

Institute of
PACKAGING
PROFESSIONALS



Welcome to
Today's Webinar!

April 21, 2021

Webinar



Specification Management 101:

How to Reach Your Goals
Using Packaging Data

Agenda

Introductions

The State of Spec Management Today

Spec Management 101 & Best Practices

How to Reach Your Goals Using Packaging Data

Live Demo

Case Studies

Q&A

specright[™]
Introductions



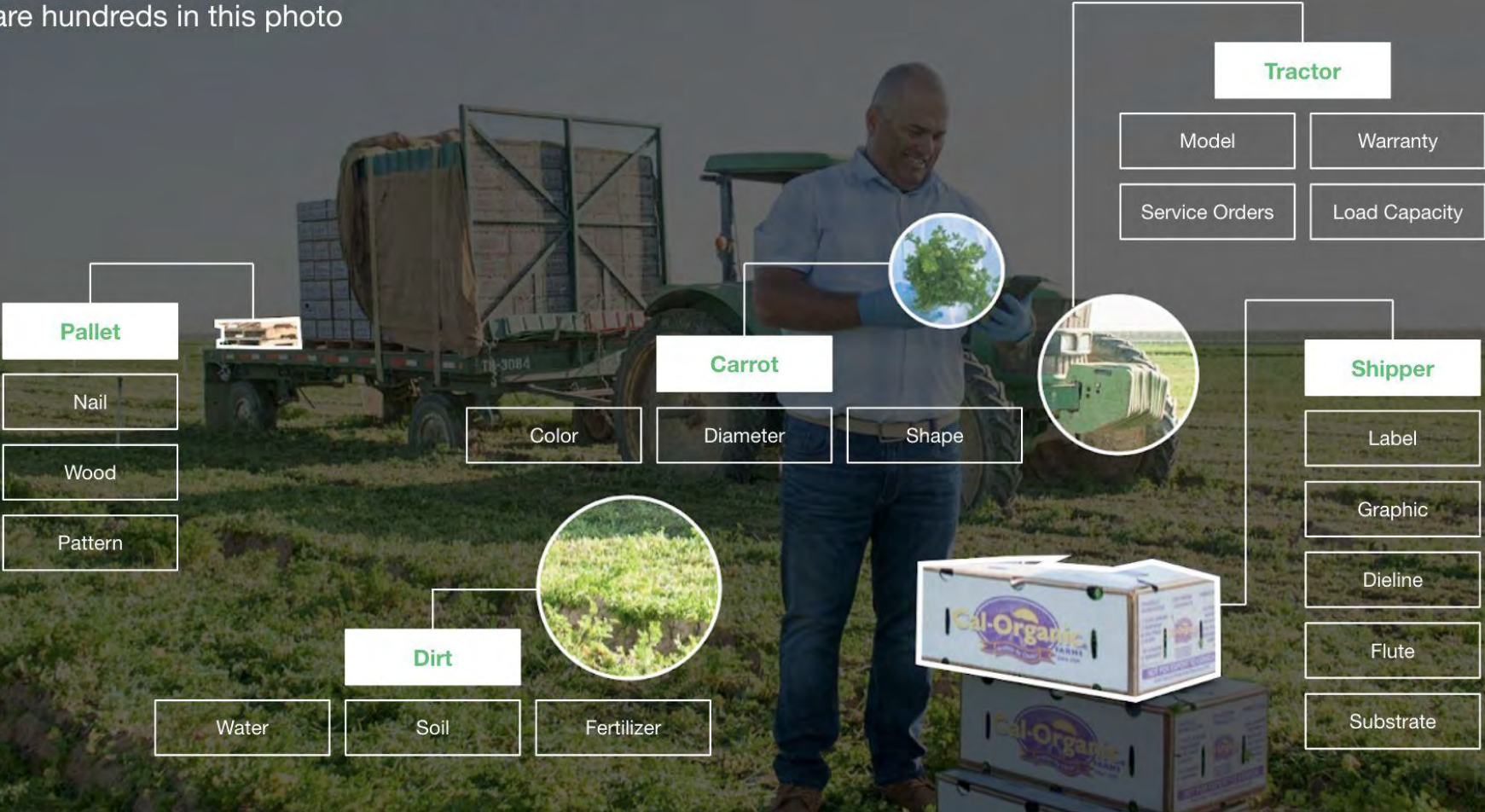
Adam Fugate



Ken Smith

Everything is a "Spec"

There are hundreds in this photo



Products have become **increasingly complex**



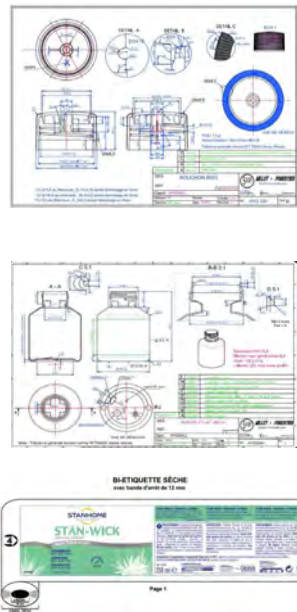
Because **consumers are demanding more**

What does a “spec” entail?

