White Paper

Use cases of AI in Safety

Manufacturing Industry

SprintlyWorks©

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About SprintlyWorks

About

SprintlyWorks©

SPRINTS-AS-A-SERVICE

Answer Big Questions &
Deliver Sustainable Impacts

Visit Our Website

- Established in 2018
- Headquartered in Helsinki
- Headcount: 15
- 100+ projects delivered

We advise top management across industries...

Industrials	Metals & Mining	Chemicals
Healthcare	Oil & Gas	Automotive
Consumer Goods	Pulp & Paper	Utilities

...on most pressing & complex problems in:

Manufacturing	Corporate Finance & Strategy
Supply Chain	People & Organisation
AI & Technology	Business Development
Operations	Sustainability

Recognition & Awards

Featured on World Economic Forum for being a trailblazer in Future of Work

One of The Top 8% Achievers in 2024 ranked by Kauppalehti – Finland's largest economic publication

Customers appreciate our impact

ABB

> *"**The work of the team was important** in increasing the level of awareness and urgency on the selected subject internally.*
>
> ***Director, ABB***

Kemira

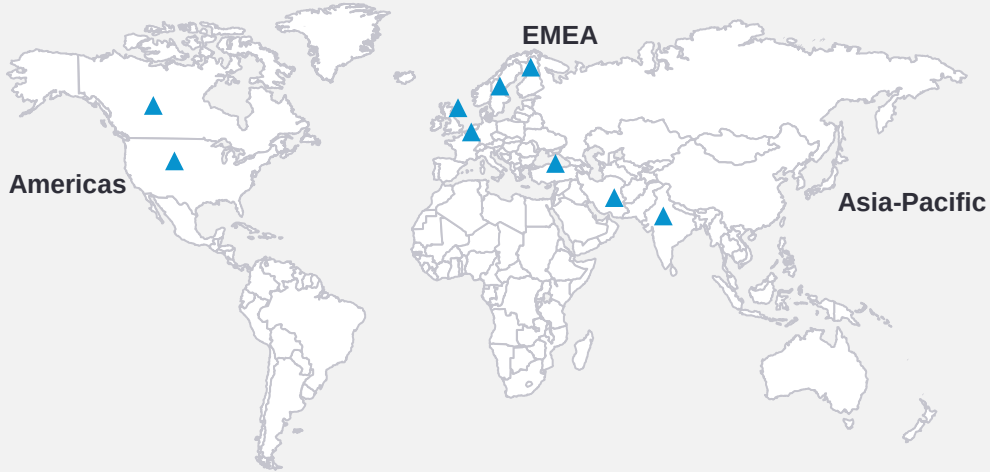
> *"I have to say that from quality perspective team exceeded all targets. **Fast, intense – "Sprint Manner"** way of working showed well its power.*
>
> ***Senior Vice President, Kemira***

TOYOTA

> *"I have completed 23 years in the industry and I'm not that easily impressed but I must **say astonished by the result** you have here.*
>
> ***Director Strategic Innovation, Toyota - Material Handling***

We have 50+ country research experience, with sector knowledge in Chemical, Industrial Equipment, Paper & Pulp to name a few

- Deep geographic coverage, we have conducted market interviews in 50+ countries namely.
  - **Americas** – US, Canada
  - **Asia** – India, UAE
  - **EMEA** – Finland, Sweden, UK, Germany
- This help customers in building comprehensive knowledge of their business worldwide with strategic decision-making.



Our Notable Customers:

NOKIA SIEMENS GE TOYOTA ABB Fazer UPM storaenso ANDRITZ VATTENFALL
kemira SANDVIK FINNAIR Metsä fortum Alko Danfoss NESTE essity st1
L&T Valmet Huhtamaki outokumpu elisa PAULIG Orkla VAISALA posti

Our in-house capability

Team to lead, supervise, and drive the project

Partner

Rahul Abhisek

- **Background:** MSc Business and Design from Aalto University, Finland
- **Notable references:** Bill & Melinda Gates Foundation, Kemira, ABB, GE, Stora Enso, UPM

Director

Tuomas Marttila

- **Background:** MBA from IMD
- **Previous experience:** Bain & Company and private equity across multiple industries, with a focus on industrial goods and services and energy.

Senior Consultant

Quy Pham

- **Background:** MSc. in Finance & CEMS from Aalto University
- **Previous experience:** Lead and delivered 30+ projects across multiple industries, like Energy, Pulp & Paper, Consumer Goods

Consultant

Jongsuk Hyun

- **Background:** MSc. in Management from London Business School
- **Previous experience:** Lead & delivered 10+ projects across a variety of sectors, like Chemical, Industrial Equipment and Food & Beverage

Knowledge Analysts

Lam Nguyen

- **Background:** BA, Economics at Foreign Trade University of Vietnam
- **Previous experience:** Designed market strategies & opportunity diagnosis in APAC region for 10+ European clients

Nanak Moolchandani

- **Background:** BCom Honors at Delhi University
- **Previous Experience:** Led & executed more than 20+ projects for clients across Sustainability, FMCG, Digitalization in EMEA and APAC

Aalto University

Bill & Melinda Gates Foundation

Bain & Company

IMD

E.ON Inhouse Consulting

EY Building a better working world

Bain & Company

London Business School

BCG

ARC Consulting

NRI

We built a strong pipeline of rockstar talents!

