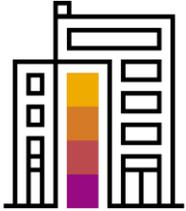




# SAP® Innovation Awards 2020 Entry Pitch Deck

Mining a Single Source of Truth for Real-Time Insights and Data-Driven Decisions with SAP BusinessOne

TemperPack Technologies, Inc.



## Company Information

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<b>Headquarters</b>	Richmond, VA United States
<b>Industry</b>	Packaging
<b>Web site</b>	<a href="http://www.Temperpack.com">www.Temperpack.com</a>

TemperPack® makes packaging that works for businesses, people, and the planet. The company was borne out of a desire to reduce the amount of unsustainable packaging caused by the rise of e-commerce and perishable delivery. Incorporating environmental responsibility into product design, the company specializes in bringing the highest quality packaging solutions to scale. Operating an ISTA® certified Thermal Transport Lab and state-of-the-art production facilities in Richmond, VA and Las Vegas, NV, TemperPack is rapidly expanding our reach in the perishable food and life sciences industries. Our mission is simple: protect products with packaging that protects the planet.

# Mining a Single Source of Truth from a Digital Core

TemperPack Technologies, Inc.



TemperPack



SAP BusinessOne® has been a major upgrade to the technology foundation of our business. We're seeing benefits already and are excited about its potential to transform how we work.

Brian Powers, CEO,  
TemperPack  
Technologies, Inc.

## Challenge

Keep up with a rapidly-growing customer base, increasingly complex manufacturing and inventory challenges, and major geographic expansion in a fast-paced, quality-controlled environment. Used multiple software platforms to manage inventory, finance, and production workflows. Could not rely on the accuracy of its internal data, especially with inventory management. Could not achieve SQF certification some customers wanted, based on an inability to reliably track its materials through production.

## Solution

Implementing **SAP BusinessOne®** on the Microsoft Azure cloud platform, with help from ACUMEN Corporation. Through a rigorous discovery process, ACUMEN Corporation provided technology and business expertise that led to the implementation of SAP BusinessOne® as a robust ERP system to provide one single source of truth across Inventory, Finance and Manufacturing

## Outcome

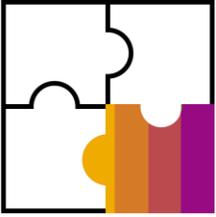
Dramatically improved visibility and decision-making across the organization, and a foundation for future strong growth. Improved quality control and traceability of product throughout manufacturing process from start to finish, down to the pallet. Ability to calculate margins instantly, resulting in significant time and cost savings in manufacturing and procurement. Ability to track the sustainability of materials and finished products from gate to gate.



**50%** Improved lead times

**80%** Expected reduction in time to close the books – from 15 days to 3 days

**Within 24 hours** Customer orders confirmed



## Participating Partner Information

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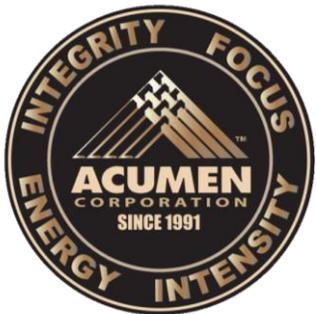
### ACUMEN Corporation

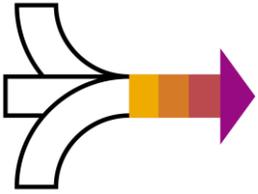
Partnered to implement SAP BusinessOne® and integration with external systems via DI API and custom programming.



“ACUMEN has been a great partner. This deployment touched nearly every aspect of our operation, and we needed an expert to come in and provide both technology and business acumen to make it a holistic success. ACUMEN has delivered at every step.”

Paul Blocher, VP of Finance, TemperPack Technologies, Inc.





## Business Challenges and Objectives

In 2018 TemperPack launched ClimaCell®, which has disrupted the market by providing a recyclable alternative to expanded Polystyrene (EPS), better known as Styrofoam.

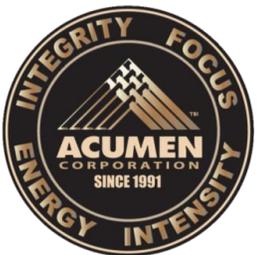
- A plant-based, thermal insulator that protects Control Room Temperature (CRT), refrigerated, and frozen pack-outs up to 96 hours.
- Delivers high thermal performance similar to that of EPS, with comparable R-Values at equal thicknesses.
- The first curbside recyclable, thermal insulator to receive the “Widely Recyclable” designation from How2Recycle®, a program from the Sustainable Packaging Coalition.
- Recycles alongside cardboard boxes, which has the highest recycling rate of any material (93%)<sup>1</sup>, and is compliant with OCC-E re-pulpability standards.
- Awarded US patent #10,357,936.

