

ATS

Global Food Oil Manufacturer Case Study

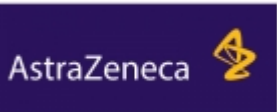
- Consultancy: Many Solutions.
- Cost: 33% Average Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

ATS Clients



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Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

ATS Organization Details

Organization Name: Global Food Manufacturer

Industry: Food | World's leading manufacturers of high value-added specialty vegetable fats with special focus on the food ingredient and confectionery

Organization Size: \$Hundreds of Millions Gross Revenues

Client Billable Type: Performance Based, No Cost No Risk, Percentage

ATS Client Background

- This ATS client is one of the world's leading manufacturers of high value-added specialty vegetable fats with special focus on the food ingredient and confectionery industries.
- These fats are used as butterfat and cocoa butter substitutes as well as transfer solutions for fillings for chocolate and confectionery product. The fats are also used in the cosmetics industry.
- The company has multiple facilities across North and South America and Europe.

Client Outcomes: Procurement Cost Reduction

Steel Drums

- Provided creative options for a commodity-like item (refurbished and reusable totes; alternate release options) resulting in 10-72% savings.
- Provided vetted back up suppliers - 15%.

General MRO

- Initial assessment identified opportunities for additional value.

Teleconference Services

- Provider various options (annual contract or per minute).
- Identified options to achieve cost savings of 33%.

Client Outcomes: Procurement Cost Reduction

Motors

- Provided back up suppliers.
- Leveraged ATS relationship to achieve cost reduction with incumbent supplier.
- 15% Savings.

Valves

- Provided category analysis.
- Identified back up suppliers.
- Validated current sourcing approach.

Client Outcomes: Procurement Cost Reduction

Filters

- Provided specialty supplier to address specific client need around bag failure helping to resolve a chronic problem (Veteran-owned small business).

Additional Opportunities

- Telephone (land line), Energy, Food Additives.
- Bulk Chemicals, General MRO, Mechanical Seals.
- Office Supplies, Warehouse Supplies,
- Expansion of ATS services to other U.S. sites.
- Consulting Services related to ISO, Lean, Six Sigma, S-Ox, Process Capability Assessment, and Procurement and Materials Control.

Overall Client Outcomes

ATS partnered with Purchasing and conducted sourcing projects for various spend categories:

- Provided sourcing expertise across categories – especially in manufacturing.
- In the spirit of partnership, provided value even for categories for which ATS will not be compensated.
- Provided all work at risk and is only compensated upon performance.

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