Global Talent Pool

... From Top-tier Universities

... Across 10 European Countries

... In Different Specialisations

Finance	Supply Chain
Strategy	Data Analytics
Sustainability	Industrial Engineering
Marketing	Business Law

Available associates for 2025

Talent's University		*Experiences*
	***Ni*** MSc in Finance Aalto University	BAIN & COMPANY
	***Meriem*** MSc in Marketing Stockholm School of Economics	McKinsey & Company
	***Dario*** MSc in Business Bocconi School of Management	Husqvarna
	***Simon*** MSc in Finance and Economics London School of Economics	LEK
	***Haytham*** MSc in Strategic Management HEC Paris	BCG

2000+
Talents...

Situation

- Manufacturing industries face increasing safety challenges, with workplace accidents leading to financial, operational, and reputational risks
- In the EU, manufacturing accounted for ~18.0% of all non-fatal accidents & 15.2% of all fatal accidents in 2022
- SprintlyWorks has conducted in-depth research and industry engagements to assess how AI-driven solutions can enhance workplace safety by preventing incidents, reducing human error, and improving compliance

Objectives

1. Assess the current state of workplace safety in manufacturing and identify critical pain points
2. Evaluate AI-driven safety solutions and their potential to enhance risk detection
3. Understand regulatory and operational challenges companies face in adopting AI-powered safety systems

SprintlyWorks aimed to answer the following questions in the pre-study:

1. What are the biggest safety risks in manufacturing today, and where are current safety measures falling short?
2. How can AI help improve workplace safety, and what are the best use cases?
3. What are the key implementation challenges, including compliance, costs, and workforce adaptation?

Executive Summary

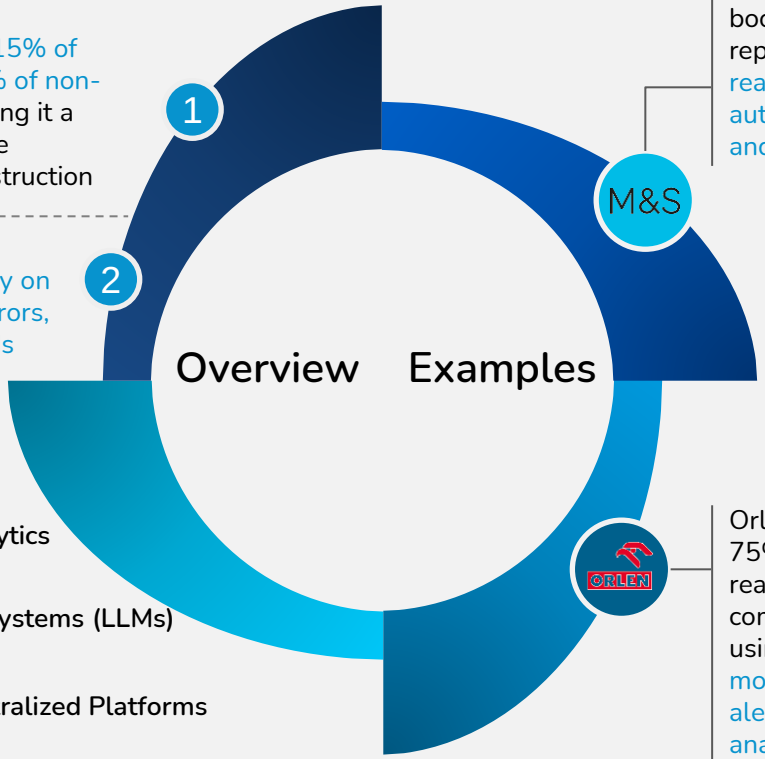
Challenges

Manufacturing accounts for ~15% of workplace fatalities and ~18% of non-fatal incidents in Europe, making it a major contributor to workplace accidents, second only to construction

Traditional ways of safety in manufacturing depends heavily on human compliance, causing errors, delays, and overlooked hazards

AI Solutions

- AI-Powered Video Analytics
- Predictive Maintenance Systems (LLMs)
- Digital Work Permits/Centralized Platforms
- AI-Driven Posture Analysis
- Geofencing Solutions



Marks & Spencer cut incidents by 80% and boosted near-miss reporting by 10% using real-time risk detection, autonomous event capture, and CCTV integration

Orlen cut incidents by 75% in 16 weeks and reached 95% PPE compliance in 6 months using real-time monitoring, automated alerts, and AI-driven analysis

Source: Analysis

Overview of Safety in EU

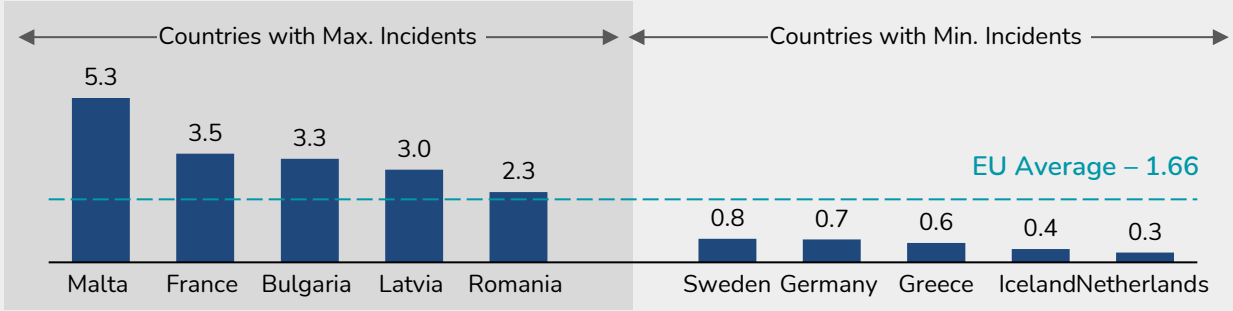
Within EU, Manufacturing sector accounts for up to 18% of total work incidents, with Malta leading fatal incidents and Denmark for non-fatal

In EU, Manufacturing sector accounts for..

