Culture

We encourage teamwork, open communication, and synergy within the organization to enhance creativity, problem-solving, and efficiency. This cultivates a positive and motivating environment that strengthens employees' sense of belonging and commitment.

### Passion for Safety

We take our passion for safety seriously and it implies an unwavering commitment to consumer safety and the prevention of health risks. Every technology, product or service we develop and offer will always have a focus on food safety and security as a key ingredient.

### Integrity Culture

We promote transparency in all operations. We act with consistency, fairness, honesty, ethics and sound moral principles in every action and decision of the organization to comply with applicable rules and regulations. These efforts help us build and maintain trustworthy relationships with our employees, customers, suppliers and the community at large.

### Passion for learning

Our passion for transformative learning is evident in everything we do. We seek to create an environment in which every interaction, every educational experience inspires positive transformation in the people involved. We strive to challenge convention, encourage curiosity and promote the exploration of new ideas and concepts.

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# SUCCESS STORIES.

## CERVECERÍA NACIONAL

*During 2017 and 2018, Solinal was part of the Beer Institute in conjunction with Cervecería Nacional and UTPL to provide training to entrepreneurs on craft beer.*

In 2015, Solinal became the first company in Ecuador to offer specialized training for craft brewers.

In alliance with the Association of Breweries of Ecuador, it facilitated the training of entrepreneurs without the need to travel abroad.

Its commitment to quality led it to bring in international instructors, thus strengthening the growth of the brewing sector in the country.

The goal of this initiative was to promote the growth of the craft beer sector in Ecuador. Through a rigorous selection process, 80 entrepreneurs were chosen from among 4,000 applicants to receive training in production, sales, marketing and brewery management.

In 2016, the excellence of the program caught the attention of Cervecería Nacional, giving way to a collaboration with UTPL for the creation of the Beer Institute.



## ÉPICO

*Solinal provided more than 100 food and beverage entrepreneurs with a complete modular program for the Municipal Public Company for the Management of Innovation and Competitiveness of Guayaquil, ÉPICO.*

Maintains a commitment to innovation and entrepreneurship in Ecuador, and in July 2023 launched a program for food and beverage entrepreneurs.

Its objective was to strengthen business models and ensure compliance with current regulations, allowing each product to position itself in its market niche and differentiate itself through innovation.

Solinal has established itself as a leader in training for entrepreneurs in food manufacturing.

Its focus is on ensuring quality and safety, providing training in hygiene regulations and industry standards.

The Food and Beverage Entrepreneurship Program addressed key topics such as innovation, ingredient management, shelf life, sensory evaluation and nutritional labeling, ensuring that participants develop competitive and compliant products.



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## WORLD-CLASS CUSTOMERS.

[www.solinal.org/clientes](http://www.solinal.org/clientes)

Be part of the select group of customers who have trusted more than 1 time in Solinal's services.

**+70 companies**

**presence in  
+4 countries**

**+5000 people  
trained**



**Global customers:** Colombia, Chile, México, Panamá

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# SERVICES.

## 01 Technology with AI

We offer applications that implement the use of Artificial Intelligence designed to optimize process management and solve challenges within the food industry. In addition, we develop different innovative technological solutions that adapt to any type of industry.

## 02 Learning

We impart knowledge that is based on current science and experience.

We deliver practical and relevant results to drive entrepreneurship, food design and global food safety regulations.

## 03 Analysis and Laboratory

We identify insights to ensure the quality, safety and compliance of your products.

We use different state-of-the-art techniques and have a team of experts to provide accurate results in sensory, chemical and microbiological tests.



## 04 Global Labeling

Accurate nutritional information and clarity of ingredients is important for exporting or marketing locally, which is why our food regulatory experts will guide you through global regulatory requirements, ensuring your labels are compliant, avoiding returns and losses.

## 05 Advisory and Consulting


We have a deep knowledge of the food industry and we are committed to help you with process improvement, sanitary certificates, quality assurance and product innovation, among others. We provide you with solutions tailored to your needs.

