bengS x Aptar

APTAR PROJECT PORTFOLIO MANAGEMENT

ADOPTING AN MVP STRATEGY TO LEVERAGE THE BIGGER BUSINESS IMPACT

EXCHANGE 21

1

WHO WE ARE

bengS

AS A CONSULTING PARTNER, WE ENERGIZE YOUR TEAMS TO BRING YOUR ORGANIZATION THE NEXT LEVEL

PRIORITIZING YOUR **BUSINESS**

TO PACE YOUR TRANSFORMATION

ANYWHERE FROM

PARIS

& NEW YORK

+ 25 YEARS OF EXPERIENCE OF OUR CONSULTANTS WITH

PLANISWARE

Aptar

APTAR, A GLOBAL LEADER IN DRUG DELIVERY, CONSUMER PRODUCT DISPENSING AND MATERIAL SCIENCE SOLUTIONS

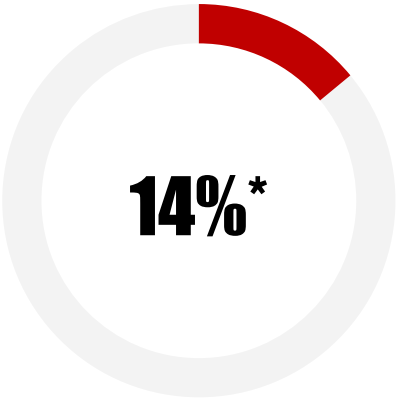
FOOD + BEVERAGE

BEAUTY + HOME

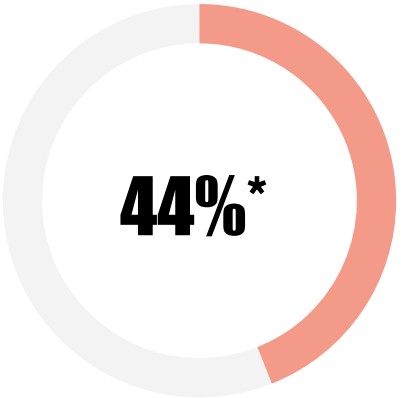
PHARMA

Aptar

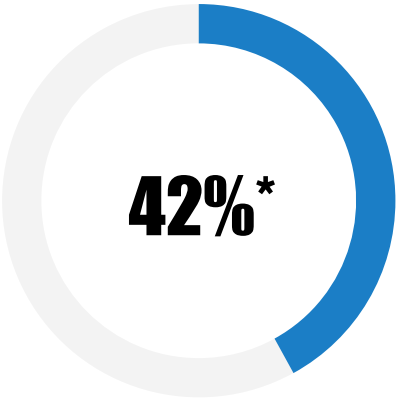
13,000 EMPLOYEES IN 20 COUNTRIES
$ 2,9 BIL TURNOVER, OVER 5,000 GLOBAL CUSTOMERS



FOOD + BEVERAGE



BEAUTY + HOME



PHARMA

* % of turnover (2020)

