



ABLE SALES COMPANY, INC.

April 12th, 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 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 November 2023 to April 2024, we executed the phase 2 of "Cre-C" project in the Sweet Packaging, Jelly and Sugar Packaging plant, achieving positive results, including:

- 5% increase in production program attainment.
- 12% increase in productivity (box per employee per hour).
- 9% improvement in OEE (Overall Equipment Effectiveness).
- 27% reduction in waste.
- 23% improvement in finished product inventory levels, achieving better balance efficient balancing and greater availability.

Other benefits include:

- Implementation of the Active Supervision and Floor Control System.
- Set up and implementation of the ZEO MES system with IoT devices for real-time monitoring of machine status and reasons for stops.
- Implementation of 16 mobile tools for manufacturing management, using Microsoft's Power Platform.
- Development of Business Intelligence with 14 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-upon timeframe, generating a return on investment of 0.3 to 1 as of March, with a projected 12-month ROI of 1.55 to 1. Furthermore, personalized strategies were developed with our staff to increase the adoption and use of the new tools, proving 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 third phase in our Purchasing department.

Luis Silva  
President



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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:

Efficiency Impact:

- 9% improvement in OEE (Overall Equipment Effectiveness).
- 5% increase in production program attainment.
- 12% increase in productivity (box per employee per hour).

Implementation Impact:

- Three production areas were implemented with the Shopfloor system to enrich the automatically captured data.
- Seven lines were deployed with IoT devices to capture efficiency data automatically, within three production shifts, resulting in the following:
  - Real-time visibility of the status of machines and production lines
  - Detailed classification of efficiency, availability, and quality losses in production processes.
  - Visibility of micro-shutdowns on production lines
  - Management dashboards for trend analysis of collected information in real-time.
  - Standardization of the method of measuring efficiency in production lines.
  - Increased efficiency and final product produced.
- Digitization of data and reduction of processing time.
- Improved visibility and ability to act timely on deviations and incidents in production lines.

The project has concluded successfully, thanks to the professional work of both Able Sales' staff and the London Consulting Group - Digital Unit. 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