



Sacos Agroindustriales

Guatemala City, Guatemala, 24th of August 2017

To whom it may concern:

Through this letter we would like to detail the work undertaken by London Consulting Group in regards to the development of the **SACOS AVANZA** project, which was carried out in the SACOS AGROINDUSTRIALES' Antigua Guatemala Plant. The 30 weeks' project started in January 2017 with the objective of making the planning and floor control management more efficient.

SACOS INDUSTRIALES is a company with over 30 years of experience in the production and trading of packaging solutions for the industry. Within the Central American market, we are recognized as leaders and pioneers in the application of cutting edge technology in our production processes.

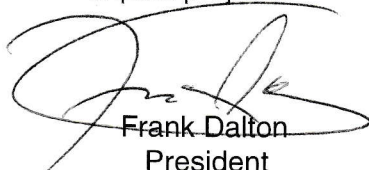
London Consulting Group's methodology consisted of analysing the processes and policies from the moment an order is made until the goods are delivered to the clients. The methodology allowed us to identify areas of opportunity and generate comprehensive solutions such as: implementing indicator panels, management and follow up models, and evaluating our processes and policies. This allowed us to focus our resources in a more efficient and precise manner, which generated very good results at the end of the project such as:

- Improvements in productivity
- Reducing waste and non-conforming products
- Reduction in fixed costs per produced TM
- Improvements in the production plan's level of fulfillment
- Reduction in our finished goods inventory
- Improvements in the fleet's utilization per m³ transported
- Improvements in the OTIF or level of service (on time in full deliveries)

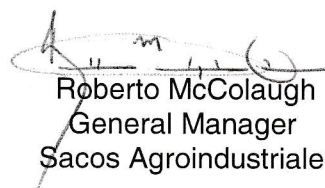
Furthermore, we would like to highlight the qualitative contributions made by London Consulting Group, due to the manner in which they promoted an organizational culture which focuses on systematically controlling and managing the critical processes of the company.

The project was successfully concluded within the 30 weeks, with an accumulated ROI of **1.2 to 1** over the investment and a forecasted ROI of **3.3 to 1** within a years' time.

Due to this, we recommend London Consulting Group as a firm which can carry out high impact projects.



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