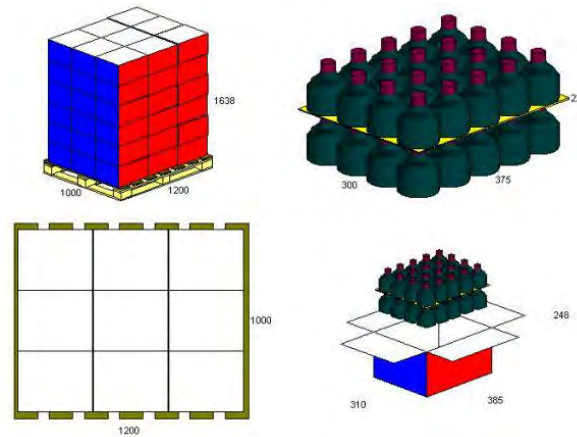
Finished Goods
(SKU)



Component
Drawings



Bill of Materials



Raw Materials &
Machinery



Specright

First Purpose-Built Platform
for Specification Management



Supply Chain Visibility

A digital library of all the data you need to make products, map of your supply chain, ability to report on sustainability



Speed to Market & Innovation

Launch new products faster, respond to consumer trends, and quickly adapt to regulations



Risk Mitigation

Control inside & outside the company over data accuracy, and compliance across supply base



End-to-End Supply Chain Capabilities



New Product Development

NPD Workflows
NPD Guard Lanes
New Projects Requests
Company wide processes



Packaging Management

Packaging Templates
Packaging Optimization
Packaging Specific Intelligence



Supplier Collaboration

Supplier Bid
Supplier Audit
Certification Monitoring
PO/Inventory Collaboration



Machine Management

Machinery Specs
Operators View
Proactive Maintenance
IoT Integrations



Quality Management

SCARS
Customer Complaints
SPC Data Check
Non-Conformance



Sustainability Tracking

Sustainability Goal Tracking
Sustainability Dashboard
Product LCA

JDEdwards

infor

SAP

Specright Connect API



Microsoft Dynamics

ORACLE

specright™

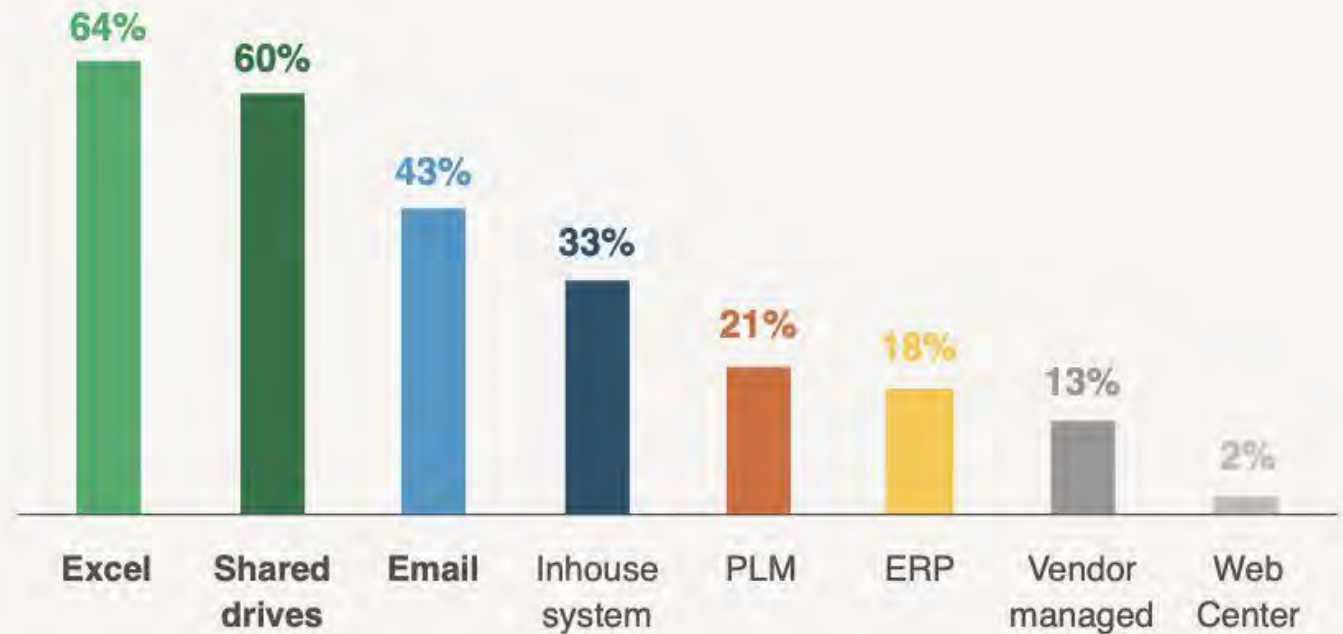
Specification Management Platform

Raw Materials, Formulas, Ingredients, Bill of Materials, Packaging, Products, Machinery

Static systems are used **for dynamic data**

What tool(s) is your company using to manage specification data today?

