



END TO END PRODUCTIVITY COST REDUCTION PROGRAM

"We are driven by margin improvement, working capital reduction and growth"

Unlock the growth potential of the Australian food industry by **"connecting the dots"** to be able to become and remain competitive in local and global markets through simplified and smart product and process solutions

We Observe → We Understand → We Analyze → We Connect → We Resolve

What is End to End?

- Searching holistically at all ends of the Supply Chain for opportunities to improve productivity and improve product costs
- And then implementing in a way that tackles the best savings first, and satisfies the business and consumers
- Then ensuring processes to drive innovation and productivity are embedded in the organisation

What is offered?

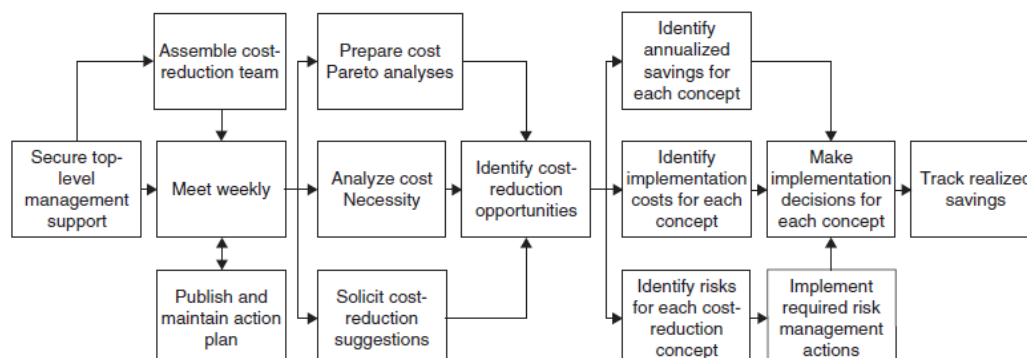
- End to End solutions which are increasing profitability of your portfolio
- We are looking across the entire value chain ... to identify if we could do things differently
- We will unlock your potential for growth – free cash to reinvest back into innovation
- We will focus on you delivering what the consumer wants, when and where they want it and at the lowest cost

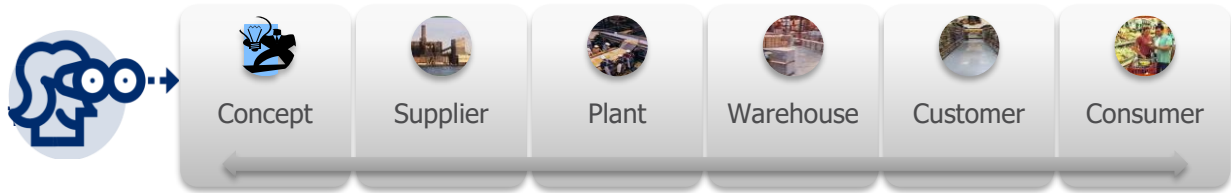
Why FAPIC?

- We are passionate global food professionals about food & quality
- We believe that quality food can be delivered at lower cost by understanding what customers really want.
- We are data driven but we are using the knowledge to solve the problem - "dirty hands"
- understand the data and connect them with solutions
- We are using validated tools to generate real ideas converted into successful projects
- We are using a highly data driven approach to identify opportunities to improve margin, cash flow, and revenue growth.
- We have many years of experience in blue chip organisations and the SME space, launching cost saving projects across the globe, participating at workshops, achieving \$100mil+ in saving projects identified
 - *Examples: ingredient specification harmonization, using one global supplier – from 11\$/kg to 4\$/kg; manufacturing process reduction from 24/6 to 24/6 shift pattern via identified process improvement; portfolio de-complexity via understanding the consumer, etc.*

We build success together thinking strategically

The Cost Reduction Program Road Map:



**E2E Focus:****Questions You May Ask – What Can Be**

- Substituted
- Removed
- Added
- Broadened
- Recreated
- Concentrated
- Downsized
- Upsized
- Reconfigured
- Accelerated
- Slowed down
- Sourced
- Combined
- Benchmarked

How do we find opportunities?

Driven by fundamental understanding of ingredients, recipes, packaging materials and local food regulations

A pragmatic and action oriented cross functional team

A design of experiments (DoE) that can be linked to cost and sensory profile

Driven by a real understanding of the product make up, process and equipment

Using different tools:

Value Stream Mapping & Analysis (VSM)

Provide optimum value to the customer through a complete value creation process

Is a tool that allows you to see waste, and plan to eliminate it

Low in cost / Dollars in play (LIC / DIP)

Identify the portion of a product raw and pack cost which can be optimised (DIP)

Identify the business risk in optimising this cost

Design 2 Value (D2V)

To assist companies to develop improved products based on an understanding of what the customer values. It is different from Design To Cost, which produces cheap to build products with the potential to maximise margin but do not properly address what the customer wants.

Maximizing consumer function while minimizing cost

Journey to simplicity (J2S)

Is a systematic, end-to-end approach to value chain optimization, looking at the entire value chain (from consumer to consumer need to supplier) of a business to identify the most critical improvement opportunities and develop platforms that unlock **Growth + Margin + Cash Flow**

Topic related articles:

[What mindset and behaviors you may need in running cost reduction and productivity programs?](#)

[Is Productivity Innovation?](#)