

## Growth & Expansion

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## Substantial savings in ANZ

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## Audits commence in Kenya

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## Expansion into Nigeria

Entec is rolling out its 'Project Pivot' 3rd party MRO (3PMRO) service in Nigeria for one of the world's largest food & drink multinationals, following its success in Ghana.

## Richard Zeverona joins Entec

Richard Zeverona has joined Entec as Business Development Manager, to drive the expansion of one of the company's key accounts in Pakistan, Saudi Arabia and Egypt.

## Entec enters mining and minerals market

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## Entec steps up engagement with UNGC

Entec has stepped up its engagement with the UN Global Compact (UNGC), moving from a signatory to 'Active Member' status.

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# Entec predicts bumper growth in 30th year

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Today Entec is a fast-growing business with a multimillion-pound turnover and a 5 year growth strategy that will continue to deliver improved value to clients and shareholders. Following best-ever results for 2018, Entec predicts another bumper year in 2019, based on substantial new business from sectors and parts of the world that are new to Entec as well as increased trade with long-standing customers in the now familiar regions of Africa and the Middle East.

Managing Director Allan Gechie said, "We're delighted to have achieved 31% year on year sales growth, with new operating systems delivering streamlined ways of working, ensuring retained profits have also improved. The growth we've seen in 2018, follows a 22% increase in 2017, despite some challenging international market operating conditions. Last year, we expanded both the scale and geographical footprint of our services for major blue-chip clients in the FMCG, snack foods, soft drinks

and alcoholic beverage sectors and look forward to outstanding performance in 2019, with new client operations in Pakistan, Nigeria and Vietnam coming onstream during the first quarter."

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# Entec Project Blue delivers substantial savings



**Having exceeded tough targets for improving productivity in manufacturing operations across Asia Pacific and the Middle East for a major multinational snack foods and beverage client, Entec is set to embark on phase 2 of its 3rd party MRO**

## **(3PMRO) 'Project Blue' in Australia and New Zealand.**

In Phase 2, Entec will move its service 'onsite' and has been recruiting and training extra staff for the project since January, as well as opening a branch office in Brisbane to take over the management and supply of a further 300 local suppliers across three client operations in Brisbane, Adelaide and Auckland.

"During the first phase of the project, Entec delivered a 7.3% cost reduction against the client's multimillion-dollar MRO spend over the twelve months January to December 2018," says Entec Director Mike Robinson.

Phase 1 of the project saw Entec become the consolidated source for 182 of the client's 'imported' MRO spares. This resulted in spares shipments slashed by 73%, which massively reduced logistics costs and

Co2 output, while a 59% decrease in process to pay paperwork avoided over US\$62,000 in ops costs within the Process to Pay cycle.

A new Project Manager, Kevin Burke, has been appointed to manage the project in ANZ and APAC, while Business Development Manager Richard Zeverona will spearhead its expansion in the Middle East and north Africa.



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## 3PMRO inventory audits commence in Kenya

**MRO inventory audits are underway at the Kenya operations of a global alcoholic beverages giant, in preparation for Entec taking on increased responsibility across its client's supply chain, storeroom and MRO inventory management.**

Following a desktop analysis of the client's MRO purchase and stock data, Entec technicians will spend two months on site in

Kenya using Entec's purpose-designed app to enrich data, identifying what stock is held, noting its condition, improving taxonomy and photographing useable products.

Steve Cosgrove, Manager: Implementation & Integrated Supply, is leading the project. He explains, "Often the climate and storeroom conditions impact the usability of slow-moving, security stocks, so part of our job is to understand what

products remain fit for purpose. We remove duplications, and profile stock accurately ensuring systems data equals the SKUs held in the stores. Each app user can identify, 'traffic light' and catalogue around 80 items per day and create a detailed profile for each, here in Nairobi the team have identified and photographed well over 3000 items."

He continues, "the output data will populate a digital catalogue, so that site engineers can simply order the item they need. If it's

in stock they collect from stores, if not the part is purchased and consolidated at Entec before being shipped in, either as part of a planned maintenance consolidation or via courier, with the engineer notified of due date and given a tracking link"

In addition to the audit process, Entec will re-organise and update the factory stores, to ensure products are easily accessible and that the working environment is compliant with Health & Safety standards.

Once the audit is completed and stock is fully categorized, the project value will then be driven by further stock optimization programs with a focus on improved operating cash flow and cost controls.

**Before** .....➔ **After**



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# Success in Ghana leads to new business in Nigeria

Entec is rolling out its 'Project Pivot' 3rd party MRO (3PMRO) service in Nigeria for one of the world's largest food & drink multinationals, following its success in Ghana.

According to Sales Director Charlie Patterson, just over twelve months ago Entec moved from being a transactional supplier to become an MRO supply chain integrator and consolidator for this client.