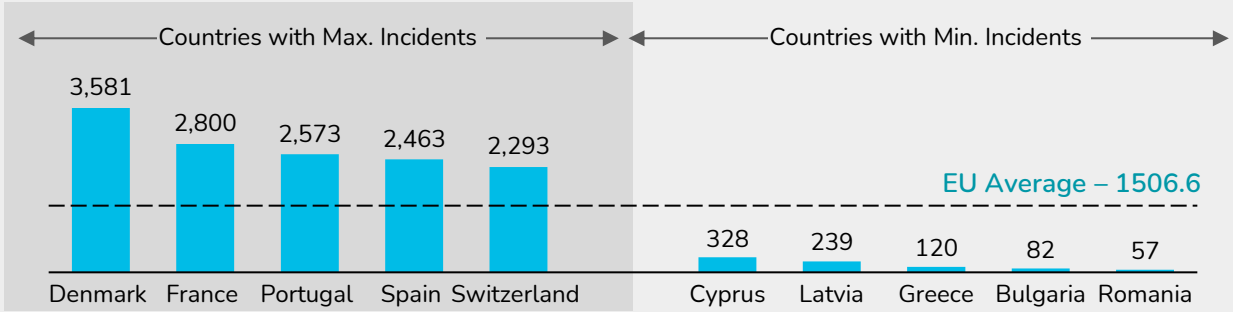
15% of total fatal incidents

18% of EU total non-fatal incidents

Fatal Incidents Rate Across EU countries
(per 100,000 employed people)



Non-Fatal Incidents Rate Across EU countries
(per 100,000 employed people)



Source: Eurostat

Common Challenges in Safety

Key issues across QHSE themes

WORKER SAFETY MONITORING

- Delayed hazard detection
- PPE non-compliance
- Unsafe proximity to hazardous zones

SAFETY DATA AND RISK PREDICTION

- Poor incident insights
- No hazard prediction
- Data entry errors
- Weak safety correlations

ERGONOMICS & FATIGUE MONITORING

- Slow reporting
- Language barriers
- Underreporting of minor incidents
- Delayed emergency response

DIGITAL PERMITS & LOCKOUT-TAGOUT

- Permit errors
- Weak LoTo enforcement
- Unauthorized work
- Hard-to-audit records

ALONE WORKING SAFETY

- No instant alerts
- Poor worker tracking
- Slow emergency response

INCIDENT REPORTING

- Repetitive strain injuries and musculoskeletal disorders
- Worker fatigue leading to errors and accidents

TRAINING & INDUCTION

- High costs
- Inconsistent knowledge retention
- Difficulties in conducting remote training

HAZARDOUS SUBSTANCE SAFETY

- Toxic exposure
- Slow air monitoring
- No predictive alerts

Source: News Articles

AI-Driven Solutions

Following models and their use cases in manufacturing ensure worker safety, offering solutions from monitoring to data-driven insights.

01 Vision AI

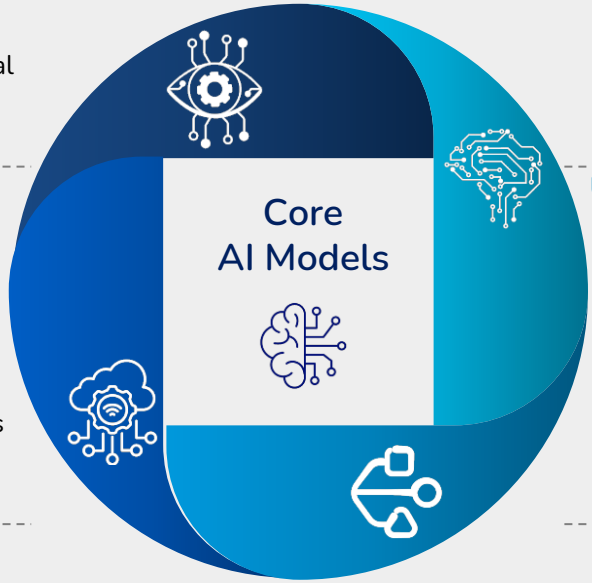
Uses computer vision to interpret visual data from cameras for object, person, or behavior recognition

Use-cases: Identifies workers without PPE (helmets, gloves) or unsafe postures in real-time

02 IOT

Network of connected physical devices that collect and share real-time data

Use-cases: Tracks worker movement, detects falls, or monitors air quality to prevent safety hazards



Edge AI 03

AI models that process data locally on devices (like cameras, sensors) without cloud dependency

Use-cases: Detects worker proximity to hazardous machinery and triggers immediate alerts

LLMs 04

AI that understands and generates human-like text based on large datasets

Use-cases: Provides contextual safety instructions like “Shift your posture to avoid back strain” based on sensor data

Source: News Articles

AI solutions existing under each theme

Deep-dive in next slides

WORKER SAFETY MONITORING

- Video analytics for real-time hazard detection
- Geofencing and automated alerts
- Proactive intervention for risk prevention

SAFETY DATA AND RISK PREDICTION

- Predictive models for hazard forecasting
- Automated data collection and analysis
- LLM-powered safety analytics

ERGONOMICS & FATIGUE MONITORING

- Wearable AI sensors for fatigue detection
- AI-driven posture analysis for injury prevention

