

DT Fellowship — Task 2: Company Profiling (Probiotics)

Client Objective

Identify companies meaningfully operating in the probiotics space for partnership, acquisition, or competitive mapping. The goal is decision-usable classification at scale, not scientific perfection.

Probiotics Identification Framework

1. Probiotics as a Product

Look for dedicated probiotic products or portfolios. This indicates probiotics are commercially central, not incidental.

2. Scientific & Technical Depth

Look for strain names, CFU counts, fermentation or microbiology language, and R&D; references. Serious probiotic companies operate at strain and viability level.

3. Regulatory & Quality Signals

Look for GMP, ISO, FSSAI, or pharma-grade manufacturing language. Regulation filters out weak operators.

4. Application & Use-Case Clarity

Human gut health, therapeutic digestive use, or animal nutrition. Confirms functional use, not theoretical mention.

5. Commercial Intent vs Marketing Noise

Product catalogs, packaging, and indications matter more than blogs or vague wellness claims.

Company Profile — Probiotics-Focused

Company: Sanzyme Biologics (Sporlac)

Website: <https://www.sporlac.com>

What Clearly Fits

- Probiotics are the core product offering (Sporlac).
- Scientific positioning around live bacterial cultures.
- Pharma manufacturing and quality compliance language present.
- Clear application in human gut health and digestive therapy.
- Product-first, commercially serious website.

What Cannot Be Determined

- Full strain genomics data.
- Complete clinical trial datasets.

These gaps are acceptable for public-facing analysis.

Final Classification: Probiotics-Focused

Company Profile — Probiotics-Adjacent

Company: Himalayan Organics

Website: <https://www.himalayanorganics.com>

What Fits

- Probiotic capsules listed as a product category.
- Human gut health positioning.

Weak / Partial Signals

- CFU counts mentioned, but limited strain-level or R&D; depth.
- Standard supplement compliance, not strong pharma-grade positioning.

What Does Not Fit

- Probiotics are not the core business; the brand spans vitamins, minerals, and herbal supplements.
- Limited scientific storytelling.

Final Classification: Probiotics-Adjacent

High-Level Scraper Logic (Decision Support)

Pages to Scrape

Homepage, Products / Portfolio, R&D; or Technology, Applications or Therapeutic Areas, Certifications / Quality, About Us. Limit crawl to 10–15 pages.

Signals to Extract

Keywords: probiotics, CFU, Lactobacillus, Bifidobacterium, live cultures, gut health.

Scientific signals: strain-level details, research mentions.

Regulatory signals: GMP, ISO, FSSAI.

Commercial signals: product formats, dosage, indications.

Scoring & Classification

Probiotics as core product (+3), strain or CFU detail (+2), R&D; or clinical validation (+2), regulatory certifications (+2), marketing-only mention (+1), vague mention (–1), no evidence (–2).

≥ 7 : Probiotics-Focused | 3–6: Probiotics-Adjacent | ≤ 2 : Not Relevant

Why This Works

The system converts a business objective into observable signals, avoids hallucination, scales across many websites, and produces auditable, decision-usable outputs.