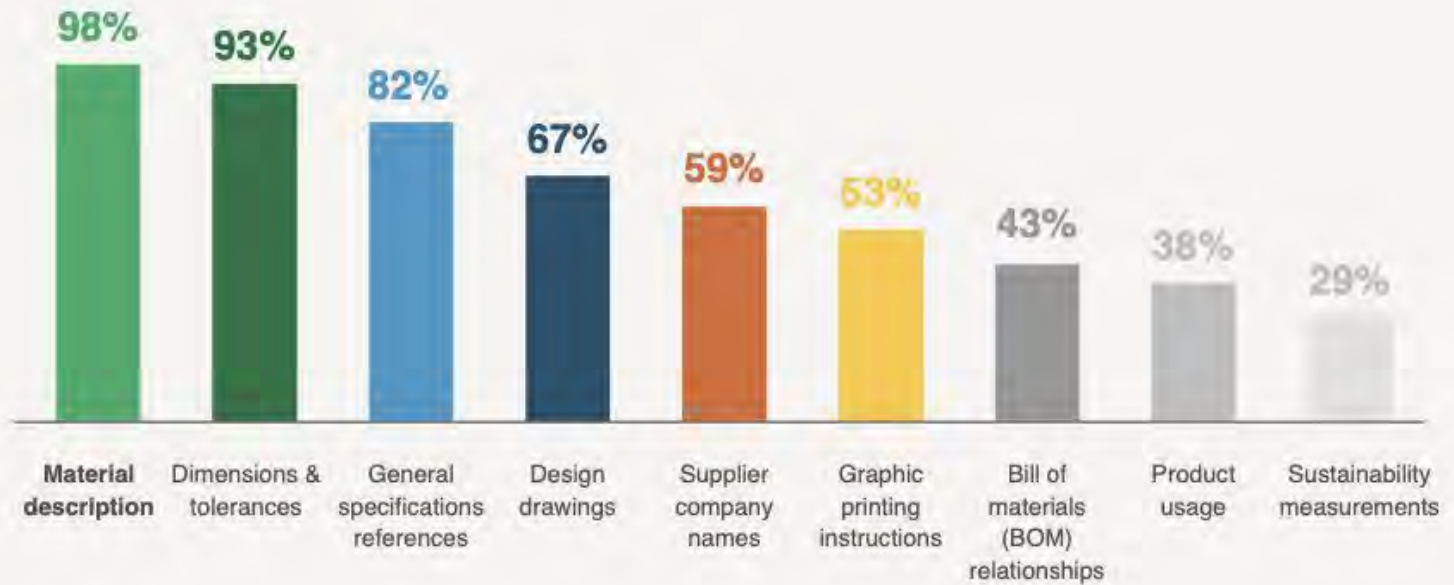
■ Responses



More spec data is captured **than ever before**

What information do you document on your specifications?

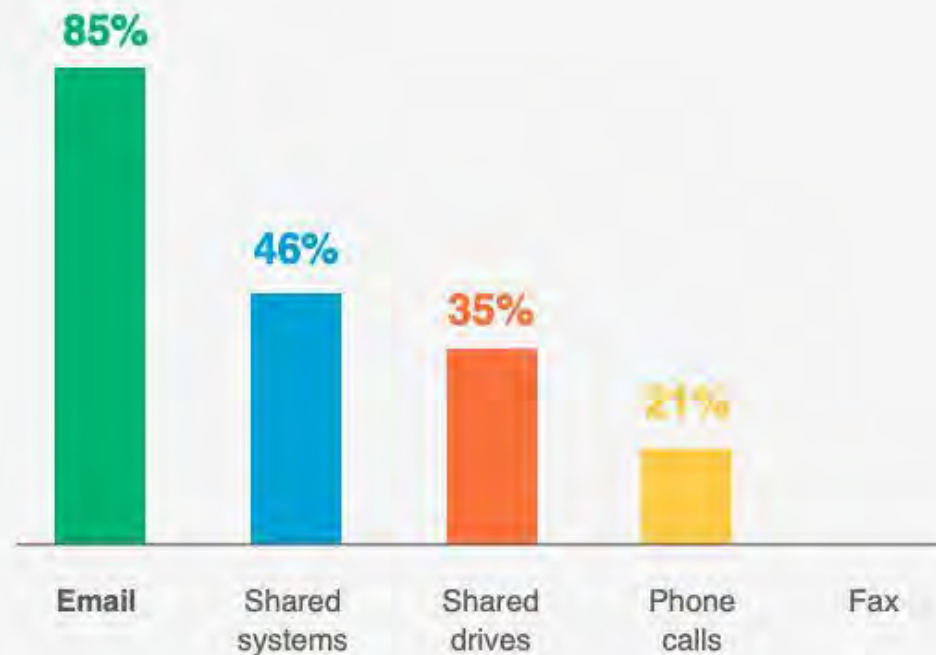
■ Responses



How we communicate data **results in bottlenecks**

How do you communicate spec changes across the organization and/or with your suppliers?

■ Responses



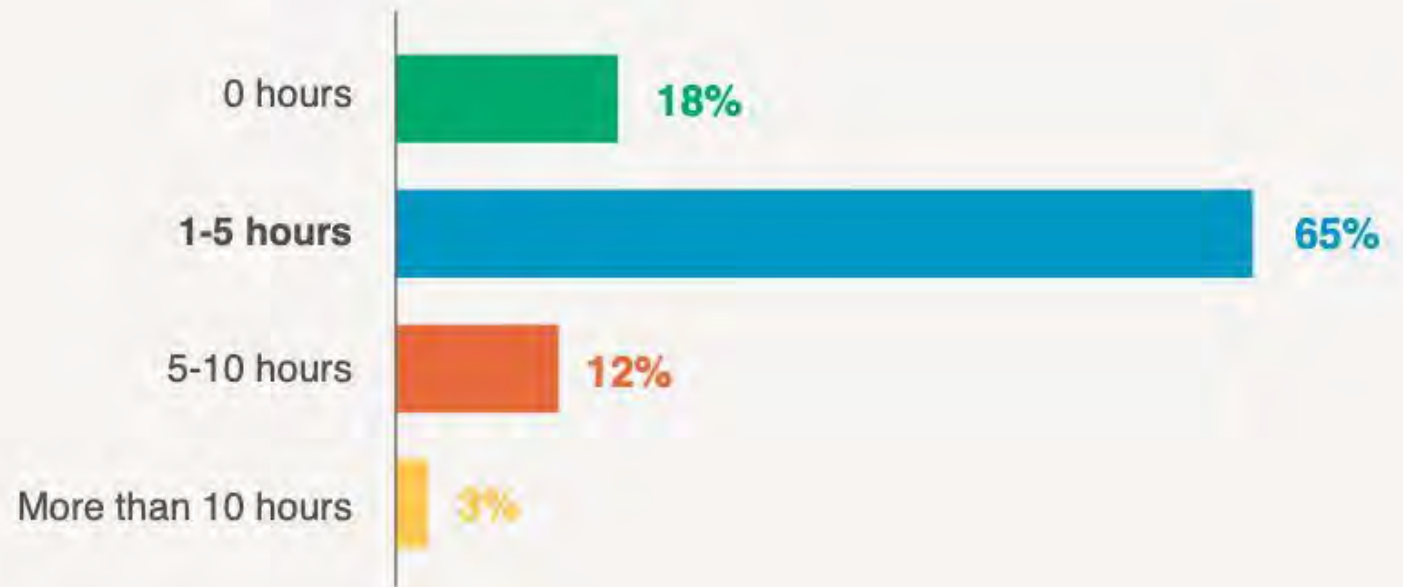
Specs are the foundation for **key initiatives**