## 06 Inspection and Audit

We assess various operations and systems, prioritizing the highest market standards, from food safety fundamentals to those recognized by GFSI and international regulations.

## 07 Certification

Drive your business with quality, efficiency, and compliance. Our team of skilled auditors is here to provide the expert support and guidance you need to secure certifications that showcase your commitment to food safety and operational excellence.

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## TECHNOLOGY SERVICES. IMPLEMENTING AI

[www.solinal.org/tecnología](http://www.solinal.org/tecnología)

At Solinal we are **pioneers** and **leaders** in the development of artificial intelligence technology for the food industry in Ecuador.

We design proprietary and innovative solutions that optimize processes, ensure regulatory compliance and improve decision making.

In addition, we develop custom software, advanced integrations and digital tools for various industries.

Our leadership in digital transformation with AI, machine learning and big data has been recognized by Forbes.



# SUITE OF FOOD SAFETY.

[www.solinal.org/tecnología](http://www.solinal.org/tecnología)

Solinal provides Startups and Enterprises with a suite of advanced solutions integrated into a platform called Dashboard AI to manage food safety processes while reducing costs in hiring and managing external services.

Companies and their teams can explore new possibilities while collaborating more seamlessly than ever before.



## Controla

Productivity enhancer by identifying and eliminating downtime, saving costs to the organization through the use of artificial vision.



## Educa

A data-driven training platform that creates personalized learning paths based on specific areas and interests, boosting engagement and productivity within the team.



## Evalúa

Elaborator of affective, discriminative and descriptive sensory scales to interpret results of products perceived by the senses.



## Analiza

Organize your safety team, perform hazard analysis, flowcharts and CCPs with the powerful HACCP plan builder.



## Audita

Live management of audit reports, non-conformities and action plans. Review statistics for decision making.



## Documenta

A much more optimal way of elaborating technical data sheets, whether of raw material, finished product or packaging.



## Etiqueta

Designer of 2D/3D nutritional labels for packaging, ensuring compliance with the legislation of the target market.



## Gestiona

Elaboration of manuals, procedures and records. Design and control of the management system.



## Registra

Intelligent administrator that simplifies health management. Organize, control, renew and process your certificates, permits and authorization fees.



## Formula

Formulator of ingredients, additives and flavorings in compliance with the maximum doses allowed by law.



## Innova

Creative system to develop technical prototypes for the design of new disruptive foods.



## LEARNING SERVICES.

### ENTREPRENEURSHIP

In an ever-evolving marketplace, excelling in the processed food and beverage industry requires preparation and vision.

Our training provides entrepreneurs with the key tools and knowledge to succeed in this competitive sector. We are a leader in training for entrepreneurs, with a team of experts who have developed successful brands and innovated products.

Thanks to our experience and innovative market trends, we offer updated and strategic information to drive new businesses.

Our courses are designed to help entrepreneurs apply essential practices to ensure the quality and safety of their products, key elements for success in the processed food and beverage industry.

- Innovation and product development: Food Design Thinking
- Food microbiology for entrepreneurs
- Sensory evaluation and analysis
- Ingredient formulation and recipe costing
- Portion Calculation and Nutritional Charting
- How to determine the shelf life of food products
- Allergen management and cross-contamination prevention
- Food regulations and standards
- Food marketing

### Why choose our service?

#### Comprehensive and Specialized Content

We cover everything from product creation to marketing and distribution, providing a solid foundation in every key aspect of the business.

#### Constant Innovation

We offer access to the latest trends and technologies for entrepreneurs to differentiate themselves and stay competitive in the market.

#### Practical Experience

Our workshops combine theory and practice, allowing participants to apply what they have learned and develop essential skills for their business.

#### Strategic Contact Network

Entrepreneurs can connect with professionals, investors and other entrepreneurs, generating opportunities for growth and collaboration.

#### Personalized Mentoring

We offer tailored guidance to help entrepreneurs overcome challenges and maximize their strengths.

#### Emphasis on Sustainability

We promote responsible practices, helping to develop products and processes aligned with ethical and sustainable standards.