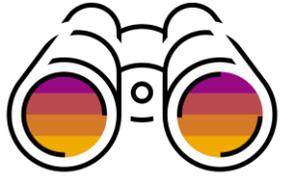
The launch of ClimaCell® drove over 40% annual revenue growth.

New customers in the life sciences space turned to ClimaCell: Diplomat Specialty Pharmacy, Albertson’s Specialty Pharmacy, Noble Health, OptionOne, New England Biolabs, and more.

New food customers such as Misfits Market, Imperfect Foods, and Scout and Cellar Wines joined strong existing customers including HelloFresh, Home Chef, and Splendid Spoon.

To keep up, TemperPack significantly expanded its facility in Las Vegas, NV, and nearly doubled its manufacturing capacity.



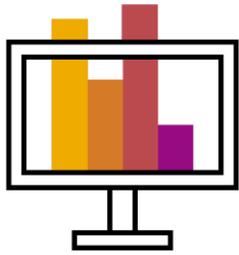


## Project or Use Case Details

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Before implementing SAP BusinessOne®, ACUMEN Corporation performed extensive deep-dive analysis of every aspect of TemperPack's business. That process formed the foundation for a successful implementation and also served as the basis for TemperPack to review every aspect of their business processes. In parallel, TemperPack chose to leverage the API extensibility of BusinessOne® and develop a fully integrated warehouse management system (WMS) to facilitate the receiving, shipping, production and inventory processes. Specifically, TemperPack is able to:

- Dramatically improve visibility and decision-making across the organization.
- Improve quality control and traceability of product throughout the manufacturing process from start to finish, down to the pallet.
- Calculate margins instantly, resulting in significant time and cost savings in manufacturing and procurement.
- Confidently calculate TemperPack's scope 1 and 2 carbon footprint and provide customers with estimates on packaging they purchase.
- Track the sustainability of materials and finished products from gate to gate.
- Have a foundation for future growth.



# Benefits and Outcomes

## Business or Social

- 50% improved lead times
- Customer orders confirmed within 24 hours
- Ability to track the sustainability of materials and finished products from raw material purchase, through production, to finished goods shipped (batch traceability)
- Can calculate margins and profitability instantly before confirming orders
- Simplified item structure leading to more accurate tracking of materials and finished goods and helps ensure customers get the products they need
- Confidently calculate TemperPack's scope 1 and 2 carbon footprint and provide customers with estimates on packaging they purchase

## IT

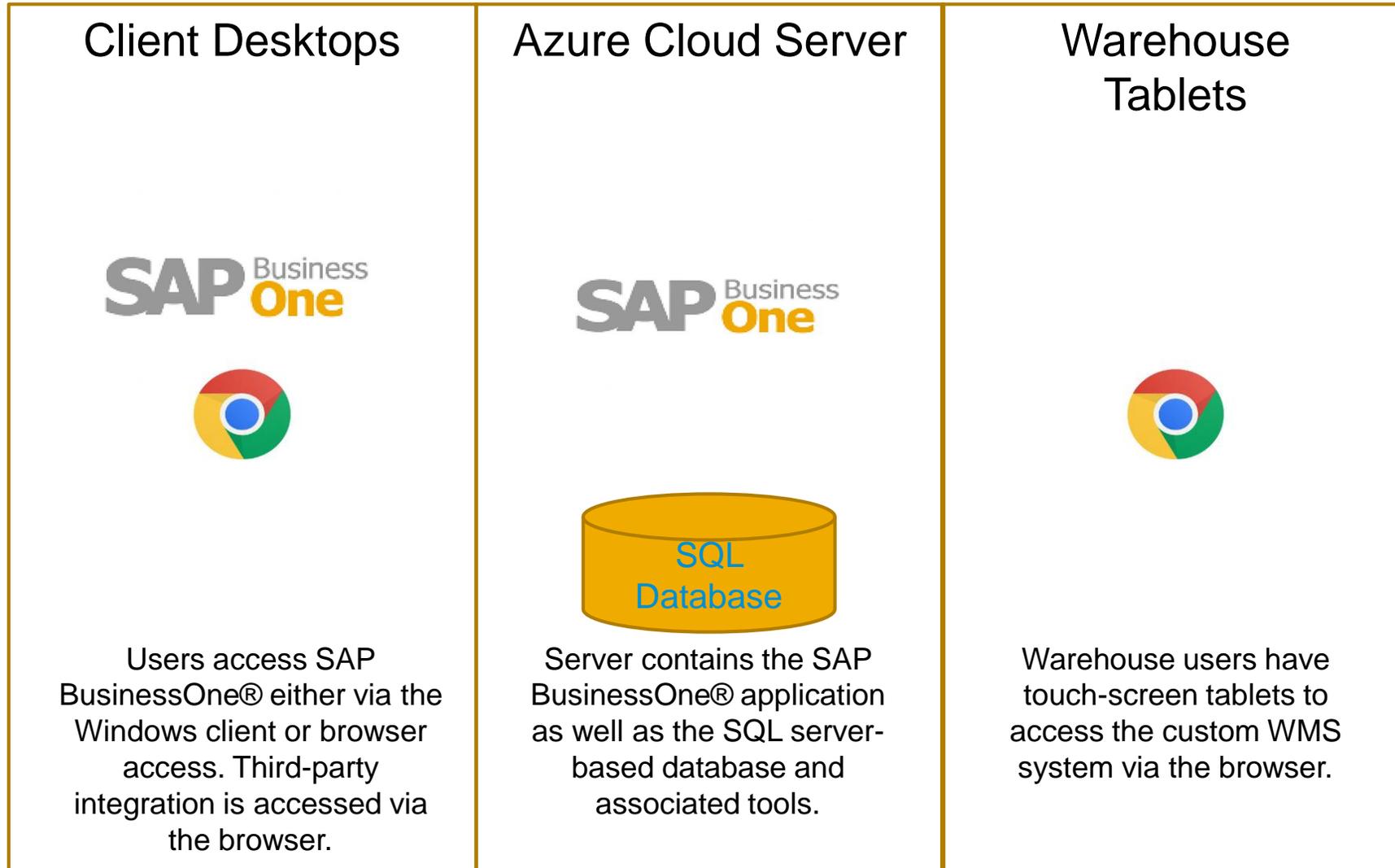
- Single system to maintain and support
- Modern platform with unlimited growth potential
- Bar-coded warehouse management via tables and scanners, leading to more accurate and timelier inventory management
- Much more accurate tracking of production costs, including labor