We're wasting time **chasing data**

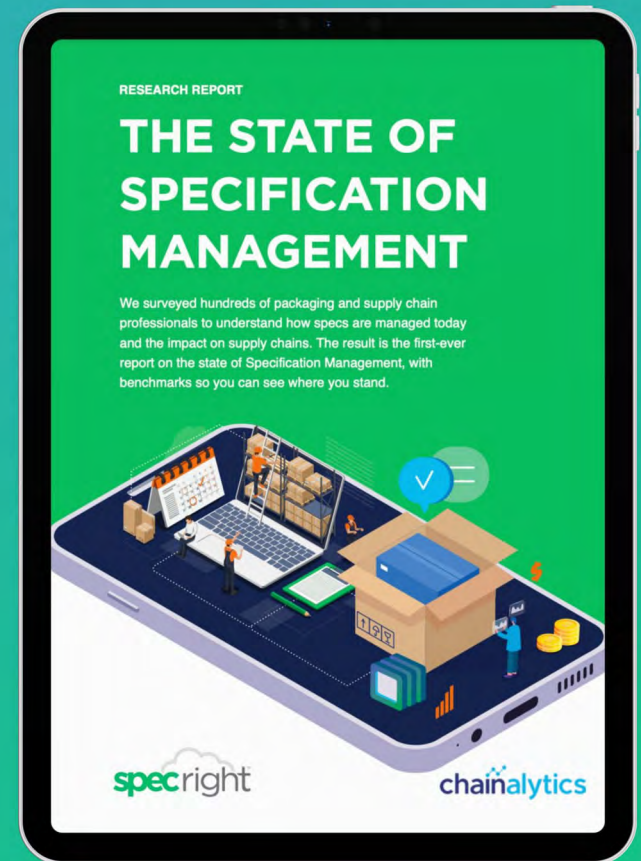
On average, how many hours in a week do you spend locating the correct spec(s)?

■ Responses



The State of Spec Management Today

Download the full report at specright.com



When you chase data,
you spend less time on what matters...

**We want you to
make amazing things.**

specright™ live demo



Best Practice: Implementing Specification Management



Raw Material

Structure

Package

Digitize

- ✓ Centralize & digitize your specs
- ✓ Standardize data with templates
- ✓ Leverage existing specs – find & clone

Map

- ✓ Link specs to create BOMs & Finished Goods
- ✓ Involve your suppliers
- ✓ Tie specs to critical data like sales, inventory

Operationalize

- ✓ Involve your suppliers, retailers, colleagues
- ✓ Create workflows & approvals
- ✓ Put data into action with reports and dashboards