**If you would like to book a course or a course that is not listed here, please contact us.**

[www.solinal.org/capacitacion](http://www.solinal.org/capacitacion)



## LEARNING SERVICES. INDUSTRY

In a world where innovation and excellence are key in the food, processed beverages and supplements industry, adaptation and continuous learning are essential.

Solinal provides up-to-date knowledge and strategic tools to strengthen the competitiveness of the sector. Our innovative approach helps companies and professionals develop key skills to meet market challenges.

With more than 10 years of experience, we have redefined learning with programs designed to empower our customers and give them the tools they need to reach their full potential.

### Our teaching history

Solinal's programs have been developed with the support of food industry experts who have faced the same industry challenges. Each of our books, exercises, exams and materials has been carefully designed based on years of experience and knowledge in food service and processing.

We guarantee reliable information, adapted to the real needs of the sector, providing practical and relevant solutions for professionals and companies seeking to be at the forefront of the food industry.

### Our learning method

Adult learning theory holds that people retain knowledge better when it is presented in different forms. Based on this principle, Solinal has developed an innovative, friendly and modern teaching method that combines images and interactive activities to facilitate learning.

Our approach uses didactic photographs linked to contextualized incises, paragraphs and statements, complementary PowerPoint® presentations and dynamics designed to present, practice and apply the content. Key teaching areas for industry include:

#### Principles of Food Safety

- POES
- Integrated Pest Management
- Microbiology
- Allergens
- Cleaning and disinfection
- Good Manufacturing Practices

#### HACCP

#### FSMA

#### GFSI

- ISO/FSSC
- SQF
- IFS
- BRCGS

#### Defense and Fraud

#### Labeling Regulations

- United States
- Canada
- European Union and United Kingdom
- Asia
- Latin America

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[www.solinal.org/capacitacion](http://www.solinal.org/capacitacion)



## LEARNING SERVICES. RESTAURANTS AND HOTELS

In the dynamic and competitive world of the restaurant and hotel industry, exceptional service and food safety are critical to the success and reputation of a business.

### Our experience

#### Driving business for more than 10 years

Solinal prides itself on its extensive track record in specialized training for the restaurant and hotel industry.

Our team of experts has decades of combined experience in the field, allowing us to understand the unique challenges faced by dining and lodging establishments.

This experience is reflected in every aspect of our training, which is designed to address the specific and evolving needs of the industry.



Here is a list of our most demanded specialized courses for the restaurant and hotel industry.

1. Food safety for food handlers
2. Good manufacturing practices for restaurants and bars
3. Alcohol home deliveries – good practices
4. Home deliveries of food – good practices
5. Allergen management in the kitchen
6. Sexual harassment prevention (managers)
7. Sexual harassment prevention (employees)
8. Techniques for good customer service

Solinal is the unrivaled choice for the restaurant and hotel industry looking to elevate their service and food safety standards. With our extensive experience, comprehensive approach and customized content, we are committed to helping businesses excel and thrive in an ever-changing marketplace.

**If you would like to book a course or a course that is not listed here, please contact us.**

[www.solinal.org/capacitacion](http://www.solinal.org/capacitacion)



# LABORATORY AND ANALYSIS SERVICE.

[www.solinal.org/laboratorio](http://www.solinal.org/laboratorio)

In the demanding food and beverage industry, where safety and quality are fundamental, Solinal expands its scope with a new service: food laboratory analysis.

In response to the growing demand for comprehensive solutions, we present an innovative and reliable option that complements our experience and reaffirms our commitment to excellence.

## Guarantees the quality and safety of your food.

Food safety requires accurate data and reliable evidence. That's why we offer microbiological and physicochemical analysis with state-of-the-art technology and microbiology experts, ensuring accurate results and reinforcing our commitment to quality and integrity.

