O+E Case Studies

Case Study | Sustainability

ABOUT THE CLIENT

Leading Pork Processor

RESULTS

418

Digitized packaging SKUs

6

Established KPI's

27

Sustainable Packaging Project Executed

OVERVIEW

Client wanted to establish a corporate sustainability program, beginning with the packaging and the environmental pillar to understand where the opportunity existed to reduce packaging waste and carbon impact

CHALLENGE

The client had not yet established any sustainability programs and did not have any benchmark data or means of capturing the needed information but were being forced to act by emerging regulations

SOLUTION

Sustainability begins with specifications. Seismic O+E digitized and associated specification data to products, materials, suppliers, vendors, and finished goods. Created raw material benchmarks and dashboards with reports to identify trends and progress over time. With the data, we developed a 3-year road map to implement identified projects to meet sustainability KPI's

RESULTS

Seismic O+E digitized over 400 packaging SKUs, including developing LCA's to track improvements with identified packaging projects. KPI's established for Climate Change, Particulate Matter, Eutrophication, Land Use Impact, Water Resource Depletion, and Cumulative Energy Demand

SEISMIC O+E

Case Study | Design to Value

ABOUT THE CLIENT

Large North American Fan Manufacture

RESULTS

13%

Reduction in material

$8.4MM

Packaging Savings

7

Labor Reduction Per Shift

OVERVIEW

Client was looking for ways to reduce costs to continue to compete with offshore products. The client did not have any packaging engineering resources and relied on their packaging suppliers for all design and engineering work

CHALLENGE

Unique manufacturing footprint which created restrictive guardrails in potential changes.

SOLUTION

Seismic O+E redesigned the packaging to optimize the amount of material used and the amount of labor needed in the manufacturing process. There was no visual impact to end consumer

RESULTS

By changing the style of the carton, Seismic O+E was able to reduce the amount of board used and change the material spec delivering substantial cost savings on top of being able to reallocate labor to other parts of the factory

SEISMIC O+E

Case Study | Pallet Optimization

ABOUT THE CLIENT

Private Label Frozen Pizza Manufacture

RESULTS

$1.2MM

Reduction in 3pl fees

30,590

Pallets Saved

$4.27MM

Outbound Freight Savings

OVERVIEW

Client needed a partner to reduce outbound freight and 3pl costs. Seismic O+E developed new pallet patterns to increase pallet density and optimize warehouse storage and trucks

CHALLENGE

Optimizing pallets involved private label clients' approval as well as working within the existing manufacturing environment. Concerns about increasing density could lead to increased damage/customer complaints

SOLUTION

Seismic O+E mapped the client supply chain creating custom test protocols while developing new pallet patterns to increase density. To ease the sales group concerns, third-party validation testing was completed for compression and distribution testing

RESULTS

Seismic O+E pallet optimization workstream delivered over $5.4MM in realized first-year savings. In addition, removed 30,590 pallets from the system resulting in improved operations

SEISMIC O+E

Case Study | Performance Specs

ABOUT THE CLIENT

Private Label +Branded Meatball Manufacture

RESULTS

27%

Reduction in corrugated spend

<1.5%

Variance from cost models

36%

Reduction in damage from packaging claims

OVERVIEW

Before Client began a Strategic Sourcing Project for corrugated they wanted to make sure they were using the most optimal solution

CHALLENGE

Urgent timeline before the RFQ event along with limited internal support staff to support the project. Client also had sparse packaging data

SOLUTION

Seismic O+E using proprietary software benchmarked the current board-grade material vs. actual supply chain conditions. Developed custom testing protocols and safety factors matching the actual supply chain conditions

RESULTS

Seismic O+E delivered client-owned specifications for the RFQ event along with cost modeling for the new specifications. The client realized a 27% reduction in corrugated packaging spend and final costing was within 1.5% of cost models.

SEISMIC O+E

Case Study | Automation

ABOUT THE CLIENT

Large Food Manufacture

RESULTS

$1.8MM

Reduction in labor

29%

Line speed increase

<1 Year

ROI on capital investment

OVERVIEW

During an initial plant walkthrough by Seismic O+E, an opportunity was identified to automate a portion of the line that was using extensive manual labor

CHALLENGE

The client had strict ROI requirements for any capital projects due to PE ownership. The client also had limited in-house capabilities to support this type of project

SOLUTION

Working with an integrator, developed a custom solution that eliminated 15 headcount per shift. With a limited budget, we utilized as much of the existing line as possible. We were able to increase the speed of the line from 50pc/minute to 70pc/minute while also changing the design resulting in a reduction of material.

RESULTS

Seismic O+E delivered a solution that resulted in $1.8MM in labor reduction and a 29% line speed increase. Seismic also provided project management through implementation with limited support from the client

SEISMIC O+E