Best Practice: Manage the Spec Across the Lifecycle

New Product
Development

Stakeholder
Alignment

Sourcing

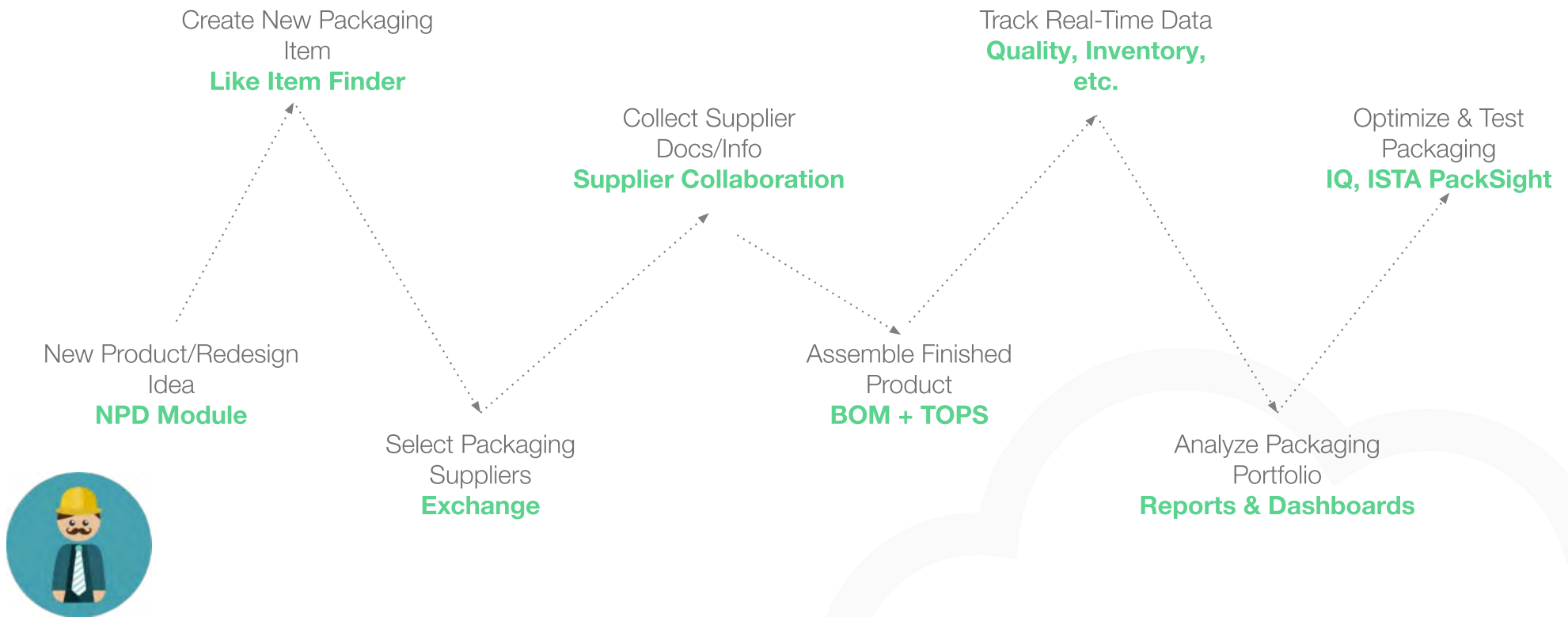
Quality &
Compliance

Production

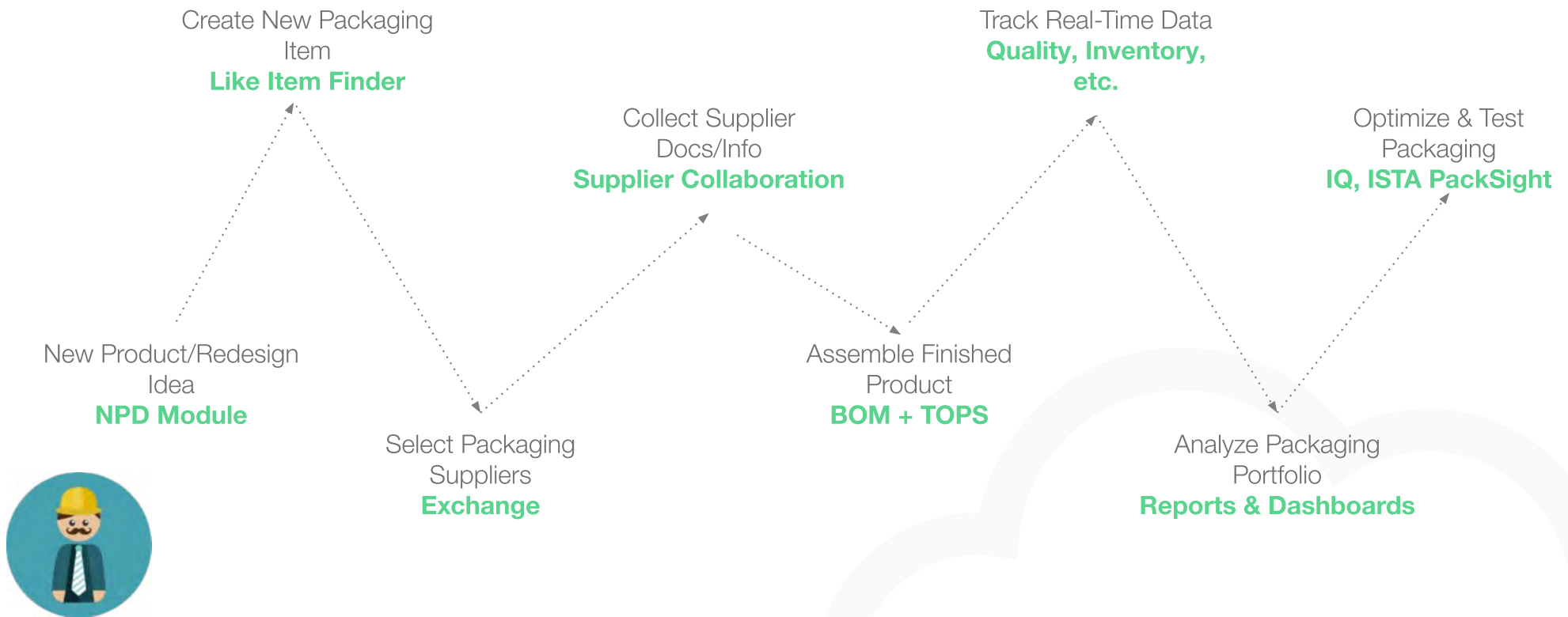
The screenshot displays the Specright software interface for a 'New Shipper' record. The top navigation bar includes the Specright logo, a search bar, and a menu with options like Home, Dashboards, Finished Goods, Formulas, Packaging, Ingredients, Raw Materials, Accounts, COAs, and More. The main content area shows the record details for 'New Shipper' (Spec Name: Shipper 321, Status: Pending Second Approval, Superseded By: Formula 2). A progress bar indicates the current status is 'Pending Second Approval'. Below this, there are tabs for 'Details', 'Related', 'Approval History', and 'History Details'. The 'Details' tab is active, showing fields for Internal Part ID, Spec Name, Status, Location, Expiration Date, Owner, Record Type, Master Specification, Master/Supplier, and Supplier. A 'Specright Files' section on the right shows a file named 'SF-0068' with a File Type of 'Document' and File Extension of 'pdf'. A 'File Preview' section is also visible at the bottom right.

Internal Part ID	Spec Name	Status	Location	Expiration Date	Owner	Record Type	Master Specification	Master/Supplier	Supplier
New Shipper	Shipper 321	Pending Second Approval	Irvine,	4/16/2021	Howard Jones	Corrugated		Supplier	Acme