DIGITAL PERMITS & LOCKOUT-TAGOUT

- Digital work permits for compliance tracking
- AI-based LoTo systems with digital verification

ALONE WORKING SAFETY

- Real-time worker monitoring
- Automated emergency alert systems

INCIDENT REPORTING

- Voice-controlled AI for real-time incident reporting
- Chatbots for reporting & tracking incidents

TRAINING & INDUCTION

- VR training modules for immersive learning
- AI-driven adaptive learning for personalized training

HAZARDOUS SUBSTANCE SAFETY

- IoT sensors for real-time air quality monitoring
- Predictive analysis for chemical exposure risks

Source: News Articles

Industry Case Examples

Worker Safety and Monitoring

Worker Safety Monitoring | AI Solutions

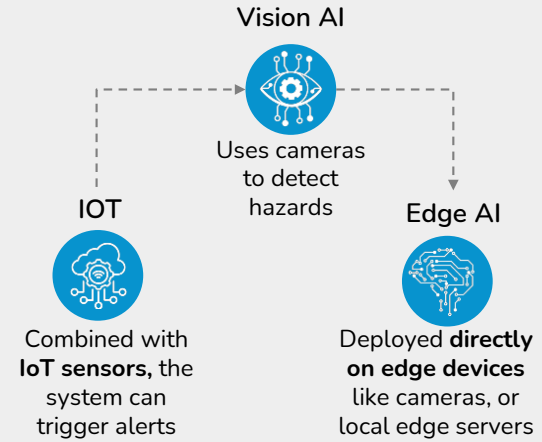
Vision AI and Edge AI play a crucial role in enhancing AI solutions for worker safety

Issues	Complications	AI Solutions
Delayed responses to hazards	Manual supervision leads to human fatigue	Proactive Intervention
Difficulty in ensuring safety (for example PPE compliance)	Non-compliance often go unnoticed without human intervention	AI-powered Video Analytics
Unsafe proximity to hazardous zones (machines, high-heat areas, etc.)	Inefficiency in identifying real-time risks	Geofencing Solutions
Ineffective and unsafe access management	Physical barriers requires high dependency on manual oversight	Smart Access Control

Source: News Articles

AI-powered video analytics

How it works



Value delivered

1. Faster detection and alerts
2. Lower network dependency
3. Immediate response in emergency

Worker Safety Monitoring | Case study - 1

Marks and Spencer

Marks & Spencer (M&S) is a leading British retailer offering high-quality clothing, food, and home products, known for sustainability

Executive Summary

Marks & Spencer used Protex AI at one of their largest distribution center to enhance workplace safety, reducing incidents and improving near-miss reporting

Challenge

Safety Monitoring & Compliance

Post-Covid Growth

Increase in customer orders to **two million** single orders per week

Workforce Expansion

Risks increased due to less experienced workforce

Monitoring Challenges

Traditional safety methods lacked real-time insights

Compliance Issues

Ensuring safety while **maintaining compliance** was difficult

Source: Company Website

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Executive Summary:

Marks & Spencer used Protex AI at one of their largest distribution center to enhance workplace safety, reducing incidents and improving near-miss reporting

Solution

Protex AI

Protex AI integrated with existing CCTV infrastructure to detect unsafe behaviors

1. Identify Risk Areas
2. Capture and Tag Events
3. Data-Driven Insights
4. Proactive Training
5. Sustained Improvement

Automatically recorded incidents and near-misses

Highlighted safety trends and patterns, helping the HSE team

Guided targeted safety training to address safety gaps

Continuous monitoring allowed to maintain reduced incidents

AI's implementation enabled real-time risk detection, proactive training, improved safety visibility, and seamless integration with existing systems

which resulted in...

Source: Company Website

Worker Safety Monitoring | Case study - 1

Marks and Spencer

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Executive Summary:

Marks & Spencer used Protex AI at one of their largest distribution center to enhance workplace safety, reducing incidents and improving near-miss reporting

Impact

80%
Reduction in incidents in first 10 weeks

10%
Increase in near-miss reporting

+-5%
Keeping incidents at baseline #'s

Source: Company Website

Industry Case Examples

Safety Data and Risk Prediction

Safety Data and Risk Prediction | AI Solutions

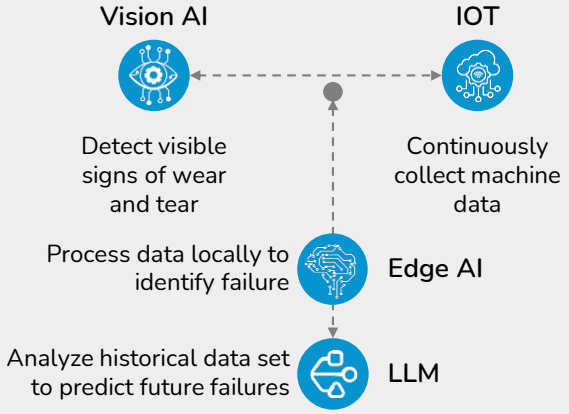
AI captures visible wear and tear, with LLMs processing data to generate insights

Issues	Complications	AI Solutions
Limited insights from incident reports and risk assessments	Incident logs becomes outdated before it can drive timely insights	LLM Powered Safety Analytics Platform
Lack of data for predicting future hazards	Limitations in forecasting hazards from manual assessments	Predictive Maintenance Systems
Manual data entry errors	Human errors result in inaccurate records and flawed risk analysis	Automated Data Capture
Difficulty in correlating different safety parameters	Fragmented data makes it hard to and analyze safety trends	Multimodal AI Integration

