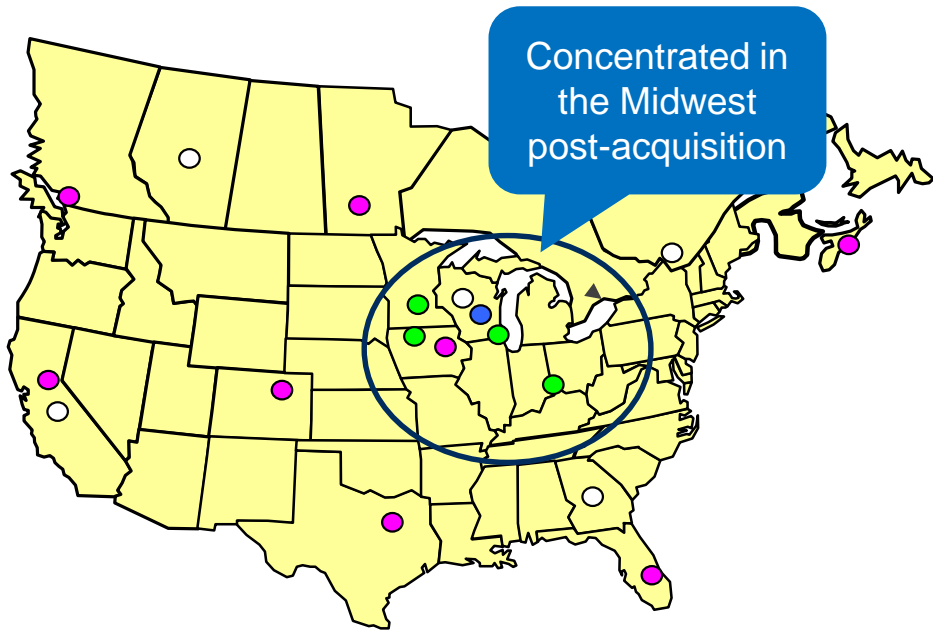


# CASE STUDY

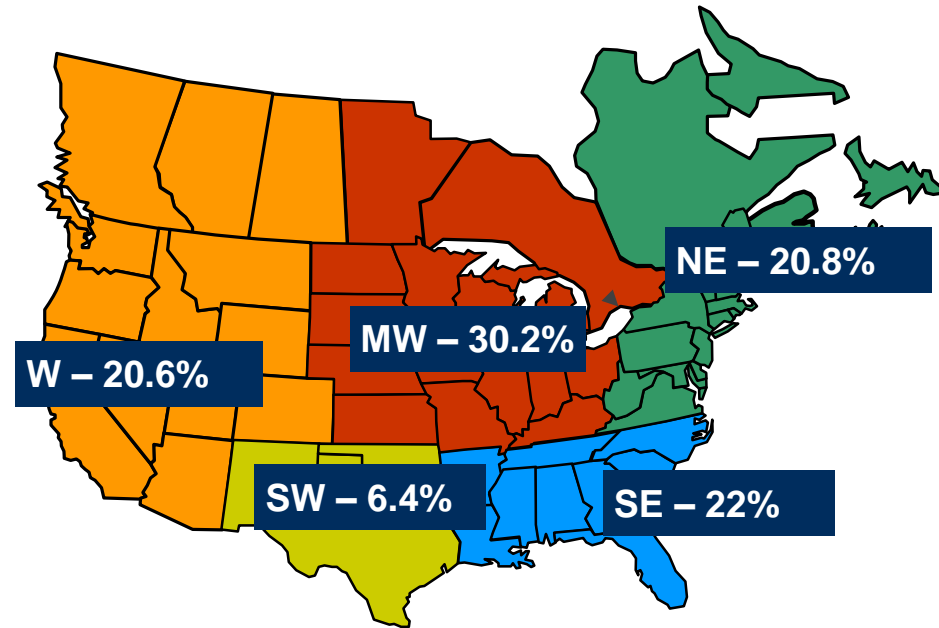
## Network optimization

# We evaluated our client's existing operational footprint

Company network

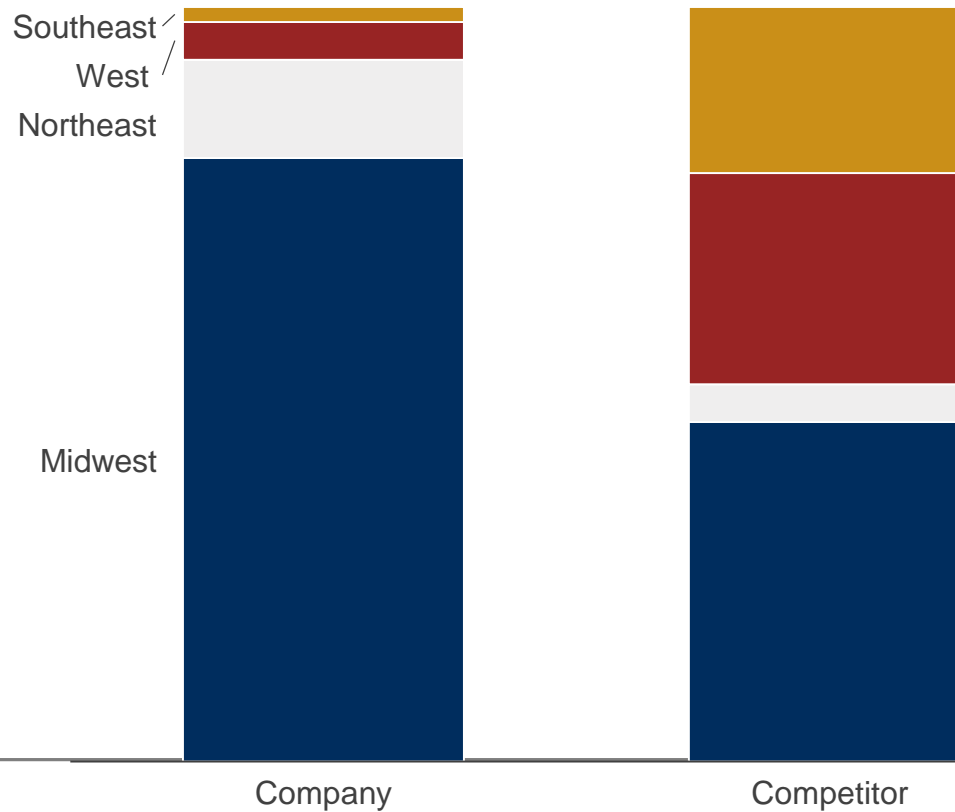


Customer demand



# We benchmarked our client's operational footprint vs. competitors

Production by region  
% OF PRODUCTION BY GEOGRAPHY

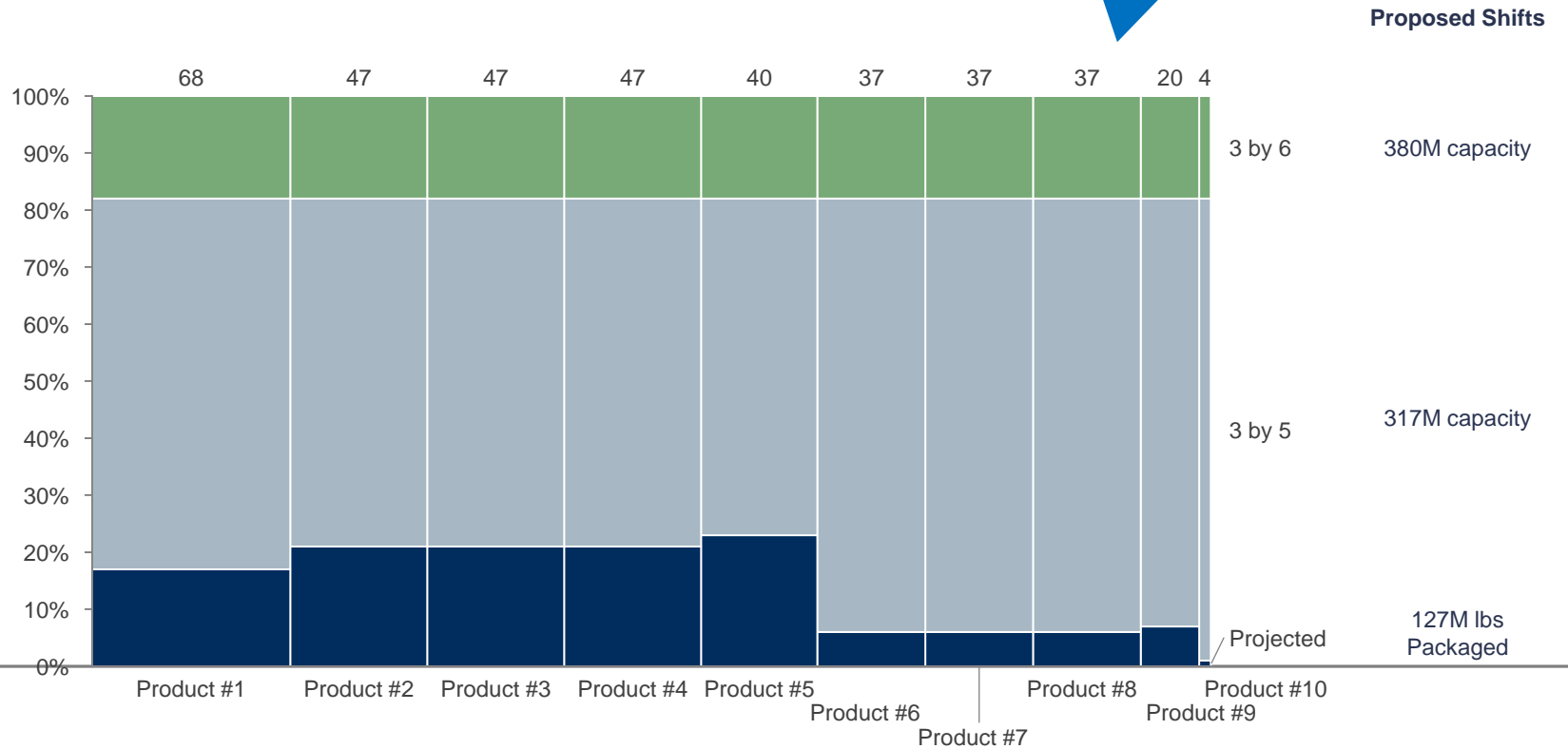


# We modelled production scenarios with different network configurations

## Plant C capacity utilization after Plant A closure

PRODUCTION IN MILLIONS OF POUNDS

Both capacity and compatibility of product lines had to be assessed

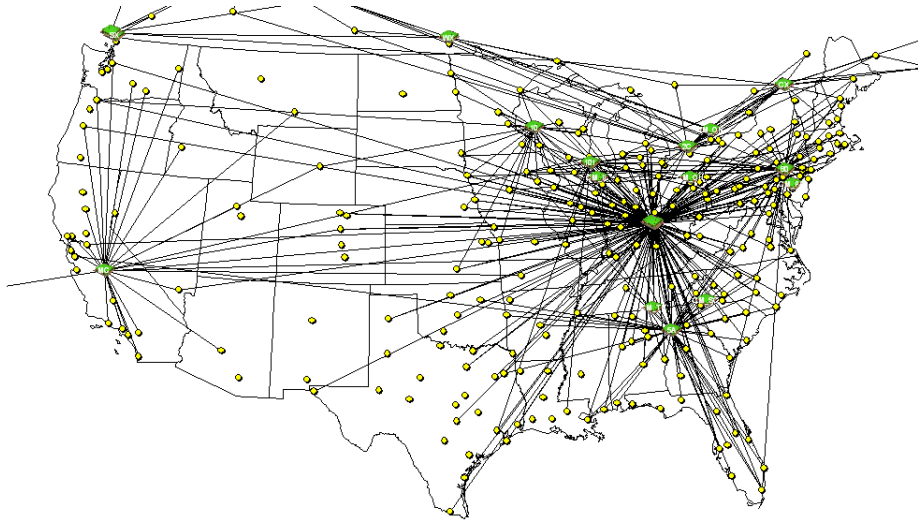


