



# Some Goals Achieved Using The Avanulo Way<sup>©</sup>

*All Achieved with the people already in place and w/o Capital Investment*

Industry	Location	Goal – All goals fully achieved	Annual Value	Time to Goal (ETBR <sup>1</sup> )	Solution Sets Employed
Consumer Goods	Mexico	Increase daily throughput of processing area by 15%.	\$75,000,000	63 days	<ul style="list-style-type: none"> <li>• Kuplo</li> <li>• Plan Guard</li> <li>• Robust</li> <li>• 1440 Mgt. System</li> </ul>
Consumer Goods	Mexico	Increase production on a canning line from 2.2 to 3.0 million cans per month.	\$47,000,000	37 days	<ul style="list-style-type: none"> <li>• Kuplo</li> <li>• Zulu</li> <li>• Robust</li> <li>• 1440 Mgt. System</li> </ul>
Consumer Goods	Brazil	Increase throughput of a high speed production line by 50%.	\$32,000,000	53 days	<ul style="list-style-type: none"> <li>• Opportunity Tree</li> <li>• Kuplo</li> <li>• Plan Guard</li> <li>• 1440 Mgt. System</li> </ul>
Energy	US	Increased throughput from 100 MM to 110 MM gallons annually.	\$22,000,000	42 days	<ul style="list-style-type: none"> <li>• Technical Summit</li> <li>• 1440 Mgt. System</li> </ul>
Packaging	EU <sup>2</sup>	Implement a Relentless Achievement Organization for a European Division of a US company.	\$18,000,000	84 days	<ul style="list-style-type: none"> <li>• Opportunity Tree</li> <li>• Plan Guard</li> </ul>
Metals	USA	Reduce 200 of 900 employees without disruption of production or degradation of morale.	\$11,000,000	47 days	<ul style="list-style-type: none"> <li>• Proximity</li> <li>• Payroll Reduction Process</li> </ul>
Packaging	USA	Pass supplier audit conducted by a food company to be able to supply corrugated containers – we had 18 hours of notice.	\$7,000,000	16 hours	<ul style="list-style-type: none"> <li>• Zulu Team</li> </ul>
Various	US & Mexico	Eliminate injuries in the workplace – achieve at least one year injury free (done at more than ten facilities).	\$6,435,000	45 days (avg.)	<ul style="list-style-type: none"> <li>• Gestalt</li> <li>• Proximity</li> <li>• Opportunity Tree</li> </ul>
Consumer Goods	Brazil	Reduced operating cost by 10% without layoffs or socio-technical disruption.	\$3,800,000	30 days	<ul style="list-style-type: none"> <li>• Cost Cutters</li> <li>• Kuplo</li> <li>• Plan Guard</li> </ul>
Paper	USA	Reduce operating cost by 3% in a large paper mill.	\$3,100,000	89 days	<ul style="list-style-type: none"> <li>• Opportunity Tree</li> <li>• Plan Guard</li> </ul>
Consumer Goods	Mexico	Implement a Crisis Management System that allowed a large food facility to continue operating safety through a contamination crisis.	\$2,300,000	7 days	<ul style="list-style-type: none"> <li>• Bizcon</li> <li>• Zulu</li> </ul>
Plastics	USA	Reduce quarterly turnover of workforce from 80% to less than 7%.	\$1,478,000	82 days	<ul style="list-style-type: none"> <li>• Proximity</li> </ul>
Consumer Goods	USA	Reduce Cost to package and palletize final, refrigerated product from \$99 to \$66 a pallet	\$565,000	35 days	<ul style="list-style-type: none"> <li>• Robust</li> <li>• Proximity</li> </ul>
Consumer Goods	Mexico	Pass Federal EHS audit (including boiler and pressure vessel inspection) without a single fine or citation.	\$100,000	5 days	<ul style="list-style-type: none"> <li>• Gestalt Safety</li> </ul>

<sup>1</sup> ETBR means Enjoy The Business Result and it is a key principle of Avanulo's process. For more information see our website – [www.avanulo.com](http://www.avanulo.com)

<sup>2</sup> England, Scotland, Belgium, Germany, Switzerland, France