



Knowledge-based services:
From insight to innovation

Jean-Luc Sornay

WHO WE ARE

Sealed Air creates a world that works better by re-imagining the industries we serve. By uniting ingenious ideas and diverse expertise, we discover new possibilities and create new approaches that enhance business and the world we live in.

Where we thrive is transforming sustainable, end-to-end solutions into business-changing results.

OUR VISION TO CREATE A BETTER WAY FOR LIFE



FOOD
SAFETY



OPERATIONAL
EFFICIENCY



SHELF LIFE
EXTENSION



BRAND
BUILDING

Our Global Footprint



2016
REVENUE

\$6.8
billion

ACTIVE GLOBAL
PATENTS

4,000+

GLOBAL EMPLOYEES

23,000

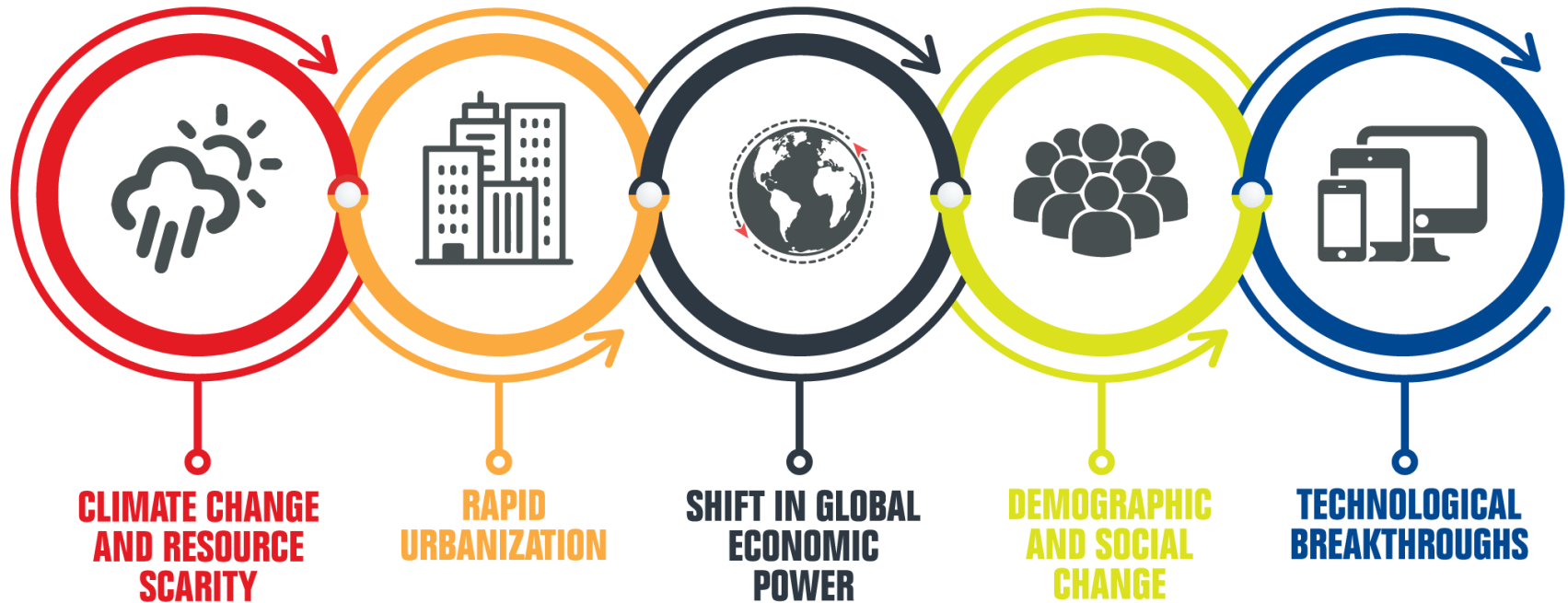
WHO SERVE

171
countries

Food Care: Who we serve

					
Fresh Red Meat	Smoked & Processed Meat	Poultry	Dairy (Solid + Liquid)	Beverages	Other
    	     	   	   <p data-bbox="1078 733 1182 751">Dairy for life</p>   	      <p data-bbox="1309 991 1433 1006">Good Food. Good Life.</p>	    