Packaging Specification Journey



Packaging Specification Journey Recap



Case Studies

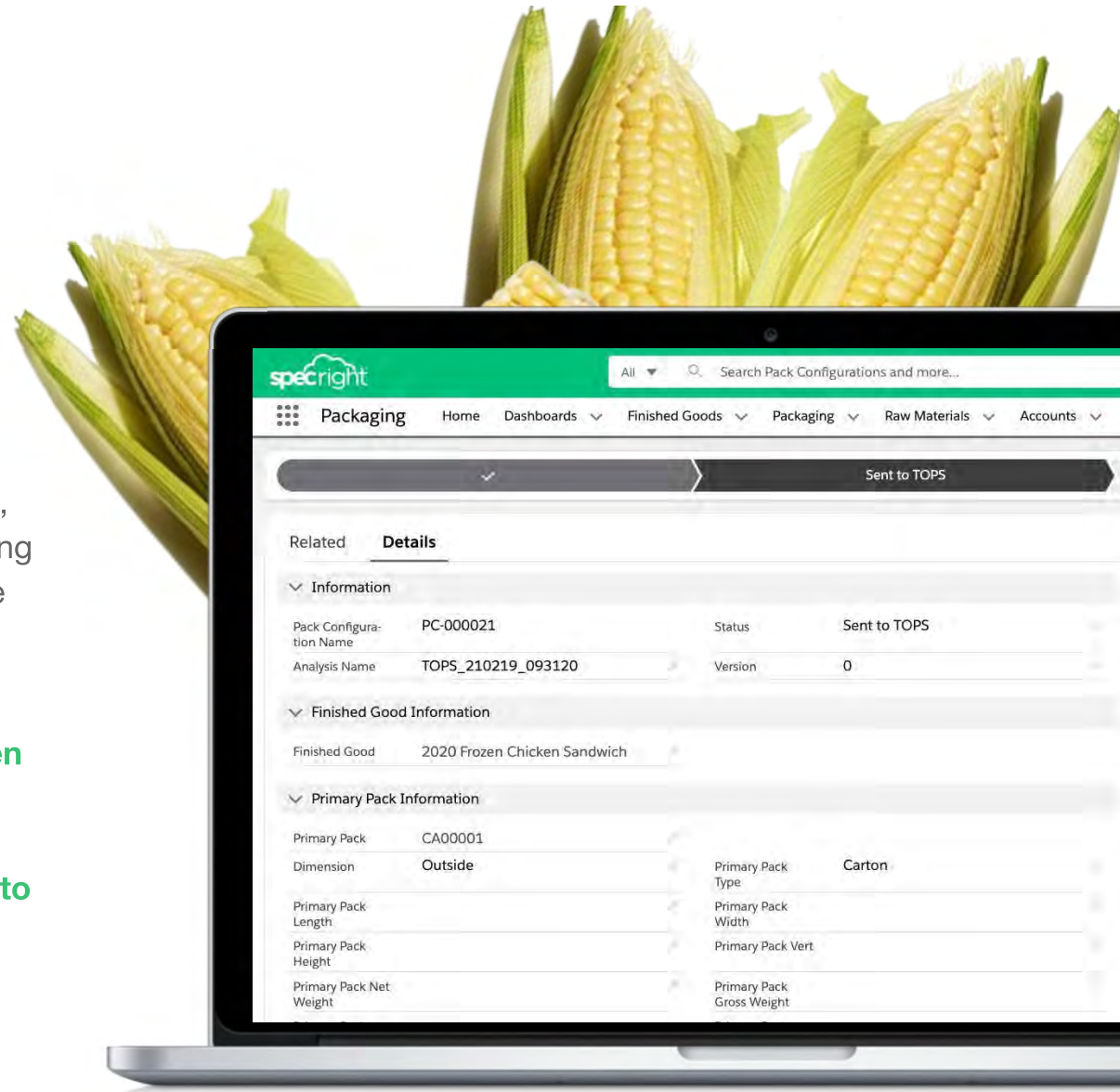
Taking a Data-Driven Approach to Achieve Your Packaging Goals



Rationalizing Existing Packaging

With a diverse and global customer base, Corteva needed a way to manage packaging specifications and regulatory compliance requirements for products considered dangerous goods.

“Rationalization opportunities have been easy to spot and fix in the Specright platform. We were able to go from 77 different pallets in North America down to 19, all while maintaining crucial compliance standards.”





Accelerating Speed-to-Market & Taming SKUzilla

Transitioned 30,000 specs from Lotus Notes to Specright. Now, engineers are automatically notified of a similar spec so they run higher volumes and have fewer setups at less cost.

“Our engineers can now see what’s already been developed so they don’t reinvent the wheel and we can deliver products to customers, faster.”



