



# Services Overview

Driving Responsible Growth in the  
Consumer Goods and Food-  
Beverage Industry

July 2021

# InnoFlex Solutions, LLC

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# Vision & Mission Statements

- To create a value added B2B Packaging System solutions company for CPGs & OEMs leveraging flexible manufacturing in OMNI channels, reducing cost and increasing profits meeting consumer needs
- Provide disruptive go to Market Strategies leveraging the best technologies fit for our customer purpose



# Who We Are

- Our 30 year experience history is based on working for Global Consumer Packaged Goods Companies providing strategy and execution of Packaging Equipment Systems.
- We are customer and consumer centric in our solution approach. We have extensive engineering systems solution experience from prior roles in the Original Equipment Manufacturing industry.



# Services Structure

Our rates comprise specific levels of engagement. Yes, we have hourly rates on a tiered scale. The rates are a framework for the essential part, defining the gaps/wins/deliverables to achieve over a specific period.

We operate on monthly consulting fees for results, not hours utilizing industry knowledge. For a breakdown of typical pricing contact: Robert Champion



# Services Structure

1. **No Cost** - Dialogue to find opportunities to help drive/remove barriers, gaps, and areas to generate revenue, areas to drive business
2. **No Cost** – Detail initial proposal defining the focus areas to win based on goals, strategy, and deliverables. A small initial assessment is conducted to verify the opportunity.
3. **Cost – Assessment:** Conduct business or technical overview to determine the inquiring company goals, gaps, and areas to generate revenue. Additionally, evaluate areas to drive business results depending on the scope of work. Call for more detail and pricing. The assessment incurs a one time fee.
4. **Cost – Consulting, Project-Based, and Hourly Rates:** Agreement to deliver the proposal and assessment scopes. The price is based on specific project deliverables or monthly consulting engagements. There is a minimum of 40 hrs. or fixed project price.
5. **Cost - Consulting, Retainer Based.** Both parties align and agree to deliver on a myriad of packaging system opportunities. This option ensures you have a technical expert available for various production system challenges. The rate is reoccurring and on a defined set of hours. This option has a fixed monthly price, call for more detail.



# Key Services Summary



## CapEx & OpEx Feasibility & Execution Guidance

- Pre-FAT Process & Review (Reduce cost, failures and ensure start-ups)
- FAT (Factory Acceptance Test) & SAT (Site Acceptance Test)
- Industry Standards for OEM's and CPG's (how to interpret and implement while making a profit)

**\$ Price: Hourly or Project Based**



## Capital Equipment Investments Guidance

- Optimize Capital Equipment Investments (feasibility to operations)
- Design and Engineering (technical packaging systems expertise)
- Defining the best packaging system (price, cost and performance)

**\$ Price: Hourly or Project Based**



# Key Services Summary



## Efficiency & Cost Optimization

- OEE – Operational Efficiency Improvement
- TPM – Total Performance Management (define the requirements for manufacturing and packaging systems and operations)

**\$ Price: Hourly or Project Based**



## Technical Business and Strategy Development

- Provide alignment with market goals (across functions, equipment, and resources to enable shorter time-lines to revenue)
- Assist in defining and driving your strategic advantage in your goods and services

**\$ Price: Hourly or Project Based**





# Key Services & Pricing Framework

Service	Activities	Cost	Min. Length
<b>Project Based – Define the Activities</b>	Packaging technical services and technical business development. Project, CapEx & OpEx packaging system consulting and execution support	\$ Call for detail – pricing varies	Min 40 hrs. engagement
<b>Design and Engineering Consulting</b>	Subject matter expert to offset your internal engineering team on guidance and validation of solutions intended	\$ Call for detail – pricing varies	Min 40 hrs. engagement
<b>Monthly Retainer for Services</b>	Utilize as the first line of defense, web based technical pre-defined activities	\$ Call for detail – fixed monthly pricing	50 hrs. of support. Min term 3 months.

Travel and Expense Costs are Extra

# Services Details

## CapEx and OpEx Feasibility through Execution – Guidance, and Consulting

InnoFlex Solutions provides the following general services to ensure your initial investments and existing operations are optimized for low costs and profits. We offset your internal and external technical resources to uncover and eliminate risks, gaps, and mistakes that cause cost overruns, start-up delays, and unfavorable operational costs.

- Pre-FAT Process & Review (Reduce cost, failures and ensure start-ups)
- FAT (Factory Acceptance Test) & SAT (Site Acceptance Test)
- Industry Standards for OEM's and CPG's (how to interpret and implement while making a profit)
- Optimize Capital Equipment Investments (from feasibility, scope, technical execution, to manufacturing and in operations)
- Project Management Services
- Design Review Services
- Review of the Modes of Operation and the impact on flexibility, reliability, and performance



# Services Details

## Packaging Systems and Technology – Guidance and Consulting

It is essential to know the short and long-term goals when selecting capital equipment. Additionally, markets are changing rapidly, and innovation, flexibility, and renovation of consumer brands demand meeting schedules and keeping the supply chain primed with the correct products at the right time. InnoFlex Solutions will:

- Evaluate the best digital platform that delivers results to your throughput goals
- Align on industry and regulatory standards and procedures
- Review the various modes of operations in the feasibility stages
- Align on the best primary, secondary, and tertiary packaging equipment to the warehouse
- Optimize packaging systems for ergonomics and safety
- Validate the equipment compatibility to run various materials and products
- Validate and establish the correct procurement costs of the packaging system
- Review and align on packaging system line design for optimization in operations
- Provide industry guidance on the best technology for your company short and long term goals



# Services Details

## Efficiency and Cost Optimization – Coaching, Mentoring, and Consulting

After the investment is made on packaging systems assets, your need is to meet the internal cost goals to produce a saleable product. Innoflex Solutions has developed various methodologies that simplify the typical problem-solving process used. We leverage existing processes (DMAIC, Lean Manufacturing, 5-Whys, Kaizen) with proven focused steps as crucial inputs of a packaging system

- OEE – Operational Efficiency Evaluation and Improvements tools (Eliminate waste, rework, and variability across packaging systems)
- TPM – Total Performance Management Requirements for Manufacturing and Packaging Systems (reduce downtime, maintenance cost, enable high workforce morale)
- Maintenance optimization – removing variables that affect unplanned and high planned stoppages
- Labor Cost Reduction – review and optimize new and existing operations. This is executed through an assessment against your planned goals.
- Part failure optimization, we provide feedback to the OEM for improvement.
- Elimination of minor and micro packaging system line stoppages



# Services Details

## Technical Business Strategy & Development

The strategy development functions of CPGs and OEMs are essential. The opportunity exists in canvassing the industry for existing and future technologies that impact total cost of ownership (TCO). TCO is significant in allowing companies to plan their brand innovations and renovations. The elimination of mistakes requires a different engagement level from both parties, including third-party technical firms. InnoFlex Solutions has expertise in assisting your leadership teams to validate goals.

- Provide Technical Business and Strategy Development that align with operational goals
- Define and evaluated the impact of automation and flexible packaging systems
- Assist in defining your short and long term equipment goals impacting brand innovation and renovation cycles
- Align OEM's with their targeted customer base expectations to differentiate from competition
- Assist CPG's with labor usage and driving strategic advantages with external suppliers
- Define the right equipment for the application including Automation & Digital