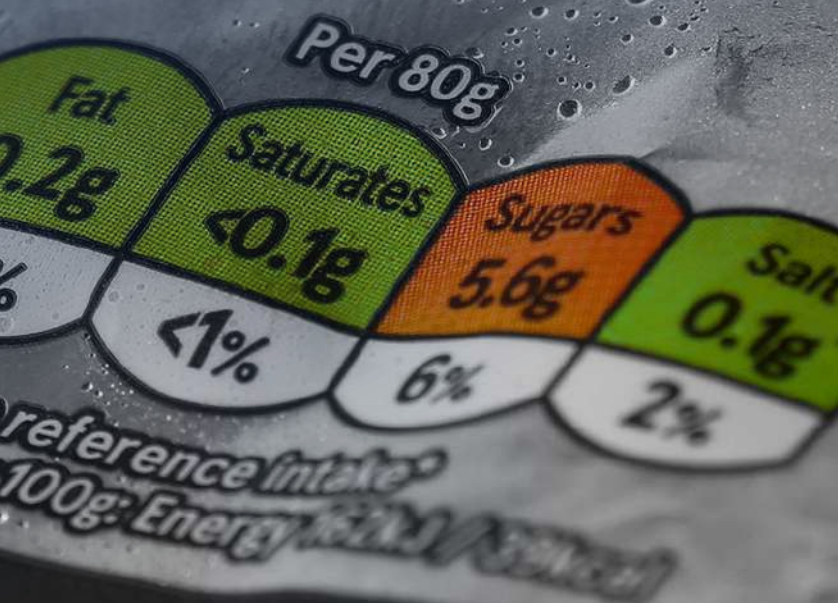
### PHYSICAL-CHEMICAL ANALYSIS

- pH Analysis
- Acidity Analysis
- Moisture Analysis
- Fat Content Analysis
- Protein Content Analysis
- Sugar Content Analysis
- Fiber Content Analysis
- Sodium Content Analysis
- Cholesterol Content Analysis
- Vitamin Content Analysis
- Organoleptic Analysis
- Ash Analysis
- Viscosity Analysis
- Contaminant Analysis

### Microbiology Analysis

- Total Mesophilic Aerobic Counts
- Coliform Bacteria Count
- Enterobacteriaceae Count
- Lactic Acid Bacteria Count
- Salmonella count
- Escherichia coli (E. coli) Count
- Staphylococcus aureus Count
- Clostridium perfringens count
- Bacillus cereus count
- Yeast and Mold Counts
- Sterility and Endotoxin Tests
- Cleanliness Verification Tests
- Preservative Efficacy Tests
- Environmental Monitoring Tests





## LABELING SERVICE.

[www.solinal.org/etiquetado](http://www.solinal.org/etiquetado)

In the food industry, compliance with labeling regulations is key to consumer safety and commercial success. Our Labeling and Nutritional Labeling service ensures that your products comply with local and international regulations, avoiding rejections and facilitating their entry into the market.

Correct labeling reflects transparency and commitment to quality, strengthening consumer confidence and promoting the growth of your brand.

Most requested labeling services:

- **Europe and the United Kingdom:** Declaration of ingredients and nutritional content.
- **China and Japan:** Compliance with specific labeling and nutrition regulations.
- **Canada:** Front-of-pack nutritional labeling and declaration of ingredients and composition.
- **United States:** Allergen labeling and compliance with FDA regulations for foods and supplements.
- **International regulations:** Adaptation of labels according to the requirements of each market.

## DO YOU PLAN TO EXPORT YOUR PRODUCTS?

ASPECTS YOU SHOULD BE AWARE OF



### Avoid costly rejections

Customs rejections due to labeling problems can result in high costs and damage your brand reputation. Thanks to our expertise, we identify and correct potential labeling errors, minimizing the risk of rejections and saving valuable time and resources for your business.



### Precise customization

We understand that each product and market has unique requirements. That's why we tailor our labeling services to the specific needs of your product and destination, ensuring that it meets the required industry standards.



### Guaranteed compliance

Our team of experts specializes in local and international labeling regulations and standards. With up-to-date knowledge of regulations, we ensure that your labeling complies with all legal requirements, minimizing the risk of customs rejections.



### Consultancy nutritional consulting

Consumers are more informed, which is why nutrition labeling is key. Our experts ensure that nutritional information is accurate, clear and easy to understand, ensuring compliance with market requirements.