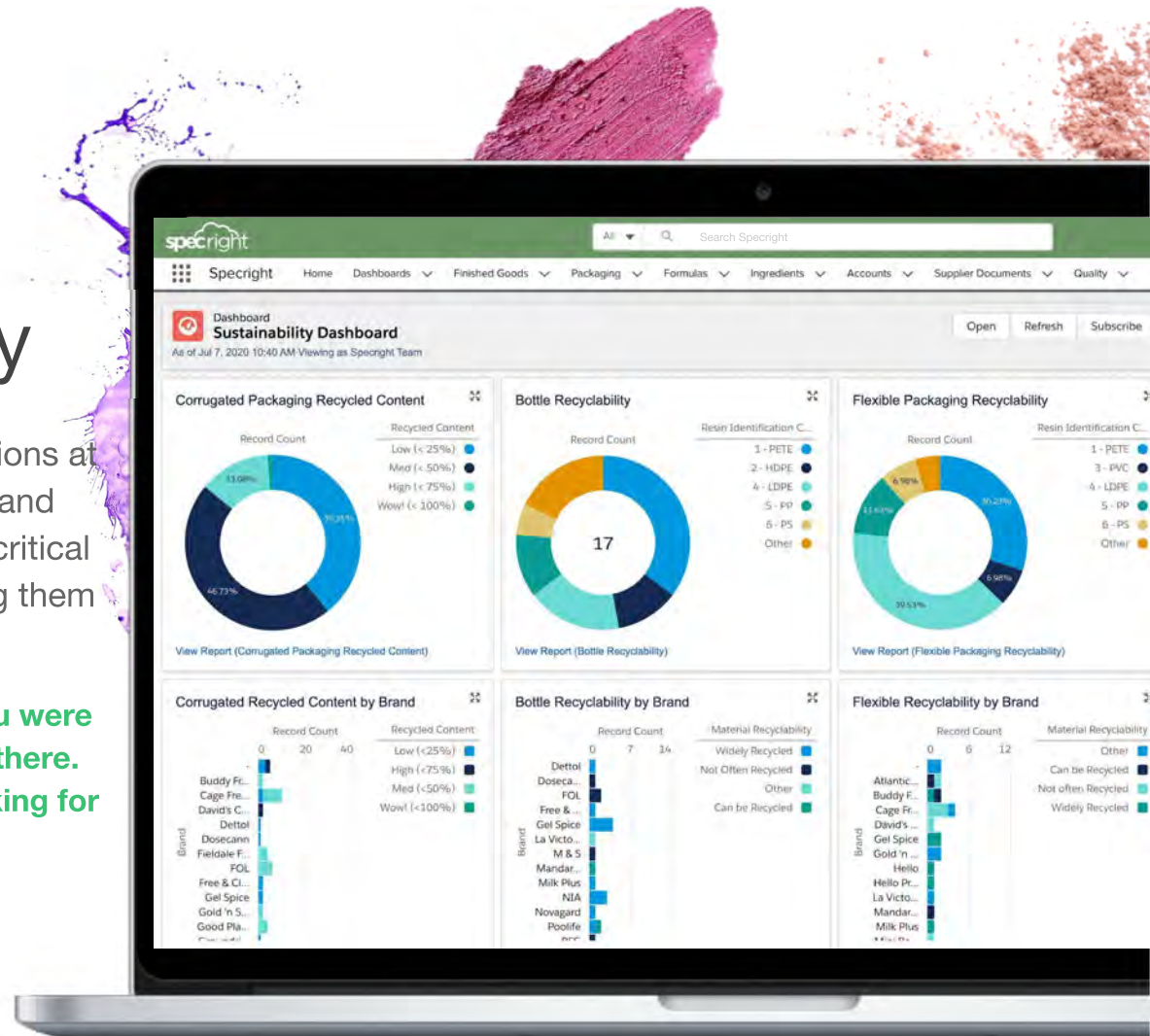
Internal Part ID	Spec Name	Record Type	Status
1	Corrugated HSC A079	22.8125 x 15 x 15.1875 HSC	Pending
2	WT320381158H	120x38mm Axial Fan	Approved
3	AR-12345	Chicken Sandwich Artwork	Approved
4	1234	Specright Bag 1234	Approved
5	F1031	Bottom End Seal Bag	Approved
6	F1021	1 LB Centerfold Bag	Approved
7	CA00001	11.125 x 4.9375 x 7.25 Slus Seal End Carton	New
8	CO01	Shipper L	Approved
9	69880022-01	12oz Coffee Artwork	In Process
10	SR- C0114	Shipper R	Approved
11	F3564	Flex Bag 3564	Approved
12	A0 X 48 Pallet	Wood Pallet 01	Approved
13	670A R2 02	2 position Terminal Strip	Approved
14	A6091	Club Store Print Card	In Process
15	L100	Master Shipping Label	Approved
16	PF00001	Frozen Chicken Sandwich wrapper	Pending
17	CO00001	22.8125 x 15 x 15.1875 HSC	In Process
18	TS0003	TS0003	Approved
19	CG15	Shipper R	Approved
20	KK RTE	Folding Carton	
21	Corrugated Shipper	TEST	Obsolete
22	HSC00114	HSC - Drink Shipper	In Process
23	CG12	Shipper U	Approved
24	RFG-BottomLabel0001	5" x 2.875" Blank BOPP KHL#1267776	In Process
25	FIC0001	11.5 x 5.864 70ga. BOPP	In Process

RODAN+FIELDS®

Driving Sustainability

Needed a solution to manage packaging specifications at a granular level all the way up to finished goods and collaborate with co-manufacturers. This data was critical when they announced sustainability goals, enabling them to quickly track and start making changes.

“Previously, hunting for data was pretty aimless. You were digging through files to see if any information was there. With Specright, you can just type in what you’re looking for in the search bar and it instantly pops up.”

