



V-Cola: Confidential Instructions for Price Down

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Chester Group



Introduction & Back Ground

Pre-Cola Wars TheCaseSolutions.com

1858-1859
Coca-Cola
1886 John S. Pemberton develops original recipe
1898-1900
Coca-Cola
1898 John S. Pemberton develops original recipe

1900-1909
Pepsi
1902
Brad's Drink
1903
Pepsi

1910-1919
Coca-Cola
1917
Pepsi

1920-1929
Coca-Cola
1923
Pepsi

1930-1939
Coca-Cola
1935
Pepsi

1940-1949
Coca-Cola
1941
Pepsi

1950-1959
Coca-Cola
1955
Pepsi

1960-1969
Coca-Cola
1960
Pepsi

1970-1973
Coca-Cola
1973
Pepsi

- Big name endorsements (Tommy Kirkour bottle)
- Bottling plants in Europe and the Philippines
- Robert Woodruff named CEO
- Emerges as cola market from runner
- ® registered trademark
- Price raised from a nickel to a dime
- Diversifies offerings (Sprite, Tab)
- Remains #1 in national cola sales
- Second bankruptcy
- Acquires sugar plantation in Cuba
- Rebounds by marketing product value
- Becomes second in the cola market
- "Best Coke" campaign
- Diversifies offerings (Mountain Dew)
- Merges with Frito-Lay (PepsiCo) & expands into the snack food business

V.R.I.O

Nutrition Facts

SWOT Analysis

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P.E.S.T.E.L

PESTEL Analysis

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S.W.O.T

SWOT Analysis

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The Five Forces That Shape Industry Competition

Porter's Five Forces

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The Soda Revolution Cola Wars and Beyond

COLA War Years 1974-1999

- High-fructose corn syrup replaces sugar
- Diet Coke introduced, boosts profits
- New Coke fails, Coca-Cola Classic returns
- Coca-Cola Enterprises established
- Martians land in cola market share

2000-2010

- "Pepsi Challenge"
- Pepsi Lite (1 Calorie) introduced
- Enters fast-food business
- Explosion Coke in non-stem sales
- High-fructose corn syrup replaces sugar
- Pepsi Bottling Company goes public

In response to federal nutrition guidelines and public concern with diet and obesity offers alternative low calorie beverages

- Wines, Seltzer, account, relative exclusive deals with Burger King and McDonalds
- Holds big lead over Pepsi in cola market

In response to federal nutrition guidelines and public concern with diet and obesity offers alternative low calorie beverages

- Supplies all Taco Bell, KFCs and most Pizza Huts
- Snack food lines very profitable

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Pepsi Competitive Advantage During Cola Wars

PEPSICO

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Health Trend and Obesity Scare

Corporate Governance

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Discussion

Discussion

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Corporate Business Strategy

Corporate Business Strategy

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Organizational Design Vertical Integration

Organizational Design Vertical Integration

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Introduction & Back Ground Pre-Cola Wars TheCaseSolutions.com

1886-1899

- 1886 John S. Pemberton develops original recipe
- 1896 Caleb Bradham creates Pepsi
- BRAD'S DRINK

1900-1929

- Franchises in 24 states
- Files for bankruptcy
- Second bankruptcy states
- Acquires sugar plantation in Cuba
- Rebounds by marketing product value
- Becomes second in the cola market
- "Beat Coke" campaign

1930-1959

- Emerges as cola market front-runner
- Price raised from a nickel to a dime
- Second bankruptcy (Mountain Dew)
- Acquires sugar plantation in Cuba
- Merges with Frito-Lay (PepsiCo) & expands into the snack food business

1960-1973

- Diversifies offerings (Sprite, Tab)
- Remains #1 in national cola sales
- Diversifies offerings (Mountain Dew)
- Merges with Frito-Lay (PepsiCo) & expands into the snack food business

V.R.I.O

Value (Nutrition Facts, Brand, Taste)

Rarity (Limited availability, Unique packaging)

Imitation (Copycats, Imitation products)

Organization (Marketing, Distribution, Customer Service)

Cost (Production, Distribution, Marketing)

P.E.S.T.E.L

Political (Government regulations, Trade agreements)

Economic (Inflation, Exchange rates, Interest rates)

Social (Demographics, Cultural trends, Lifestyle changes)

Technological (Packaging innovations, Production methods)

Environmental (Sustainability, Resource scarcity)

Legal (Patents, Trademarks, Intellectual Property)

S.W.O.T

Strengths (Brand loyalty, Distribution network)

Weaknesses (High production costs, Dependence on sugar)