Source: News Articles

AI Predictive Maintenance Systems

How it works



Value delivered

1. Reduced fatal accidents
2. Early detection of hazardous conditions
3. Reducing maintenance related accidents

ORLEN

ORLEN is a European corporation which focuses on producing energy, fuel, and petrochemicals, supplying their products in over 100 countries across six continents

Executive Summary:

Orlen deployed Surveily AI to improve refinery safety, enabling real-time visibility, faster incident response, better contractor monitoring, and data-driven insights

Challenge

Limited insights posed future risks

High-Risk Operation

Loading hot liquid asphalt (>200°C) posed severe burn and respiratory hazards

PPE Compliance

Workers often neglected face shields, risking injuries

Inconsistent Tracking

Safety violations went unnoticed, delaying responses

Operational Downtime

Slow response and lack of data led to higher operational hazards

Source: Company Website

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Solution

Surveily

1. **Cameras at the Filling Station** — Monitors the loading of liquid asphalt into road tankers
2. **Signaling Device** — Alerts via sound or light if a violation is detected
3. **PPE Analysis** — Scans for missing or improperly worn PPE like helmets or visors
4. **Incident Reporting** — **Incidents are recorded** in the system and trigger a warning signal
5. **System Integration** — The solution integrates with Orlen's internal systems

Safety data further enabled real-time monitoring and trend analysis, allowing AI to predict risks and drive proactive safety intervention

which resulted in...

Source: Company Website

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Executive Summary:

Orlen deployed Surveily AI to improve refinery safety, enabling real-time visibility, faster incident response, better contractor monitoring, and data-driven insights

Impact

75%
Reduction in incidents in 16 weeks

95%
PPE compliance after six months

35%
Decrease in unsafe behaviors in 2 weeks

Source: Company Website

Industry Case Examples

Ergonomics and Fatigue Monitoring

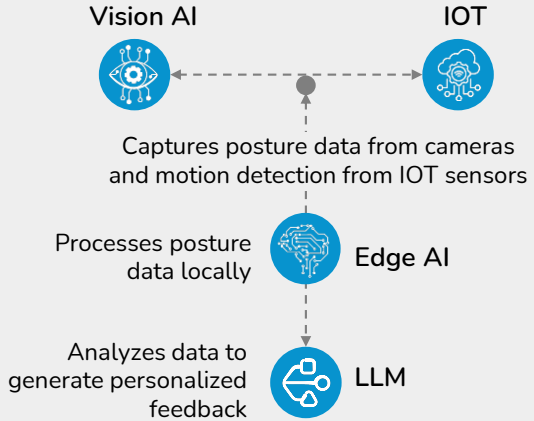
LLMs analyze vast data with IOT and Vision AI to provide personalized feedback

Issues	Complications	AI Solutions
Lack of Tracking for Posture and Strain	Infrequent evaluations using manual assessments tools	AI-Driven Posture Analysis
Worker Fatigue Leading to Errors and Accidents	Manual supervision, shift rotations, and self-reporting to monitor fatigue	AI-Powered Exoskeletons
Repetitive Strain Injuries and Musculoskeletal Disorders	Inconsistent checks fails to provide insights into workers posture and strain	Wearable AI sensors

Source: News Articles

AI-Driven Posture Analysis

How it works



Value delivered

1. Optimized Resource Utilization
2. Improved Ergonomics
3. Data-Driven Safety Compliance

AKA Automotive

AKA Automotive is a leading United States manufacturer of high-quality automotive components, specializing in precision engineering for the automotive industry

Executive Summary:

AKA Automotive reduced ergonomic-related cases by implementing Intenseye's AI solution, automating risk assessments, and taking corrective actions

Challenge

Increasing cases of MSD due to lack of data

Manual Risk Assessments

Company relied on manual REBA & RULA assessments, which were not effective

Rising Musculoskeletal Disorder

Increasing cases of musculoskeletal disorders reported

Unidentified High-Risk Tasks

High-risk tasks causing ergonomic strain were not easily detected

Lack of Corrective Measures

Implementing corrective actions were challenging, without insights

Source: Company Website

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Executive Summary

AKA Automotive reduced ergonomic-related cases by implementing Intenseye's AI solution, automating risk assessments, and taking corrective actions

Solution

intenseye

1. **AI Integration** — Implemented Ergonomics solution across the workplace
2. **Automated Assessments** — Replaced manual REBA & RULA assessments with AI-driven posture analysis
3. **Risk Identification** — AI continuously detected high-risk tasks and poor ergonomic practices
4. **Data-Driven Insights** — Provided actionable insights through REBA & RULA scores for targeted improvements
5. **Corrective actions** — Enabled quick corrective measures based on insights

Gained real-time visibility into high-risk tasks, automated ergonomic assessments, and implemented targeted corrective action using the data

which resulted in...

