

Chris Cullen appointment to lead next phase of Project Fulcrum in Nigeria

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Update on LATAM roll out – new contracts signed

Entec International has secured new business worth around \$13m USD in the first year from one of their major customers. Entec will expand their 3PMRO services to 11 countries across Latin America and Mexico.

Appointment in Egypt as Entec expands in MENA region

Suraj Muhammad Talha has been appointed as Customer Relationship Manager for Entec in Egypt, as the company expands its service delivery across 15+ FMGC clients across

Designing digital supply chains for the future

Entec is working closely with the University of Portsmouth under the government-funded Knowledge Transfer Partnership (KTP) scheme to develop a digitally integrated MRO supply chain, where procurement

ISO accreditation strengthens security

Entec is committed to operating to the highest standards of information security, to protect clients' data in an increasingly digital world. Accordingly, the company is investing in further strengthening its information

Farewell to Charlie Patterson

Sales Director Charlie Patterson will be stepping down from his role at Entec on 31st December, after eleven years with the company and having been a major contributor to the development of Entec's signature 3rd Party MRO

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Senior appointment to lead MRO project for major customer



Chris Cullen has been appointed to a senior role with Entec International, leading the next phase of the company's 'Project Fulcrum' 3PMRO service to a long-standing client - one of the world's largest producers of spirits and beers.

Chris brings extensive international experience in the FMCG sector, as well as the Oil & Gas industry, gained over his years in senior roles with major companies including Carlsberg, British Gas, BP and Diageo.

Chris was responsible latterly for creating and delivering a global strategy to drive improvements in equipment reliability and safety standards, within the packaging operations of a global beverage alcohol client, achieving significant cost and

efficiency improvements. This links well with his new role at Entec, as Chris will oversee 'Fulcrum' ensuring the right spares are available at the right time, underwriting equipment performance and reliability.

Starting in Nigeria, Chris and his team will run constant analysis of parts procurement, consumption and inventory data, rightsizing stock and moving static inventory to dynamic need across African operations. The project, managing demand, procurement, logistics and stores optimisation, will service west and east African operations initially, but could ultimately deliver value globally, as MRO inventory and procurement are restructured around global, regional and local demand.

Entec's 3PMRO service releases cash into the client's business by rationalizing and reducing

inventory, controlling parts purchasing and consolidating shipments. It replaces multiple suppliers, currencies, purchase orders and invoices to a single point of contact, significantly simplifying and streamlining the supply chain, while driving down costs and carbon emissions.

Commenting on this key appointment, Entec CEO Mike Robinson said, "I have known Chris for a number of years; in the months before formally becoming part of the team, Chris has been working with Entec on a consultancy basis. As a former executive operations and engineering manager for a global corporate client, he has tremendous expertise in the sector and operational insights that make him a great asset to Entec, particularly in the further development of Project Fulcrum. We are delighted to welcome him to the team!"

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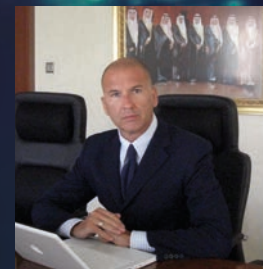
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\$13m deal to extend MRO services across 11 countries



Entec Business Development
Manager: Richard Zevevona

Entec International has secured new business worth around \$13m USD in the first year from one of their major customers. Entec will expand their 3PMRO services to 11 countries across Latin America (Mexico and Brazil), Central America and South America (Colombia, Argentina, Peru, Guatemala, Chile, Dominican Republic, Uruguay, Puerto Rico, Ecuador), building on their success with a global Leader in convenient foods and beverages over the last three years in the APAC (Australia, New Zealand, Thailand) and AMESA (Saudi Arabia, Egypt, Pakistan) regions.

According to Business Development Manager at Entec Richard Zevevona, “Operating in some of the most complex and challenging regions in the

world is not without its challenges, but the extension of our relationship with this major FMCG client to a further 20 plants reflects the success of earlier trail-blazing contracts and significantly extends our global footprint.”