Opportunities (New markets, Product diversification)

Threats (New entrants, Health concerns)

The Five Forces That Shape Industry Competition

Threat of New Entrants (Barriers to entry, Scale economies)

Bargaining Power of Suppliers (Concentration of suppliers, Unique inputs)

Rivalry Among Existing Competitors (Price wars, Advertising battles)

Bargaining Power of Buyers (Concentration of buyers, Standardized products)

Threat of Substitute Products (Health alternatives, Other beverages)

The Soda Revolution Cola Wars and Beyond

1974-1999

- High-fructose corn syrup replaces sugar
- Diet Coke introduced, boosts profits
- New Coke fails, Coca Cola Classic returns
- Coca Cola Enterprises established
- Maintains lead in cola market share

2000-2010

- In response to federal nutrition guidelines and public concern with diet and obesity offers alternative low calorie beverages
- Wins Subway account, retains exclusive deals with Burger King and McDonalds
- Hotels big lead over Pepsi in cola market
- In response to federal nutrition guidelines and public concern with diet and obesity offers alternative low calorie beverages
- Supplier all Taco Bell, KFCs and most Pizza Huts
- Snack food lines very profitable
- Pepsi Bottling Company goes public

Sustaining Competitive Advantage

Cola needs to utilize their brand reputation to branch out into the non-CSD Market.

It could be beneficial for Pepsi to introduce their 1st international market, Pepsi Max, into the market with Coke as the CSD would prefer to profitable to an investor because Pepsi already have a competitive advantage over Coke in the non-CSD industry.

QUESTIONS?????

"Without Coke, Pepsi would have a tough time being original and lively competitor." - Roger Enrico (Pepsi former CEO)

Pepsi Competitive Advantage During Cola-Wars

Pepsi's strategy to close the widening gap between Coke started with the "Pepsi Diet" campaign that helped increase their growth during the product war. As competitors and consumers across Pepsi recognized their soda's price, which improved their delivery services. The 1974 "Pepsi Challenge" in sales. These consisted of a blind taste tests between Coke and Pepsi and which one was the preferred drink. After testing, it was shown that more in fact Pepsi was the one that won. The preferred taste. Quia, in Cola's major distribution, essential factors, legal issues, and cost reduction on bottled CSDs combined most likely may be Pepsi in sales across general market share. Because of current trends, Pepsi became more flexible and created product portfolio effectiveness by expanding marketing into the non-CSD market like Coke. For example, via partnerships with Frito for and Quaker Oats.

Health Trend and Obesity Scare

Corporate Governance Diversification of products (Strategic leadership)

The diet-soda line has been valued the demand for that also, increased in 2006 figures, given when the report, and soft drink consumption decline. As obesity and health concerns emerge, they are increasingly marketing campaigns that stress their low fat and low calorie content. The Federal government placed on the CSD as the largest source of obesity in America. This caused Public, which makes the value of Diet or more low costs on their products. Coca Cola and Pepsi Cola are consistently registered with alternative beverages that include diet sodas, juices, sports drinks, energy drinks, tea, frozen drinks, and flavored water. Pepsi seems to be able to invest in new beverages because Quaker Oats.

Corporate/Business Strategy

Strategic Business Model

Business Model Canvas

Value Proposition

Channels

Customer Relationships

Revenue Streams

Cost Structure

Key Resources

Key Activities

Key Partnerships

Organizational Design Vertical Integration

Vertical Integration

Supply Chain Management

Production Process

Distribution Network

Retail Partnerships

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Discussion

Problem's facing Coke and Pepsi in the CSD industry:

- Whether the WAP is still about "Cola"
- Do they have new products in the market to sustain the new health trend?
- Would new popular beverages provide them with new & profitable revenue streams?
- Can they boost their wakening domestic CSD sales?

Without Coke, Pepsi would have a tough time being original and lively competitor." - Roger Enrico (Pepsi former CEO)

QUESTIONS?????

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Pre-Cola Wars TheCaseSolutions.com



Cola Wars and Beyond



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- Maintains lead in cola market share

COLA War Years 1974-1999

- The "Pepsi Challenge"
- Pepsi Lite (1 Calorie) introduced
- Enters fast-food business
- Outpaces Coke in food store sales
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- In response to federal nutrition guidelines and public concern with diet and obesity offers alternative low calorie beverages
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P.E.S.T.E.L

Economic: At the beginning of the Cola wars, both Coke and Pepsi experienced annual growth of 10% in the CSD industry. However, in the late 1990's growth rate decline to less than 1% as Coke and Pepsi encountered new challenges. According to Fortune, Coca Cola commands about 42.3% of the market, while Pepsi now has 27.5%. During 2000-2004 Coke laid off 7,000 employees, decreasing their employment by 20%. Coca-Cola also plans to lay off about 1,600 to 1,800 employees globally in the next few months" in 2006 to cut \$3 billion of labor costs.