Source: Company Website

AKA Automotive

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Executive Summary

AKA Automotive reduced ergonomic-related cases by implementing Intenseye's AI solution, automating risk assessments, and taking corrective actions

Impact

72%
Reduction in MSD Cases

708
Man-hours of additional ergonomic training

362 – 102
Cases in 2023 as compared to 2024

Source: Company Website

Industry Case Examples

Digital Permits and LOTO

Digital Permits & LOTO | AI Solutions

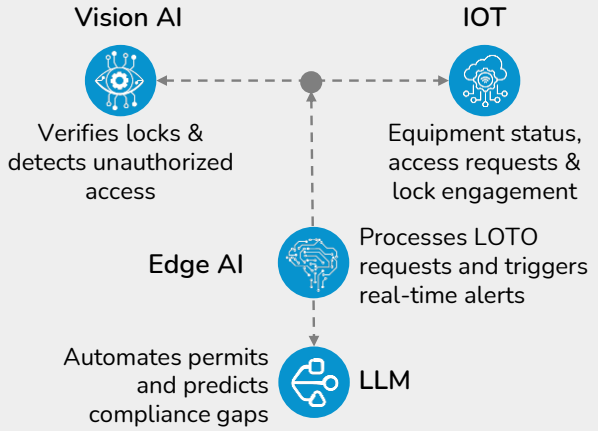
AI solutions enable companies to centralize data storage for digital permits and SOPs

Issues	Complications	AI Solutions
Inaccessible LOTO documents due to lack of standardized procedures	Scattered storage and inconsistent formats cause delays	Digital work permits/ Centralized Platform
Unverified Worker Qualifications	Manual verification increases error risk	Worker Qualification Verification
Limited Safety Monitoring	Non reporting of critical safety violations	AI Video Analytics for Monitoring
Time-consuming Permit Issuance/ Approval Delays	Physical paperwork & manual approvals slow down work processes	Digital Approval Process

Source: News Articles

AI Centralized Platform/Digital Permits

How it works



Value delivered

1. Ensures standard LOTO procedures
2. Provides instant visibility of lock status
3. Automates permit approvals

General Electric

GE Appliances is a leading home appliance manufacturer, producing products like refrigerators, ovens, washers, dryers, etc.

Executive Summary

GE Appliances streamlined LOTO management with Benchmark Gensuite, ensuring instant access, reduced errors, and improved safety compliance through digital standardization

Challenge

Decentralized LOTO Management

Inconsistent LOTO Procedures

Varied formats and visual cues made procedures hard to follow

Scattered Documents

Procedures stored in multiple locations delayed access

Manual Updates

Physical inspections and handwritten updates caused errors

Compliance Risk

Lack of standardization increased non-compliance risk

Source: Company Website

Digital Permits & LOTO | Case study - 4

General Electric

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Executive Summary

GE Appliances streamlined LOTO management with Benchmark Gensuite, ensuring instant access, reduced errors, and improved safety compliance through digital standardization

Solution

BENCHMARK GENSUITE

1. **Centralized Digital Repository** — Standardized and stored 10,000 LOTO procedures in one platform
2. **QR Code Integration** — Enabled instant access to LOTO documents via mobile devices
3. **Customizable Templates** — Ensured consistent LOTO formats across all sites
4. **Automated Inspection Alerts** — Set up reminders for timely procedure reviews
5. **Real-time Access & Updates** — Replaced manual paperwork with instant digital updates

Enhanced compliance, reduced search time, minimized human errors, improved efficiency, and ensured standardized, real-time LOTO access.

which resulted in...

Source: Company Website

Digital Permits & LOTO | Case study - 4

General Electric

GE Appliances is a leading home appliance manufacturer, producing products like refrigerators, ovens, washers, dryers, etc.

Executive Summary

GE Appliances streamlined LOTO management with Benchmark Gensuite, ensuring instant access, reduced errors, and improved safety compliance through digital standardization

Impact

10,000
LOTO procedures centralized

100%
Digital Access

Significant reduction in search time and reduced human errors

Source: Company Website

Regulatory considerations

General Data Protection Regulation (GDPR)

Governs the collection, processing, and storage of personal data, ensuring worker privacy is protected throughout the AI system's operations

EU Occupational Health and Safety Framework

Establishes employer responsibilities to ensure a safe and healthy working environment, including risk assessments and preventive measures

EU Machinery Directive (2006/42/EC)

Applies if AI is integrated with or impacts machinery, ensuring that all equipment meets essential health and safety requirements

EU Artificial Intelligence Act

Categorizes AI systems by risk and impose stricter controls on high risk applications, including those used in manufacturing for worker safety

Source: Government Websites (Regulations)

Implementation considerations

1. ### Tailored AI Models & Predictive Analytics

   Develop & deploy machine learning models specific to safety scenarios, like computer vision for detecting PPE non-compliance

2. ### System Integration & Interoperability

   Ensure that AI solutions seamlessly integrate with existing manufacturing systems (e.g., SCADA, ERP) & safety mechanisms

3. ### Robust Data Integration & Quality Assurance

   Integrate data from multiple sources such as IoT sensors, wearables, and legacy systems, ensuring accuracy

4. ### Worker Training, Transparency, & Compliance

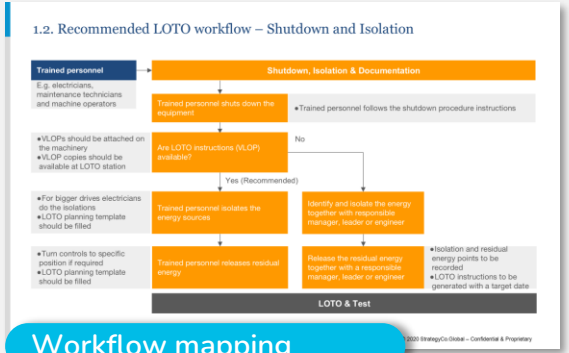
   Provide comprehensive training so that workers understand how AI tools work and how to act on their alerts