2

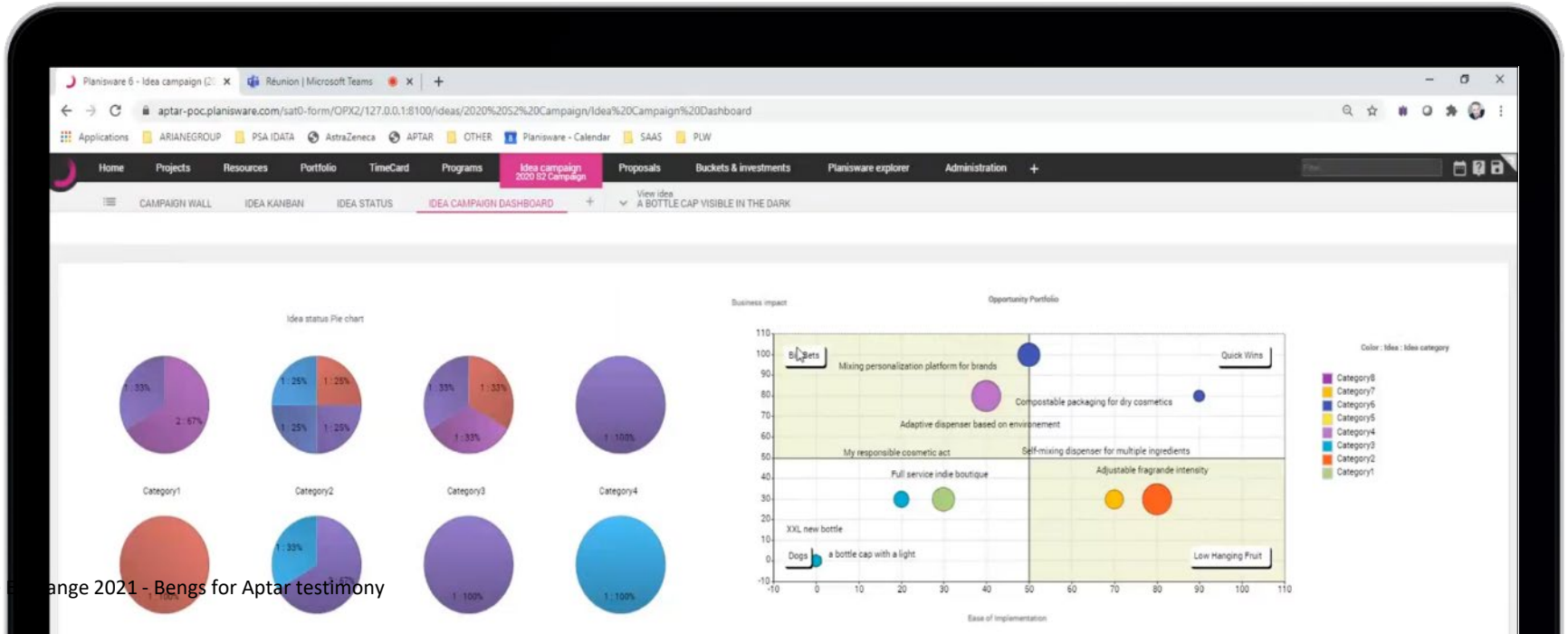
INTRODUCING APPM

APPM

APTAR PROJECT PORTFOLIO MANAGEMENT

APPM HELPS BUSINESS SEGMENTS

LAUNCH MORE PRODUCTS
BE EASY TO WORK WITH ON PROJECTS
AND ULTIMATELY KEEP CUSTOMERS HAPPY!



“ We are not adding work, we’re improving how we work and how we lead. ”