## Human Empowerment

- 24x7 reporting available, enabling more informed decision making
- Full collaboration between teams, with traceability, alerts and approvals
- Elimination of spreadsheets for production planning allows for tighter scheduling and resource planning
- Single look and feel across all modules (as opposed to disparate systems with different UIs)



# Architecture





# Deployment

**Deployment status** Live

**Date** October 2019

**Number of users** 49 direct + ~50 indirect warehouse users

## SAP technologies used:

	SAP product	Deployment status (live or proof of concept [POC])	Contribution to project
1	SAP BusinessOne	Live	Provided a next-generation, intelligent ERP business suite
2	SAP DI API – WMS solution	Live	In-house developed WMS for receiving, shipping, production and inventory processes
3	SAP DI API – Data integration	Live	Utilized for integration with external systems

If you have used one of the services or support offerings from SAP Digital Business Services during the implementation or deployment phase, please select with  one or more of the following offerings:

SAP MaxAttention™

SAP ActiveAttention™

SAP Advanced Deployment

SAP Value Assurance

SAP Model Company

Others: SAP Preferred Success services for SAP SuccessFactors solutions, including score card creation and governance workshops

SAP Innovation Services

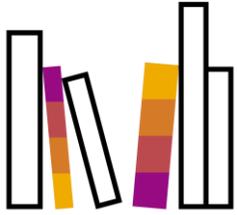
SAP Innovative Business Solutions



# Advanced Technologies

The following **advanced technologies** were part of the project.

	Technology or use case	Yes or No	Contribution to project
1	3D printing	No	
2	Blockchain	No	
3	Internet of Things (IoT)	No	
4	Machine learning or AI	No	
5	Conversational AI	No	
6	Robotic process automation	No	
7	Data anonymization	No	
8	Augmented analytics	No	
9	Application Integration	Yes	Integration with on-house developed WMS system and third-party A/P processing system (Bill.com)



## Additional Information

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With the implementation of SAP BusinessOne®, TemperPack Technologies is in a much better position to respond to their customer's needs and continue to lead the industry with innovative and sustainable products well into the future. Now that SAP BusinessOne® is fully live, there are a number of on-going projects that will enhance TemperPack's position in the industry.

- Integration with Salesforce.
- Integration with a CPQ tool. This will provide the ability to take production capacity and real time margins and provide more acute quotes to customers.
- Placement of monitors on the production floor so that everyone can see real time production data and the goals that are being set for production that day.
- Customize dashboards for all users, so when they log into SAP BusinessOne® they can focus on key areas that will help drive business objectives.
- Integration with custom sample queue for new product development.

In summary, SAP BusinessOne® is the hub and TemperPack wants everything to run through it