# We quantified financial benefits of plant closures

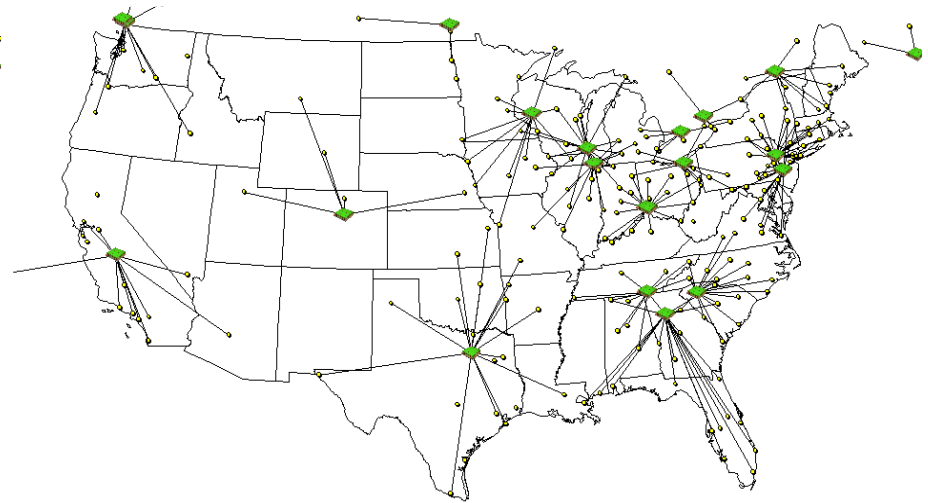
| BASE CASE                     | Plant A          | Plant B          | Plant C          | Plant D          |
|-------------------------------|------------------|------------------|------------------|------------------|
| Annual Savings                |                  |                  | 2,418,595        |                  |
| Total CapEx                   |                  |                  | 2,415,821        |                  |
| Total One-Times               |                  |                  | 6,345,234        |                  |
|                               |                  |                  |                  |                  |
| <b>5 Year NPV</b>             | <b>2,403,471</b> | <b>3,435,615</b> | <b>6,295,281</b> | <b>5,131,749</b> |
| 5 Year IRR                    |                  |                  | 55.0%            |                  |
| 5 Year IRR (2)                |                  |                  | 40.1%            |                  |
|                               |                  |                  |                  |                  |
| <b>Annual Savings Summary</b> |                  |                  |                  |                  |
| Direct Labor                  |                  |                  | 2,289,358        |                  |
| Indirect Labor                |                  |                  | 1,256,790        |                  |
| Overhead                      |                  |                  | 1,272,957        |                  |
| Contract Mfg Fees             |                  |                  | (1,288,006)      |                  |
| Logistics                     |                  |                  | (300,000)        |                  |
| Contingency/Other             |                  |                  | (812,504)        |                  |
| <b>Total</b>                  | <b>2,636,874</b> | <b>1,894,802</b> | <b>2,418,595</b> | <b>3,061,407</b> |

# We developed a delivery model that improved efficiency

Current Bulk Delivery Model



Logistic Tool Proposed Model



# We helped plan and execute plant closures