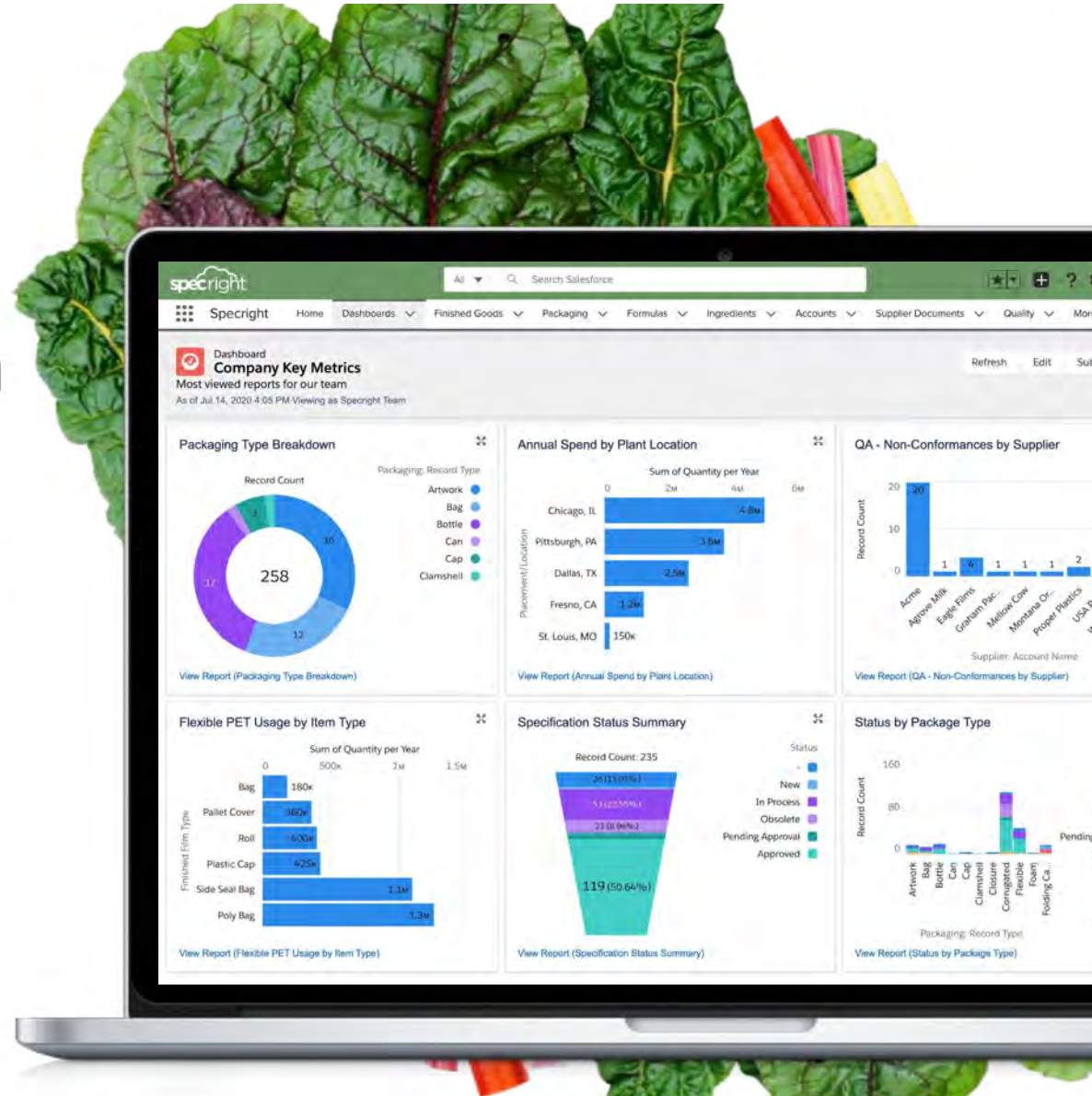




Reducing Costs with Specright

Grimmway Farms grew through acquisition, which resulted in siloed business units operating with their own language.

“With Specright, we were able to double the anticipated savings on our yearly bid for corrugated boxes.”

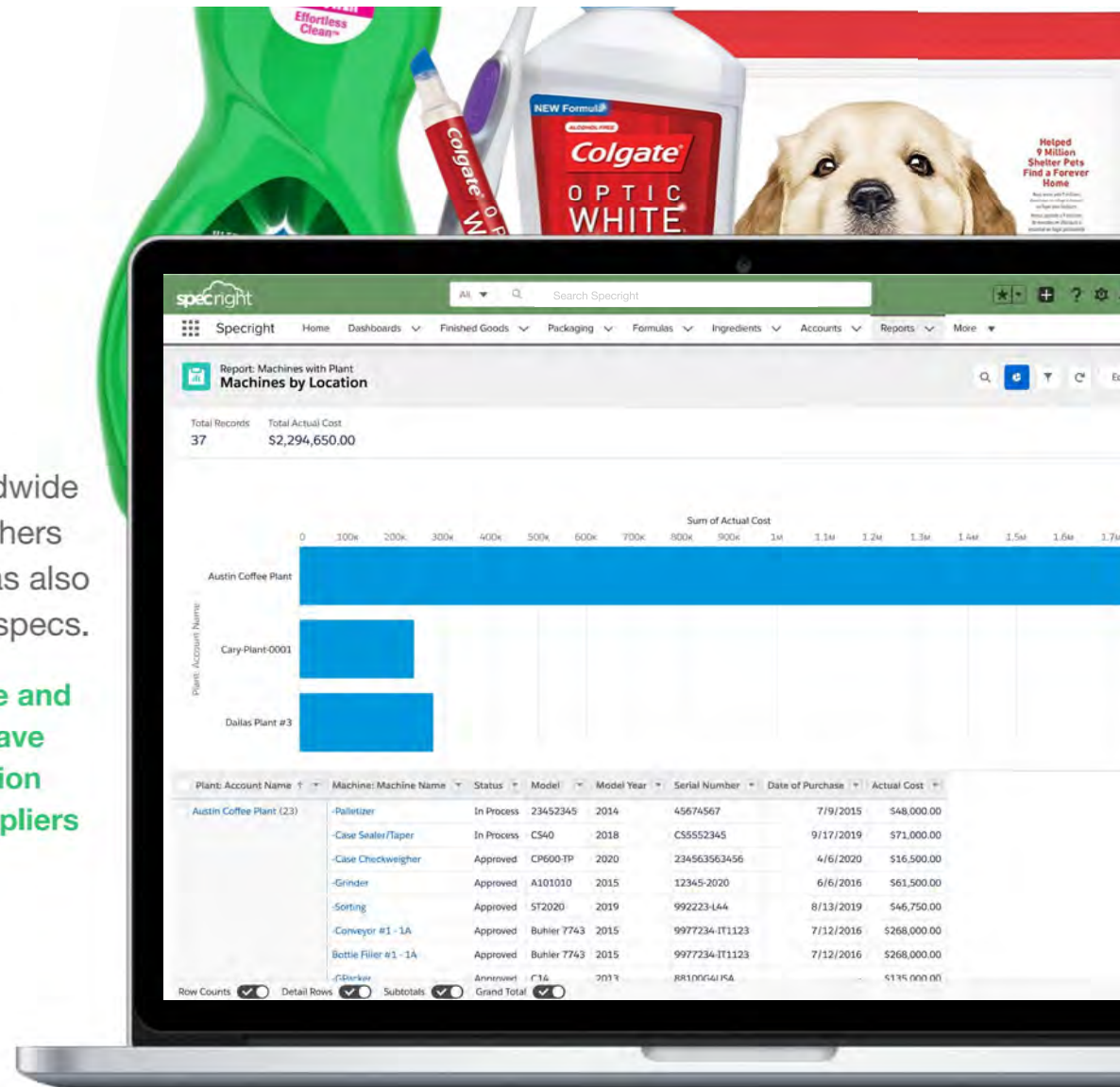




Taking Control of Machinery Specs

The company has 40+ manufacturing facilities worldwide but engineers didn't have the ability to see what others were doing in different facilities & countries. There was also a lack of standardization of machinery & equipment specs.

Machinery specs are now consistent from site to site and country to country. Colgate's OEM partners also have access to Specright and are engaged in specification approvals, enhancing collaboration with external suppliers and partners.





Thank You & **Questions**



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