"There was only so far we could go in reducing item cost, but we knew we could make a big difference to efficiency and deliver significant cost-savings by taking on responsibility for managing the entire MRO supply chain," he observes.

The contract at the site in Ghana commenced in January 2018; this was a pilot project to prove the concept before rolling out to 3 sites in Nigeria

Following an onsite audit of the stores in Ghana, Entec cleansed and enriched the data, built a catalogue of all products and automated the ordering process.

Within 12 months, Entec achieved a 16.2% saving on a multimillion pound overall spend, reduced shipments by 93% and CO2 emissions by an impressive 5230 tons. Administration time and costs were cut dramatically

too, with an 58% reduction in the number of invoices to be processed, while Purchase Orders decreased by 83%, saving Procurement to Payment (P2P) transactions and costs.

By becoming a sole 3PMRO partner, Entec effectively replaced a large fragmented supply base with a single point of contact, significantly simplifying the client's supply chain.

Charlie Patterson concludes, "Entec's 3PMRO solution has enabled our client to streamline their procurement and supply chain processes, reducing overall acquisition costs for MRO spares, which has had a positive impact on both their organisational profitability and competitiveness."

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# Entec appoints Richard Zeverona as new Business Development Manager



**Richard Zeverona has joined Entec as Business Development Manager, to drive the expansion of one of the company's key accounts in Pakistan, Saudi Arabia and Egypt.**

Last year Entec launched its 3rd party MRO (3PMRO) materials management programme for a multinational snacks and beverages brand in its Australian and New Zealand operations. This followed two years of trials where Entec managed the client's offshore imported

procurement, co-ordinating 120 suppliers across USA, Europe and UK, significantly reducing costs and carbon footprint

Based on the success of the project in ANZ, Entec will be rolling out its services across the MENA (Middle East & North Africa) region, which will be spearheaded by Richard.

Entec Director Mike Robinson comments, "Richard is a highly experienced manager with an impressive track record in Pakistan, Saudi Arabia and the

Middle East. His engineering background, combined with strong customer support and business management skills makes him the ideal addition to our team."

Richard adds, "This new role allows me to play to my strengths. I'm very comfortable operating in challenging places around the world and look forward to contributing towards Entec's continued international expansion with a major blue-chip client."

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Insights

# Entec breaks into mining & minerals market in West Africa

**Entec has broken new ground, entering the growing mining & minerals market in West Africa to deliver their unique 3PMRO service. Under a new heads of agreement Entec is improving the cost of spares and streamlining the MRO supply chain for the world's leading building products & solutions company, which serves masons, builders, architects & engineers globally.**

An in-depth research study, conducted for Entec by a Business Consultancy Project team at the University of Portsmouth, calculated that the top 6 West African producers spend over \$100m per annum on MRO. According to Entec Director Mike Robinson, this research provided valuable insight for Entec's new 3PMRO project, known as 'Project Suez'.

Entec's Project Suez lead, Charlie Patterson, expects a contract with the client to be confirmed later this year. So far, within the first two orders, he reports cost savings (60% of which were measured against previous prices), have already exceeded 69K, with the added benefit of reduced supply complexity.

Project Suez will involve the consolidation of 125 separate suppliers across 16 countries, with sales in 6 currencies, along a new single supply chain all tightly managed by Entec. As well as 'cost-out' targets, the project is expected to cut the current number of MRO shipments by half, also substantially reducing CO2 emissions.

"It is the reduction in complexity that delivers real value to our clients," Mike explains. "Entec 3PMRO removes direct cost, optimises global supply chains and streamlines the process to pay, enabling a reduction in spares inventory and improvement in operational efficiency."

He adds, "The University of Portsmouth consultancy helped identify additional clients with great potential for Entec. We continue to partner with the University's business and engineering schools, developing knowledge transfer programs centred on innovation and supply chain optimisation"

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# MRO supply chain specialists

## Entec International embrace UN Global Compact

**Entec has stepped up its engagement with the UN Global Compact UNGC), moving from a signatory to 'Active Member' status.**

As the world's largest global corporate citizenship initiative, the Global Compact is concerned with demonstrating and building the

social legitimacy of business and markets. Entec joined this voluntary initiative in 2016, also supporting the UN Sustainable Development Goals (SDGs). Last year the company increased its commitment and joined the UNGC Network UK, as CEO Mike Robinson explains.

"Entec understands that corporate sustainability starts with our company

value system and having a principled approach to doing business. This means operating in ways that meet our fundamental responsibilities in the areas of human rights, labour, environment and anti-corruption.

By incorporating the Global Compact principles into our strategies, policies and procedures, and by establishing a culture of integrity with our staff,

we are not only upholding the basic responsibilities to the people we interact with as well as our environment, we are setting out to ensure we deliver compliant long-term success."

As a UNGC Network member, Entec is already implementing some of the UN SDGs and is encouraging its partners to engage too.

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