How SprintlyWorks Can Help

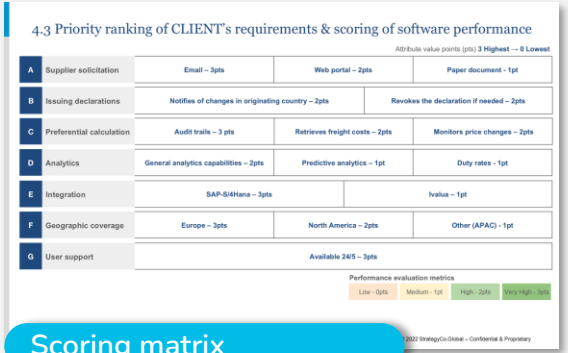
Methodologies

1. Understand	2. Scout	3. Evaluate	4. Shortlist	5. Implement
▪ Identify use-cases of AI to automate workflow ▪ Gather business requirements and evaluation criteria	▪ Conduct a market scan to compile a long list of suitable AI solutions ▪ Conduct a high-level analysis of the product capability & usability	▪ Perform detailed analysis of all identified solutions ▪ Compute scoring matrix based on business requirements	▪ Conduct workshop to shortlist most potential solutions ▪ Support in writing Rfls document ▪ Design pilot program	▪ Design detailed implementation and change management plan ▪ Provide PMO support to monitor implementation and address bottlenecks

Tools & Enablers



Workflow mapping



Scoring matrix

We helped Tissue Co. reduce safety risk at its plants by creating a risk assessment tool and implemented LOTO

ABOUT OUR CLIENT

- Tissue Co. experienced fatal accidents and high worker safety incidents, with a high Lost Time Accident Frequency (LTAF) score.
- The existing risk assessment process was inadequate in preventing these incidents.

OUR CLIENT NEEDS

DEVELOP RISK ASSESSMENT TEMPLATE TO IMPROVE SAFETY

- TissueCo. aimed to enhance worker safety by developing a user-friendly risk assessment template for paper machine hazards.
- They aim to implement lockout and Tagout (LOTO) in its factories.

BENCHMARK INDUSTRY BEST PRACTICES FOR LTAF

- Hygiene Co. wanted to understand how companies with low LTAF implemented risk assessment tools and Lock-out-tag-out.
- Best practices and learnings from assessment tools and LOTO implementation
- Identify new digital solutions for LOTO

OUR APPROACH

Benchmark occupational health & safety standards

The team **benchmarked three different widely used occupational health & safety standards and extracted the relevant safety features from them.** These standards provided the three significant steps of risk assessment.

Create risk assessment process for Tissue Co.

To determine the best practices in risk assessment, **the team compared the current standards of Tissue Co., against other companies with lower LTAF**. This analysis helped optimize the risk categories for the template.

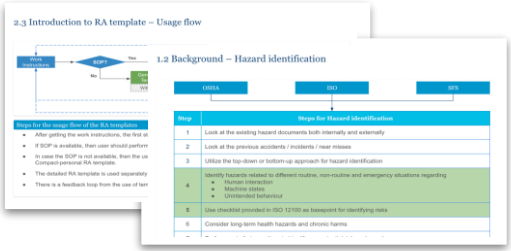
Pilot risk assessment template

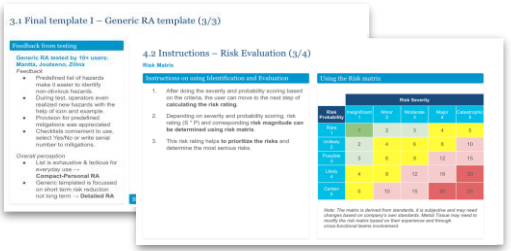
The team conducted interviews and in-depth analysis. **Provided key features and components of the risk assessment template.** Risk assessment template was user-tested in two manufacturing locations.

OUR DELIVERED VALUE

1 Identified **root causes for LTAF**

2 Piloted risk assessment tool at **2 manufacturing locations**





We helped Chemical Co. digitalize the logistics tendering process by identifying digital solution and reduce manual process

ABOUT OUR CLIENT

- ChemicalCo. imports goods from multiple geographies and tenders it to transportation providers.
- It rolls out tenders for logistics and performs data analysis on the received bids.
- This entire exercise is currently done manually on Excel.

OUR CLIENT NEEDS

UNDERSTAND TYPES OF TOOLS AVAILABLE IN THE MARKET

- Chemical Co. sought a digital solution to streamline logistics service tendering process and perform advanced analytics.
- It wanted the tool to be able to handle all its requirements and integrate with IT systems

ASSESS TOOL'S CAPABILITIES TO SIMPLIFY THE PROCESS

- ChemicalCo. wanted to assess the complexity, implementation timeline, and costs associated with tool.
- Additionally, it sought to understand features in the tool meant for logistics tendering and number of users that can utilize the tool globally.

OUR APPROACH

Define solution requirements from Chemical Co.

Created comprehensive **list of must-have and nice-to-have** for the solution by conducting stakeholder interviews. Analyzed current excel data templates to understand the data structure that the tool will be processing.

Conduct digital solution scout based on needs

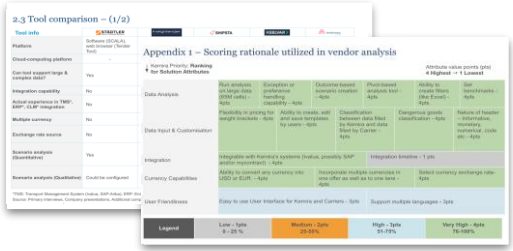
Scouted 40 available digital solutions in the selected market. The team conducted in-depth demos with 20 vendors to understand tool features. Shortlisted suitable fits on the basis of client requirements.