Stephan B. TANDA
President & CEO

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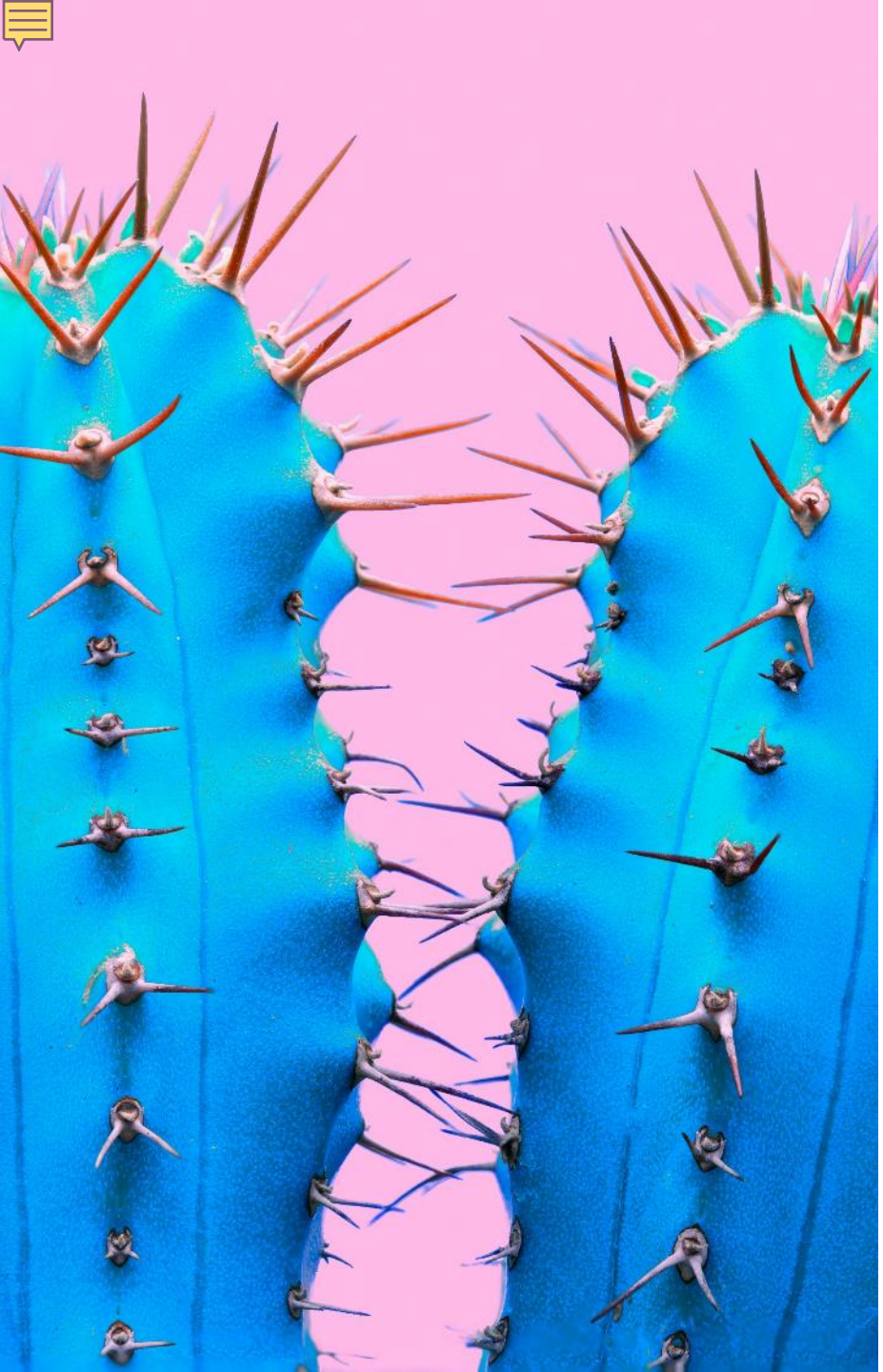
HOW DID WE DO IT?



IT WASN'T EASY AT FIRST!

A FIRST INITIATIVE THAT FAILED

The announcement of a PPM project relaunch had created high expectations among the teams

AVERSION TO CORPORATE INITIATIVES

Any corporate core model implementation is often seen as stressful and confusing.

DISENGAGING PROJECT MANAGERS

The PM function was not yet fully valued and the lack of adherence to the platform's first deployment has demotivated many project managers.

SO WE RE-INVENTED THE EXPERIENCE TO REGAIN TRUST AND CONFIDENCE !

ENERGIZING TEAMS TO ACT AS A "*BUSINESS HACKERS*"

Talk about what Aptar's collaborators like most of all: Making the best dispensing systems ever!

Restart from a greenfield, break with the constraints of the legacy and act as "business hackers" to re-invent new ways of working

From the APPM project make a desirable opportunity to access a new community and connect to a broader network

THINK BIG

START SMALL

SCALE FAST!