# ADVISORY AND CONSULTING SERVICE.

[www.solinal.org/consultoria](http://www.solinal.org/consultoria)



## Innovation in Food

We merge creativity and science to design unique products that captivate consumers. We accompany each stage of the process, ensuring a perfect combination of flavor, texture and presentation.

With our focus on Food Design Thinking, we help you differentiate and stand out in the market.



## Management systems and standards

We implement different systems and high management standards to promote operational excellence and sustainable growth. We adapt solutions according to your needs, from ISO standards to globally required standards such as GFSI, ensuring process optimization and compliance with certifications.



## Optimization and Efficient Plant Design

We improve operational efficiency through different time studies and plant layout optimization.

Our team analyzes your processes, identifies bottlenecks and designs solutions to maximize workflow, reduce costs and improve productivity and quality.



## Industrial Audiovisual Production

We produce engaging videos that showcase your plant's identity, processes, and facilities.

From concept to post-production, we help you share your story authentically with customers, investors, and employees.



## Product Regulation and Certification

We facilitate the obtaining of Sanitary Registration Certificates, guiding you through the complex process of regulatory compliance.

Our expert team manages the documentation and coordination with authorities, ensuring that your products meet the necessary quality and safety standards.



## Intellectual Property

We offer consulting in intellectual property registrations for patents, trademarks and copyrights.

Our legal team will guide you through every step, from evaluation to legal follow-up, ensuring the protection of your intangible assets.



## Global Barcodes

We facilitate the procurement of EAN/UPC codes to identify your products internationally.

We guide you through the entire process, ensuring compliance with requirements and efficient integration for your global expansion.



## About us

At Solinal, we understand that every business is unique. That's why we tailor our advisory and consulting solutions to meet your specific needs and help you achieve your business goals.



## INSPECTION AND AUDIT SERVICE.

[www.solinal.org/auditoria](http://www.solinal.org/auditoria)

We optimally prioritize quality, safety and compliance throughout the supply chain.

Through detailed inspections and analysis, we identify opportunities for improvement in your production and distribution processes.

We are committed to ensuring that your products meet regulatory requirements and market expectations, strengthening trust and integrity in the food industry.

### Regulatory Compliance

- Local and international regulations
- Labeling and traceability

### Food Quality and Safety

- HACCP y BPM
- Certificaciones GFSI (ISO 22000, FSSC 22000, BRCGS)

### Suppliers and Sourcing

- Evaluation of suppliers and manufacturers
- Verification of good practices

### Certification and Sustainability

- Compliance with organic standards
- Sustainable production

### FDA and FSMA preparation

- Facility and process inspection
- Regulatory compliance assessment

### Transportation and Distribution

- Safe storage and logistics
- Good distribution practices

### Social Responsibility and Ethics

- Assessment of labor conditions
- Compliance with ethical standards

### Risk and fraud analysis

- Prevention of adulteration and fraud
- Supply risk identification



## CERTIFICATION SERVICE.

[www.solinal.org/certificacion](http://www.solinal.org/certificacion)

We guarantee the quality and safety of your processes and products through internationally recognized certifications.

We rigorously evaluate compliance with regulations such as GMP, HACCP and ISO 22000, ensuring food safety from production to consumption.

Our team of experts works closely with your company to optimize processes and strengthen confidence in the quality of your products. Obtaining our certification not only validates your standards, but also gives you a competitive advantage in a market where safety and compliance are essential.



## Advantages

### Regulatory Compliance

Ensure compliance with regulations and avoid penalties.

### Quality and Safety

Improve products and processes with standards such as GMP, HACCP and FSSC 22000.

### Risk Reduction

Minimize contamination hazards and protect your company's reputation.

### Operational Efficiency

Optimize processes, reduce waste and generate savings.

### Market Access

It eases entry into competitive markets and enhances competitiveness.

### Consumer Confidence

Reinforces your commitment to public health and safety.

### Brand Image

Highlights your focus on quality and enhances your reputation

### Incident Prevention

It minimizes food crises and lowers costs related to product recalls.



# Solinal.

## Operational Headquarters


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# S.