Contracts have already been signed with Brazil, Colombia and Argentina, with all other contract signings scheduled for completion by the end of 2020. The new contracts are for the delivery of Entec’s unique ‘3PMRO’ services, which deliver significant productivity savings and optimisation of plant inventory, returning operating cash to the business whilst substantially reducing the CO2 emissions normally required to deliver the MRO components that keep manufacturing plants moving to LATAM Operations.

The first twelve months of the contracts will see Entec providing streamlined off-shore procurement services to multiple sites within a minimum of 10 countries in the LATAM and CASA regions. Once all contracts are live and active, Entec anticipates delivering savings in excess of \$1m USD across all operations in 2021.

In subsequent years, Entec will become more closely integrated into their client’s procurement and engineering organisations, involving managing all on-shore procurement, which ultimately will further reduce operational costs and deliver additional savings to the client.

As part of their commitment to the project, Entec will be opening a North American Regional Service Hub in the US to provide regional logistics and

enhanced customer service capability.

Mike Robinson, CEO of Entec International, comments, “The development of the LATAM and CASA markets demonstrate the successful partnership of Entec with one of its major customers across its operations worldwide, and is an opportunity for us to demonstrate our capability in delivering effective 3PMRO services to FMCG companies on a global basis, streamlining operations, returning cash to the businesses and reducing CO2 emissions.”

He concludes, “We are delighted to have expanded into Latin America. We look forward to replicating our superb results in other regions for our client and to exploring new opportunities for growth in a region which we believe has huge untapped potential for us.”

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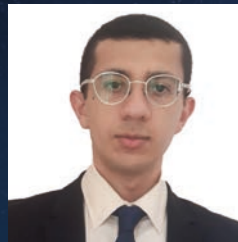
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New appointment in Egypt as Entec expands in MENA region



**Suraj
Muhammad
Talha has been
appointed
as Customer**

**Relationship Manager
for Entec in Egypt, as
the company expands its
service delivery to global
FMCG clients across Africa
and the Middle East.**

Suraj, who has spent five years working in the FMCG sector, brings with him valuable experience of global procurement and project management. He will be part of a growing team

responsible for rolling out Entec's 3PMRO service in the region to some of the world's largest manufacturers of snacks and non-alcoholic drinks.

"It's a great honour to work closely with these high-profile customers in Egypt, helping to keep their production running effectively while reducing their operational costs," Suraj says. "The Egyptian market is a regional hub for diverse businesses and has access to large key markets through various trade agreements with the USA, Europe as well as Middle Eastern and African countries. Entec International already has a strong presence in the region, as sole 3PMRO partner for many well recognized manufacturers. The company is growing strongly in this market and is currently in advanced

negotiations to provide our services to more local customers. I'm very much looking forward to playing my part in Entec's continued success story in Egypt."

CEO at Entec, Mike Robinson, explains, "Global brand businesses with complex manufacturing and packaging operations in challenging markets generate a constant demand for maintenance spares. To meet this demand, they tie up millions of dollars in spares inventory, much of which is excess to need. In addition, they use hundreds of local and global suppliers, all with different ways of working, variable trading terms and requiring payment in multiple currencies".

"Entec's 3PMRO service simplifies this process; As the single source of supply we manage the entire supply chain, from demand to point of use, match spares usage with consumption rates to deliver optimised inventory, visibility, control and compliance. Overall, our 3PMRO service improves the customers return on capital employed, increases efficiency, reduces waste and drives down operational costs.

Suraj's appointment in Egypt will strengthen our regional team and help us replicate the gains we've achieved for our clients in other parts of the world."

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Designing digital supply chains for the future

Entec is working closely with the University of Portsmouth under the government-funded Knowledge Transfer Partnership (KTP) scheme to develop a digitally integrated MRO supply chain, where procurement demand is managed on the basis of intelligence and data collected digitally.

Chris Cullen, Entec's Technical Manager – 3 PMRO Projects, is spearheading the project.

"The KTP scheme is in place to help business and academia to collaborate on projects that improve ways of working. In this case, the University of Portsmouth is helping us to investigate condition monitoring techniques that will support demand creation and order placement," he explains. "By

taking information about procurement patterns across multiple sites, we will be able to take a more holistic view of procurement costs and evaluate the most-cost effective options for the customer overall, rather than on a site-by-site basis. For example, the cheapest component may not necessarily be the best choice once costs of shipping over distance and carbon impact is factored in. The role of this digital technology will be to optimise procurement sourcing, improve efficiency and save costs."

