

DURAMARK PROCESS DISCOVERY & DELIVERY

DURAMARK PROCESS OVERVIEW

There are two (2) primary reasons the DuraMark Process is effective:

1. Minimal time investment from the customer (total of 90 minutes over 3-4 weeks)
2. Supplier change is simple with our dedicated transition services team.

The DuraMark Process consists of three (3) deliverables: A 2-year impact/ROI analysis, transition plan, and partnership proposal. It is ideal for those organizations looking for a long-term partner, not just another supplier, for an ongoing partnership to define, refine and execute alongside you as your organization grows.

Each area of focus we use to analyze and understand how your current state label program has been developed over our 35+ years of industry experience:

- Benchmark current label spend and EAUs for all label singles and/or kits vs other companies in the industry.
- Assess inventory management and waste.
- Align on current lead times and expected service level agreements.
- Assess the operational capability to implement future state program changes or recommendations resulting from our analysis.

The DuraMark Process is split between two meetings:

Day 1 is a 45-minute discovery workshop led by your consultant, followed by a label collection (also handled by your consultant).

Day 2 (usually 3-4 weeks following Day 1) is a 45-minute meeting to review our impact/ROI analysis over 24 months which includes your custom strategic transition plan, detailed roadmap Gantt and fully modelled ROI business case based on implementation of the proposed analysis.

DAY 1: CURRENT-STATE ONSITE DISCOVERY

Activity	Description	Est. Time	Who Should Attend
Q&A Meeting	DuraMark and Client spend time reviewing the current label program requirements/needs and usages (EAUs).	~45 min	All Key Supplier Decision Makers
Label Collection	DuraMark spends time on floor collecting 1 sample of each label to provide accurate ROI and cost savings.	~1+ hr	N/A (unless floor monitoring needed)

DAY 2: IMPACT ANALYSIS PRESENTATION

Following the current state onsite discovery, your consultant will work through their findings over the next few weeks and work to prepare a detailed analysis featuring a series of findings, recommendations, transition plan and total cost of ownership / ROI with savings designed to help you achieve your business objectives in partnership with DuraMark Technologies.

Your consultant will have designed your transition plan alongside our transition director who aims to deliver the quickest time to value for all new customers being onboarded. After the session, there will be an opportunity to run through the transition plan and discuss timelines/expectations if you feel necessary.

Component	Description	Deliverable
Impact Analysis	Current state analysis and findings along with associated recommendations by department.	PPT / PDF
Business Case	Total cost of ownership review, hard cost savings and estimated ROI.	PPT / PDF
Transition Plan	Timeline of partnership execution from contract to go live date.	GANTT / PDF
Partnership Proposal	Fully executable service agreement based on outlined expectations for DuraMark and the customer.	PDF

PREPARING FOR YOUR ONSITE DISCOVERY

The first step for preparation is to ensure all relevant stakeholders are available to attend the 45-minute Q&A meeting. We can gain maximum output from the session with all levels of stakeholders are able to attend:

We recommend the following departments (when applicable):

- Purchasing
- Supply Chain
- Production
- Engineering
- Quality
- Marketing

Secondly, we ask that you come to the workshop with an idea of your current estimated annual usage (EAU) for all single labels and kits as this will be a large driver for an accurate ROI / savings analysis.

We also kindly ask that you come prepared with (or to discuss) the following information. Any information marked with an *asterisk is a core component of our overall impact analysis:

- *Current order quantities, EAUs, pricing and inventory levels
- Surface application requirements (ie powder coated paints, textures, plastics, etc.)
- Label compliance and specification standards
- Marketing requirements for cosmetic decals
- *Engineering change process

While this preparation is not mandatory, it will allow your consultant to increase time efficiency during the process of their discovery and follow-up work, as well as extracting a clearer picture on how the analysis and transition plan can contribute towards achievement of your business goals. This information will strictly not be disclosed to anyone outside of your DuraMark team.

If you have any further questions regarding the DuraMark Process, please contact your consultant.

We look forward to working with you!