Political Factors

In 2005 Federal Nutrition Guidelines identified carbonated soft drinks as the largest source of obesity causing sugars in the American diet (pg. 357). The gov't implicated the soft drink industry for the health implications is a major political obstacle the industry faces. International politics also has effects on Coke and Pepsi entering and surviving in foreign markets (a 2003 bombing in Columbia killed a Coke executive, Columbian union activists accused Coke of supporting right wing death squads).

Technological Factors

Non-carbonated soft drink beverages like Lipton tea and Gatorade require costly new equipment and major process changes to be bottled. Coke and Pepsi invested heavily towards building plants for the processes required to bottle these new drinks. The use of aluminum cans for packaging meant bottling plants were the metal can industry's largest customer, but the development of plastic bottles has gained increased use and popularity. Cooling units placed at nearly every checkout lane in supermarkets is technology innovation used to drive impulse purchasing.



Ecological Factors: In 1980 Coke and Pepsi switched from using sugar to high fructose corn syrup to achieve a sustainable lower priced alternative in the concentrate formula. In 2003 Germany's bottle return law which enforces recycling procedures caused many retail chains to stop carrying Coke and Pepsi products. Both companies are promoting "Go Green" by printing the recycling symbols on their products.

Sociocultural Factors

United States consumers demand healthier lifestyle products over traditional carbonated soft drinks. This have caused growth rate decline to less than 1%. International consumers have cultural differences and have different expectations for desired products than the American consumer, this require Coke and Pepsi to their product and appeal to different cultures.

Legal Factors

International markets involve obstacles such as antitrust regulations, advertising restrictions, and foreign exchange controls in 1938 Coke filed suit against Pepsi for brand infringement and lost. During Cola Wars, Coke lost a publicize race discrimination suit and Burger King lawsuit, resulting in a \$21-million-dollar settlement because of a "rigged marketing test". Also, in 2005 settled with the SEC on charges involving a Japanese market. Consequently, Coke being the CSD market leader has caused them to have the most legal trouble than any other competition.



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The Five Forces That Shape Industry Competition

Power of suppliers-weak



Threat of Entry: Weak

The Five Forces That Shape Industry Competition

Power of suppliers-weak

Carbonated soft drinks concentrate producers use ingredients that are not rare or valuable, there is also little capital investment into machinery and labor for the manufacturing process (pg. 344). These materials needed by Coke and Pepsi are cheap and easily available, which gives Coke and Pepsi the power to choose suppliers who can offer the lowest prices and they can easily switch suppliers with little effect on their costs.

Threat of New Entrants

Threat of Entry: Weak

The Soft Drink market have several barriers that prevent new competition to emerge. Franchise agreements from Coke or Pepsi do not allow bottlers to carry directly competing brands. Coke and Pepsi, in 2004 they claimed 74.8% of soft drink sales in the United States (pg. 346), and this means there is very little room for a new soft drink brand to emerge if the demand is being satisfied by the existing companies.



Threat of substitutes-moderate

There are many "healthier" alternatives to CSD. for example, different diet brands. Also, customer switching costs are low. Alternatives to CSD in the market most likely come at a cheaper price. The threat of substitutes is offset by Brand loyalty, which is powerful in the soft drink industry- so there are not very many well branded CSD substitutes, but nearly every supermarket sells their own generic brand CSD. However when you consider outside the CSD industry, nearly any beverage can be a substitute: energy drinks, coffee, tea, milk, juice, water, beer, making the threat of substitution stronger.

Power of buyers-moderate

Buyers in an industry hold power when they can put pressure on the margins of the industry. Buyers have strong power when they purchase high volume and control access points to the customer. Coke holds the pouring rights with McDonalds and Burger King while Pepsi holds Taco Bell and KFC. The vending machine channel is operated by bottlers, who are responsible for servicing the machines and receive sales commissions. This channel has very little room for buyers to influence price. However, with the number of people drinking decreasing, the power of buyer may start to increase decreasing buyer demand.