The vision is for customers' demand data to be mined and held in a 'command centre' at Entec, so that Entec can respond to MRO requirements on a site and region basis, first identifying the best supplier and ensuring quality and cost parameters

are met, then placing and consolidating the order.

One of Entec's major customers in the global alcoholic beverages sector will be taking part in the pilot study, although Chris is quick to confirm that the resultant knowledge and digital systems will be transferable from the beverage sector through to FMCG and customers in other sectors.

"We are very excited about the project," he says. "It's early days yet, but we believe this innovation has the potential to deliver massive benefits to our customers, cementing long term partnerships while supporting delivery of their long-term goals for efficient and sustainable supply chains."

Entec is also working with the

University of Portsmouth on developing a commercially viable 3D printing technology, which would enable Entec to print off parts to order locally to site, thereby reducing tied capital, shortening delivery time and cutting shipping costs – while further reducing carbon emissions.

Clearly, while these are separate projects, they are tightly linked in helping Entec create cheaper and smarter digital MRO supply chain solutions for customers in the near future.

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ISO 27001 Information Security Management

Entec is committed to operating to the highest standards of information security, to protect clients' data in an increasingly digital world. Accordingly, the company will be investing in further strengthening its Information Security Management Systems (ISMS) to achieve ISO 27001 accreditation – a rigorous international information security standard that is recognised worldwide.

“Whilst managing complex and challenging supply chains is our day to day business, Entec is increasingly responsible for managing the flow of client data and information. It is critical that we secure this business intelligence, both in transit between our companies and in storage,” Managing Director Allan Gechie comments, “Business to business transactions are increasingly handled via EDI transmissions, ensuring data flows in real time between our ERP systems. By implementing policies, procedures and practices that will ensure full ISO27001 certification, we will be providing our clients with the confidence that their data is in safe hands at Entec.”

He adds, “Although the strict management and control of data is clearly important, we must also be able to respond to our clients' ever changing demands for agility and access to management information reports - and getting that balance right is key to the project success.”

The excellent reputation of ISO 27001 is driven by its requirement for ongoing improvement, so that Entec will be subject to annual assessments to keep its ISO 27001 certification up-to-date.

ISO/IEC 27001:2013 (also known as ISO27001) is the international standard that sets out the specification for an information security management system (ISMS). Its best-practice approach helps organisations manage information security by addressing people and processes as well as technology.

Part of the ISO 27000 series of information security standards, ISO 27001 is a framework that helps organisations “establish, implement, operate, monitor, review, maintain and continually improve an ISMS”.

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Entec bids farewell to Charlie Patterson



Sales Director Charlie Patterson will be stepping down from his role at Entec on 31st December, after eleven years with the company and having been a major contributor to the development of Entec's signature 3rd Party MRO (3PMRO) service.

Charlie's experience, working with our clients across Africa, has been fundamental in developing regional 3PMRO contracts with some of the world's leading global brands. He was a key member of the team working on university Knowledge Transfer Partnerships, developing future business models to optimize supply and inventory, using IOT and data analytics.

"I'm proud and privileged to have supported Entec's CEO Mike Robinson in achieving his vision as we moved the company along the value chain from transactional MRO supplier to an integrated partner with key clients," Charlie said. "By consolidating multiple

offshore and onshore suppliers, we have been able to deliver significant costs savings, lower carbon emissions, increased operational efficiency and improved cash to cash cycles."

He adds, "Entec has grown substantially over recent years, with a presence in countries across the world, most recently rolling out services in Asia Pacific, Latin America and the Middle East. The company has expanded its global footprint and continues to see year on year growth, despite 2020 being such a challenging year for all of us."

Commenting on Charlie's departure, Mike Robinson concluded, "Charlie has made a valuable contribution to Entec's success over the years. He has managed the complexities of the markets in which we operate without issue, using the knowledge he gained to enhance our service, helping to place Entec ahead of potential competitors. He's a big character who will be much missed by clients and colleagues alike – that said, he will be consulting to us in key markets and clients throughout 2021. The team and I wish him every success as he embarks on new personal ventures."