



January, 2024

To whom it may concern,

Able Sales is a leading sourcing and distribution company for ingredients in Puerto Rico with over 45 years in the market. The company operates warehouses in Cataño and Mayagüez. It distributes and manufactures sweeteners, starches, salts, flours, fruit concentrates, and other pharmaceutical, food, and beverage ingredients.

We specialize in packaging and distributing the "Dulce Caña" brand and offer private-label manufacturing services for various clients, serving wholesalers and retailers. Additionally, we proudly export products to the Caribbean and the mainland United States.

London Consulting Group has advised us on process improvement projects over the past few years, demonstrating deep knowledge of the Puerto Rican market and our organization's needs.

From September 2023 to January 2024, we undertook the "Development of Data Warehouse (DWH) for Able Sales" project, centralizing historical and current information from information systems. The most significant results include:

- Development of 15 data tables.
- Created 8 data extraction, transformation, and loading processes using SQL Stored Procedures.
- Programming of 6 Offerings with their Schedule Refresh in Oracle BICC.
- Programming of 12 data extraction, transformation, and loading flows to the tables using Python.
- Scheduling of automatic update processes using SQL Server JOBS and Windows Task Scheduler for Python script execution.
- Development of a data dictionary and catalog, including equivalences of historical and new or current data sources.
- Technical documentation of the DWH, dimensions, sources, processes, and schedules.

Other Impacts:

- Standardization and centralization of data.
- Standardization of terminology for DWH table development.
- Initiation of replication of reports from the SAP BO system.
- Automatic updating and evaluation of project Cree-C WOs.

The project has concluded successfully, thanks to the professional work of both Able Sales' staff and London Consulting Group - Digital. The qualitative and quantitative impacts are noticeable, providing a reliable source of information for the company.

Therefore, we are pleased to recommend London Consulting Group as a professional and committed firm that contributes to cultural change and implements solutions hand in hand to capitalize on short-term results.

Sincerely,

Luis Silva  
President



November 30, 2023

To whom it may concern,

Able Sales is a leading sourcing and distribution company for ingredients in Puerto Rico with over 45 years in the market. The company operates six warehouses in Caguas, Cataño, and Guaynabo. It serves as a distributor and manufacturer of sweeteners, starches, salts, flours, fruit concentrates, and other pharmaceutical, food, and beverage ingredients.

They specialize in packaging and distributing the "Dulce Caña" brand and offer private-label manufacturing services for various clients, serving wholesalers, retailers, and retails. Additionally, they proudly export products to the Caribbean and the United States.

London Consulting Group has advised us over the past few years on process improvement projects, demonstrating deep knowledge of the Puerto Rican market and our organization's needs.

During the months of June to November 2023, we executed the "Cre-C" project in the sweeteners plant, achieving positive results, including:

- 14% increase in production program attainment.
- 20% increase in monthly volume production (boxes).
- 34% increase in productivity (boxes per employee per hour).
- 15% improvement in OEE (Overall Equipment Efficiency).
- 69% reduction in average waste.
- 33% reduction in employee headcount.
- 25% improvement in finished product inventory, achieving better inventory mix and higher availability.

Other qualitative benefits include:

- 100% compliance in the implementation of the Active Supervision and Floor Control System.
- Implementation of the ZEO MES system with IoT devices for real-time monitoring of machine status and reasons for stops.
- Implementation of 11 mobile tools for manufacturing management, using Microsoft's Power Apps and Power Platform.
- Development of Business Intelligence with 9 dashboards for tracking and analyzing information on the Microsoft Power BI platform.
- Implementation of the performance governance model through tracking and feedback forums at all levels of the organization.

The project concluded successfully within the agreed timeframe, generating a YTD return on investment of 0.4 to 1 and a projected 12-month ROI of 1.84 to 1. Furthermore, we developed organizational strategies to increase the adherence to the new tools and systems, which proved to be instrumental in achieving these results.

Therefore, we are pleased to recommend London Consulting Group as a professional and committed firm with cutting-edge methodology to bring the transformation process to fruition. We have decided to continue their support for a second phase covering the rest of the Production lines.

  
Luis Silva  
President