List final tools & guide for implementation

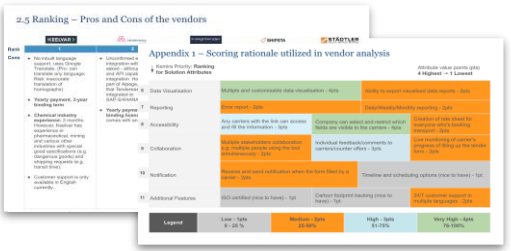
We finalized **5 potentially fit tools on the basis of systematic evaluation** & scoring of the vendors. Conducted further vendor demo sessions with clients and provided recommendations on the guidelines to implement the solution with current supply chain.

OUR DELIVERED VALUE

1 Scouted **40+ tendering solution** as potential softwares



2 Ranked **5 softwares** on the basis of cost, timeline, pros & cons



We helped Water Co. identify a digital solution for inventory optimization to balance supply demand needs and reduce manual data input work

ABOUT OUR CLIENT

- Water Co., a leading provider of sustainable freshwater technology, sought to identify a digital inventory tool to optimize order sizes and reorder levels.
- This initiative aimed to enhance inventory management by utilizing historical and forecasted demand data.

OUR CLIENT NEEDS

UNDERSTAND TYPES OF TOOLS AVAILABLE IN THE MARKET

- Food Co. faced a disconnect between supply and demand, specifically between sales orders and purchase orders. Manual processes were time-consuming, and there was a lack of visibility in batch management.

ASSESS TOOL'S CAPABILITIES TO SIMPLIFY THE PROCESS

- Water Co. aimed to assess the complexity, implementation timeline, and costs associated with a new digital inventory tool.
- Additionally, it sought to reduce the current manual tasks, such as updating inventory details in the ERP and creating purchase orders in Excel, by leveraging new tool.

OUR APPROACH

Define solution requirements from Water Co.

Created comprehensive **list of must-have and nice-to-have** for the solution by conducting stakeholder interviews. Understand challenges such as lack of visibility in batch management, inventory age, soft/hard stock allocation, lack of demand forecast.

Conduct digital solution scout based on needs

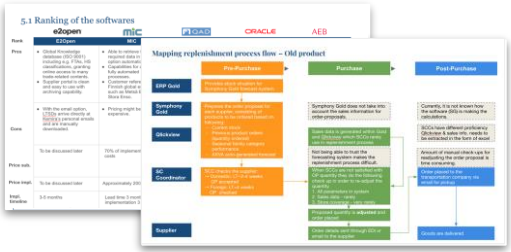
Scouted 32 available digital solutions in the selected market. The team conducted in-depth demos with the vendors and shortlisted suitable fits on the basis of cost, timeline, pros & cons, ability to cover client's maximum requirements.

List final tools & guide for implementation

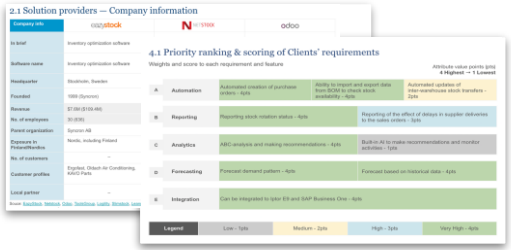
We finalized **6 potentially fit tools on the basis of systematic evaluation** & scoring of the vendors. Conducted further vendor demo sessions with clients and provided recommendations on the guidelines to implement the solution with current ERP.

OUR DELIVERED VALUE

1 Scouted **32+ inventory optimization tools** as potential softwares



2 Ranked **6 softwares** on the basis of cost, timeline, pros & cons



We helped Chemical Co. identify digital solution for preferential trade and free trade agreement (FTA) process to reduce manual time and several excel files

ABOUT OUR CLIENT

- Chemical Co. aims to identify potential preferential trade software to support preferential trade and free trade agreement process. Minimizing human errors and resource-consuming manual work.
- The scope of the project was primarily two regions namely EMEA and North America.

OUR CLIENT NEEDS

UNDERSTAND TYPES OF TOOLS AVAILABLE IN THE MARKET

- Identify the digital tools available in the selected market for automating FTA process.
- Understand tool's interface, ability to meet Chemical Co.'s requirements, customer support needs.

ASSESS TOOL'S CAPABILITIES TO SIMPLIFY THE FTA PROCESS

- Chemical Co. wanted to assess the complexity, implementation timeline, and costs associated with tool.
- Additionally, it sought to rank the potential vendors on their automation capability in simplifying the manual processes.

OUR APPROACH

Define solution requirements from Chemical Co.

Created comprehensive **list of must-have and nice-to-have** for the solution by conducting stakeholder interviews. Understand challenges for the FTA process. The team identified that current process is manual with extensive reliance on excel records.

Conduct digital solution scout based on needs

Scouted 30 available digital solutions in the selected market. The team conducted in-depth demos with the vendors and shortlisted suitable fits on the basis of cost, timeline, pros & cons, ability to cover client's maximum requirements.

List final tools & guide for implementation

We finalized 5 potentially fit tools on the basis of systematic evaluation & scoring of the vendors. Conducted further vendor demo sessions with **clients and provided recommendations, and** guiding the Global Trade Operations team in FTA process.

OUR DELIVERED VALUE

1 Scouted **30+ preferential trade solutions** as potential softwares

2 Ranked **5 softwares** on the basis of cost, timeline, pros & cons

Let’s be in touch!

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