V.R.I.O

Nutrition Facts

Serving Size 1 oz. (28g)
Servings Per Container 6

Amount Per Serving		% Daily Value*	
Calories 80	Calories from Fat 15		
Total Fat 1.5g		2%	
Saturated Fat 0.5g		3%	
Trans Fat 0g			
Cholesterol 5mg		2%	
Sodium 180mg		8%	
Total Carbohydrate 15g		5%	
Dietary Fiber 1g		4%	
Sugars 1g			
Protein 2g			
Vitamin A 0%	Vitamin C 0%		
Calcium 2%	Iron 6%		

*Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Saturated Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

Calories per gram:
Fat 9 • Carbohydrate 4 • Protein 4



INGREDIENTS: ENRICHED FLOUR (WHEAT FLOUR, NIACIN, REDUCED IRON, THIAMIN MONONITRATE [VITAMIN B₁], RIBOFLAVIN [VITAMIN B₂], FOLIC ACID), CORN SYRUP, SUGAR, SOYBEAN AND PALM OIL (WITH TBHQ FOR FRESHNESS), CORN SYRUP SOLIDS, DEXTROSE, HIGH FRUCTOSE CORN SYRUP, FRUCTOSE, GLYCERIN, CONTAINS 2% OR LESS OF COCOA (PROCESSED WITH ALKALI), POLYDEXTROSE, MODIFIED CORN STARCH, SALT, DRIED CREAM, CALCIUM CARBONATE, CORNSTARCH, LEAVENING (BAKING SODA, SODIUM ACID PYROPHOSPHATE, MONOCALCIUM PHOSPHATE, CALCIUM SULFATE), DISTILLED MONOGLYCERIDES, HYDROGENATED PALM KERNEL OIL, SODIUM STEAROYL LACTYLATE, GELATIN, COLOR ADDED, SOY LECITHIN, DATEM, NATURAL AND ARTIFICIAL FLAVOR, VANILLA EXTRACT, CARNAUBA WAX, XANTHAN GUM, VITAMIN A PALMITATE, YELLOW #5 LAKE, RED #40 LAKE, CARAMEL COLOR, NIACINAMIDE, BLUE #2 LAKE, REDUCED IRON, YELLOW #6 LAKE, PYRIDOXINE HYDROCHLORIDE (VITAMIN B₆), RIBOFLAVIN (VITAMIN B₂), THIAMIN HYDROCHLORIDE (VITAMIN B₁), CITRIC ACID, FOLIC ACID, RED #40, YELLOW #5, YELLOW #6, BLUE #2, BLUE #1.

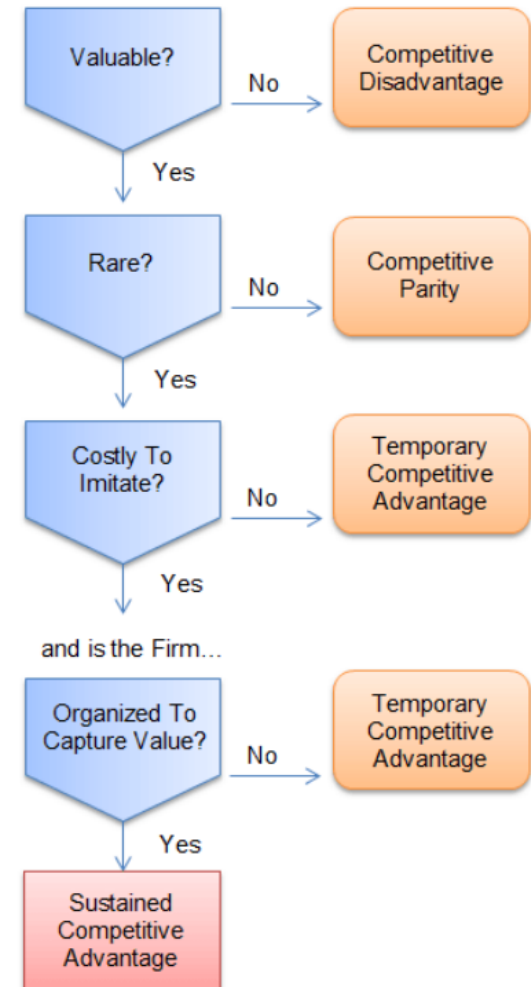
Valuable? Yes. Both Coke and Pepsi have widely recognized brands names, but Coke's brand may be the most. Both companies brand are "fun and young", but Pepsi has stuck with its high energy, music and comedy-driven strategy while Coke can be seen constantly gravitating towards the emotional side of branding.

Rare? Yes. Given enough time and money, any product can be imitated. What makes Coke rare is their Secret Ingredient, and seeing how the market negatively reacted in 1985 display this. Both companies intangibles assets, such as their trademarks, expensive marketing/promotion strategy makes their products rare and led to brand loyalty.