Five Macro Trends Shaping the Future



Supply Chain Transparency



ENERGY REDUCTION

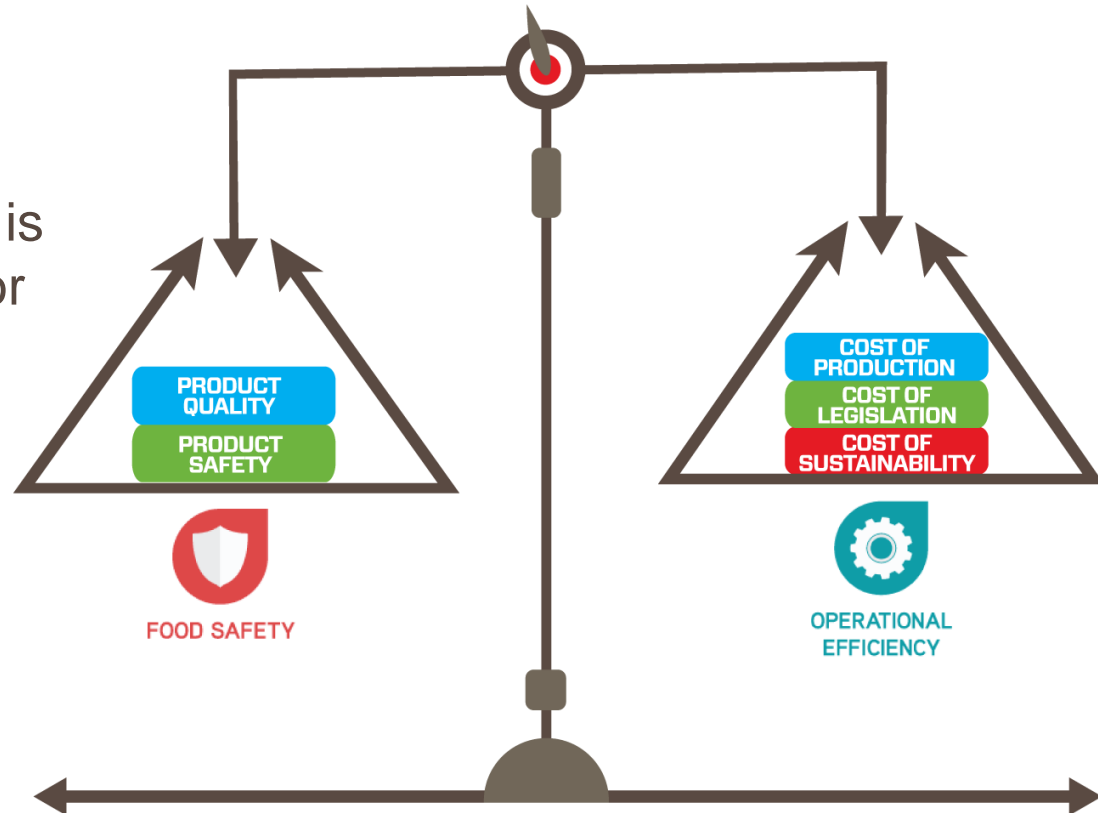
PACKAGING REDUCTION

TRANSPORTATION EFFICIENCY

FOOD WASTE REDUCTION

The Challenge

Maximizing the **Food Quality** and **Safety** while **reducing costs** is the burning platform for food processors.



The Opportunity

Increasingly sophisticated packaging systems

Processing industry consolidation

Scarcity of qualified technicians

Emergence of smart factories

How can we capture and use this KPI data to improve efficiency, food safety and drive profitability?

To be more competitive, food processors must measure their **Key Performance Indicators** (KPI), and act quickly and decisively on the insights they bring.

CogniPRO™ Services Portfolio

AVAILABLE TODAY



Installation & Commissioning
Repair & Breakdown
Refurbishment
Maintenance
Systems Training
Packaging Process Training
Academy Courses

Project Management/Consulting
Line Preparation
System Customization
Software Configuration
Critical Uptime Enforcement
Value Extension Suite
Cryovac® Focus



Packaging Process
Audit



All

Focus™ Customer Success

Cryovac® Focus®



LABOUR

\$80k
reduced auditor
costs



YIELD

25%
increased trim



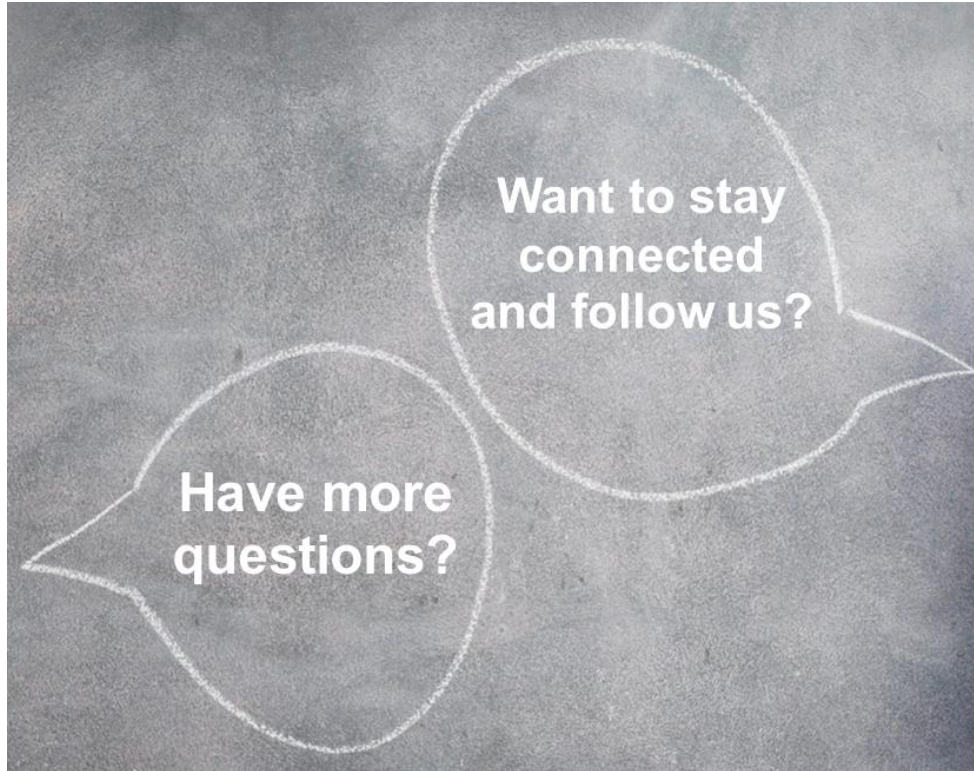
PROFIT

\$1.2M
in increased trim
collections annually

Call to Innovate



- Be transparent and measure progress
- Improve production yields and avoid waste of resources
- Create a more secure, less wasteful global food supply chain



Q&A

Thank You!

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Thank You

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