COMMIT EXCOM ON A COMPANY-WIDE TARGET COVERING END-TO-END BUSINESS LIFECYCLE

One scalable core model for

- Early-Stage Innovation
- New Product Development
- Industrial Footprint Preparation

All segments, worldwide

THREE DAYS CONTEST TO « HACK » THE PROCESS & TOOL

Focus first on short term achievable Quick wins that will create positive impact in the P&L within 6 to 12 months

D1

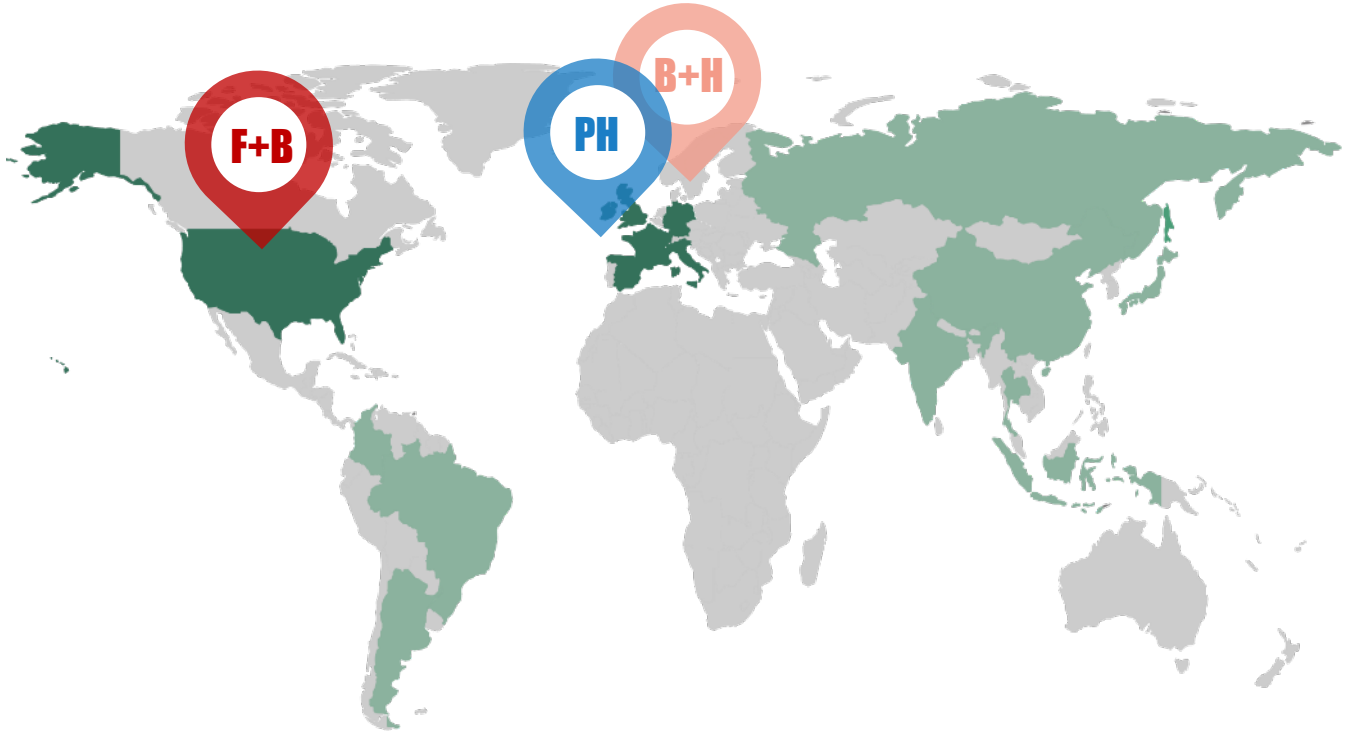
Your projects have passed the portfolio review