Costly to Imitate? No/Yes. the concrete manufacturing process involves little capital investment in raw material and labor. Machinery and high speed automatic production line make it hard to implicate Coke and Pepsi's product, when both companies invest million of dollars into these activities. Coke and Pepsi invest heavily in their trademark and promoting making it hard for substitutes to survive in the industry.

Organized to Capture Value? Coke and Pepsi have expanded their products into international markets. Pepsi diversification of products, such as oatmeal, chip, Starbucks coffee allowing them to fully exploit their potential using their resources and capabilities more than Coke. Coke core competencies of leveraging their brand name into a diverse line of different kinds of beverages.

Is the Resource or Capability...



SWOT ANALYSIS



Dietary Fiber 25g 30g
 Calories per gram:
 Fat 9 • Carbohydrate 4 • Protein 4

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SWOT ANALYSIS

S.W.O.T

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	Helpful to achieving the objective	Harmful to achieving the objective
Internal origin (attributes of the organization)	S Strengths	W Weaknesses
External origin (attributes of the environment)	O Opportunities	T Threats



- Strengths**
- The best global brand in the world in terms of value (\$77.839 billion)
 - World's largest market share in beverage
 - Strong marketing and advertising
 - Most extensive beverage distribution channel
 - Customer loyalty
 - Bargaining power over suppliers
 - Corporate social responsibility

- Weaknesses**
- Significant focus on carbonated drinks
 - Undiversified product portfolio
 - High debt level due to acquisitions
 - Negative publicity
 - Brand failures or many brands with insignificant amount of revenues

- Opportunities**
- Bottled water consumption growth
 - Increasing demand for healthy food and beverage
 - Growing beverages consumption in emerging markets (especially BRIC)
 - Growth through acquisitions
 - Expanding product line beyond beverages

- Threats**
- Changes in consumer taste
 - Water contamination in international markets.
 - Strong dollar
 - Legal requirements to disclose negative information on product labels
 - Decreasing gross profit and net profit margins
 - Competition from PepsiCo
 - Saturated carbonated drinks market



- Strengths**
- Product diversity
 - Extensive distribution channel
 - Corporate Social Responsibility (CSR) projects
 - Competency in mergers and acquisitions
 - 22 brands earning more than \$1 billion a year
 - Successful marketing and advertising campaigns
 - Complementary product sales
 - Proactive and progressive

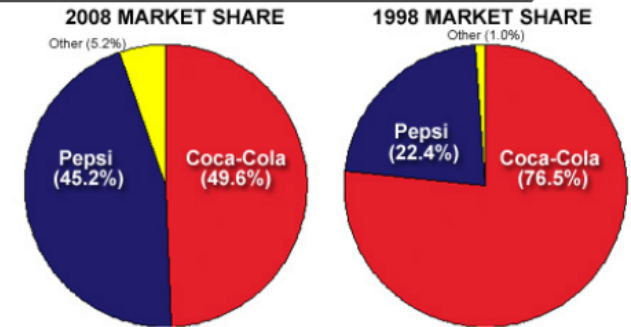
- Weaknesses**
- Over-dependence on Wal-Mart
 - Low pricing
 - Questionable practices (using tap water but labeling it as mountain spring water)
 - Much weaker brand awareness and market share in the world beverage market compared to Coca-Cola
 - Low profit margin

- Opportunities**
- Growing beverages and snacks consumption in emerging markets (especially BRIC)
 - Increasing demand for healthy food and beverages
 - Further expansion through acquisitions
 - Bottled water consumption growth
 - Savory snacks consumption growth

- Threats**
- Changes in consumer tastes
 - Water scarcity
 - Decreasing gross profit margin
 - Changes in legal requirement
 - Strong dollar
 - Increased competition from Snyder's



Pepsi Competitive Advantage During Cola-Wars



Pepsi's strategy to close the widening gap between Coke started with their "Beat Coke" campaign that helped increase their growth during the postwar era in supermarkets and convenience stores. Pepsi modernized their bottler's plants, which improved their delivery services. The 1974 "Pepsi Challenge" in Dallas, Texas consisted of a blind taste tests between Coke and Pepsi and which one was the preferred choice. After testing, it was shown that it was in fact Pepsi, not Coke that was the preferred taste. Due's to Coke's internal difficulties, execution failures, legal issues and strict reliance on a traditional CSD-oriented model made it easy for Pepsi to gain Coke's potential market share. Because of current trends, Pepsi became more flexible and created greater production differentiation by aggressively transitioning into the non-CSD market than Coke. For example, when Pepsi merge with Frito lay and Quaker oats.



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