D2

Your projects have passed the monthly closure

D3

Your portfolio has passed the ExCom quarterly forecast



DEPLOY THE BIGGEST P&L FIRST TO RALLY THE GREATEST NUMBER

80%

TURNOVER

represented by

Food + Beverage US

Beauty + Home Europe

Pharma Europe

20%

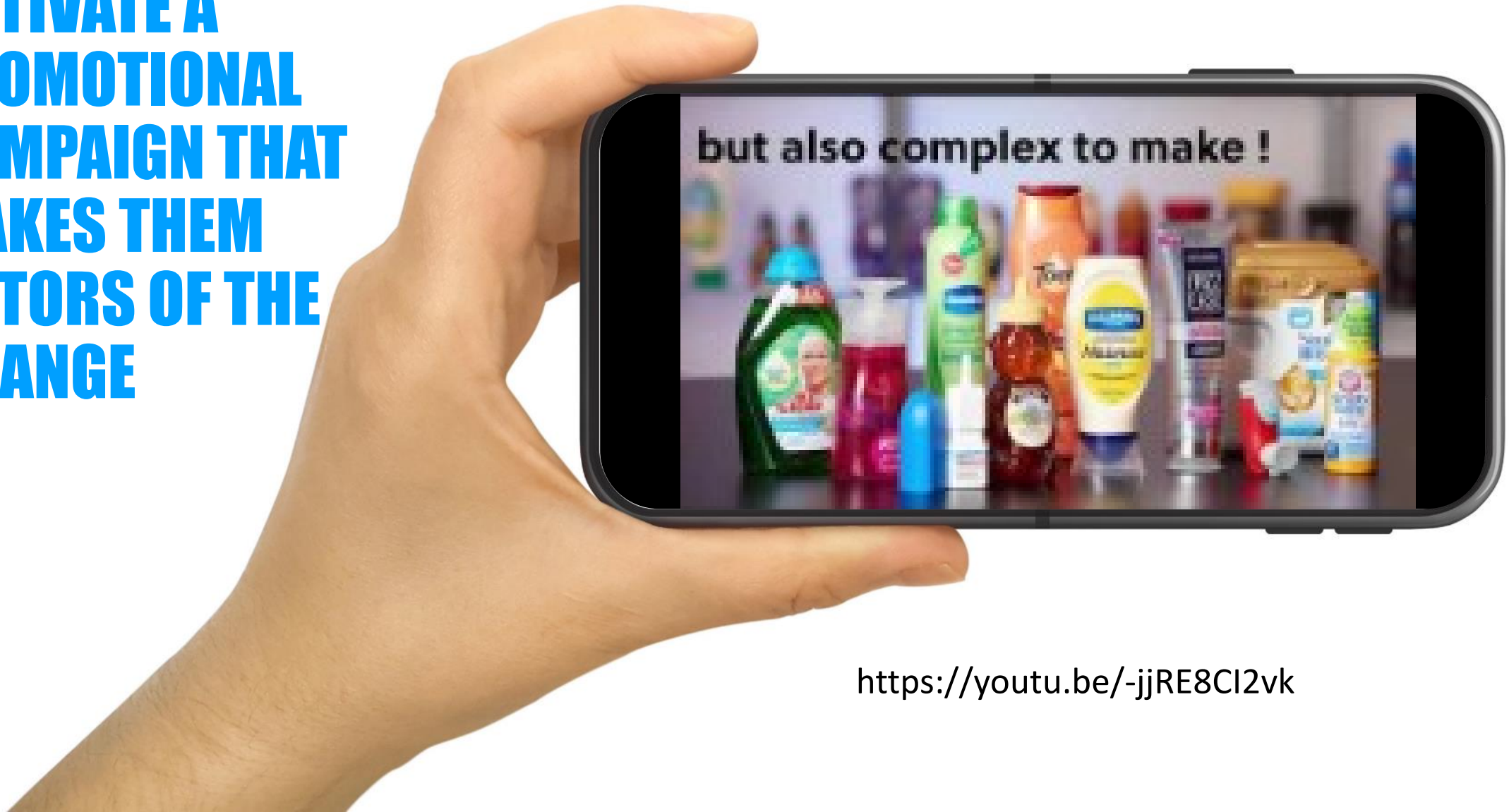
TURNOVER

deployed later

Asia & LATAM (all business segments)

ENGAGE PROJECT MANAGERS IN AN ACTIVE COMMUNITY OF BEST PRACTICES

ACTIVATE A PROMOTIONAL CAMPAIGN THAT MAKES THEM ACTORS OF THE CHANGE



https://youtu.be/-jjRE8CI2vk

ANY QUESTIONS?

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