Frame & Flight ™

**Technology & Strategy Services for
Product Innovation and PLM Technologies**

Acquiring and managing enterprise technology requires careful consideration

Business software purchases are complex, involving challenges like compatibility, vendor support, scalability, user adoption, and cost overruns.

~30%
of businesses purchase technology to increase efficiency [1]

"IT tends to be more concerned with policies and enterprise fit, while business stakeholders focus primarily on doing their job effectively and achieving business results" Aligning IT and the Business is crucial for time to value. ~ Forrester [2]

5%
of implementation budget is typically allocated to change management [3]

"The tools themselves will evolve over time with new features, functionality and user experiences. And our use of them, from the processes we employ to the customizations we design, will advance" ~ Entrepreneur Magazine [3]

33%
of employees feel they are not fully utilizing the software tools provided by their employers [4]

"Adoption doesn't stop at onboarding. It's a continuous process that requires rethinking priorities, planning for the future and incorporating the employee experience every step of the way." ~ Entrepreneur Magazine [3]

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1- https://softwarepath.com/guides/software-selection-statistics   2- Forrester - The buyer's journey: Business applications   3- Entrepreuer – 4 Trends Driving Digital Adoption   4- ActivTrak

The Dilemma: How Do We Bridge the Gap Between Present and Future States, and Empower Innovation Teams for Transition

Problem areas become expansive when we fail to provide focus to the right areas - aligning on a strategic vision, preparing for change, understanding benchmarks, and driving out inefficiency

Lack of Strategic Alignment

The organization's current state does not align with its strategic goals and objectives.

"Our current processes do not support our goal of reducing customer complaints by 50% within the next year."

Inadequate Readiness for Change

The organization lacks readiness for implementing new processes, technologies, or organizational changes.

"Our employees are not adequately trained to adopt the new system, resulting in low user adoption rates."

Maturity Gaps Against Industry

The organization's innovation and agility fall short of industry standards or best practices.

"We lack maturity in our systems and processes where competitiveness is crucial."

Inefficient Processes Impacting Productivity

Existing processes are inefficient, leading to wasted time, resources, and decreased productivity.

"Our manual management process and inefficient system results in duplicate effort."

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Strategic Alignment

We Help Align Outcomes to Strategic Innovation Activities and Transformational Efforts
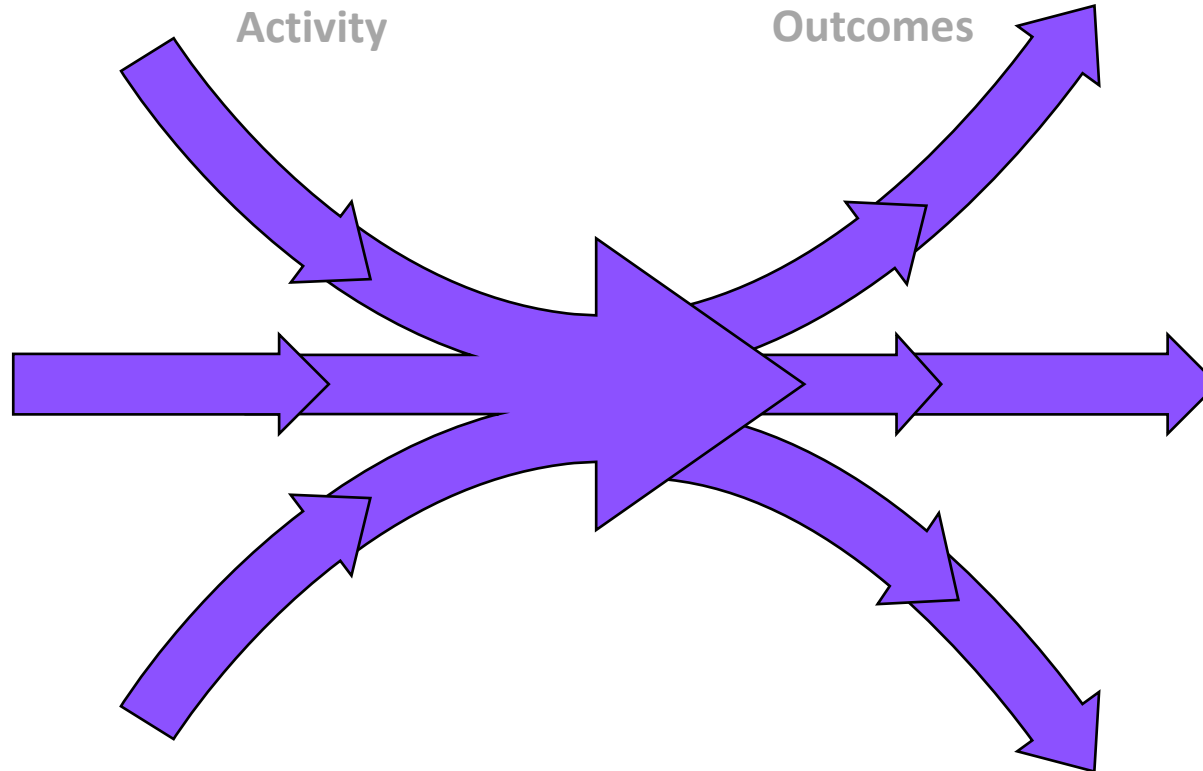
Strategic Goal Alignment

Align your strategic business goals with your technology and change initiatives.

Analytical Assessments

Gap, maturity, readiness, and capability analysis to understand current and desired future state.

Change Readiness

Navigate transition smoothly, minimize disruptions, and capitalize on opportunities.

Activity

Outcomes

Accelerated Innovation

Alignment fosters an environment where ideas and initiatives are aligned with strategic objectives, promoting innovation and creativity.

Transformation Priorities

Employee and user centric analysis along with industry benchmarking drives transformation priorities.

Efficiency Gains

Ensuring your people are ready for change creates huge efficiencies in work effort.

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Strategic Goal Alignment and Business Case Development – Example Market Analysis and Business Case, Beverage Trends

The Beverage market is forecasted to grow at 4.26% CAGR and acquisition costs are high due to interest rates, competition looking toward innovation and high margin products as a primary growth driver.

Company X Innovation Growth

32% Percentage of gross profit growth attributed to innovation.

7% Increase of 12% gross profit per launch.

Global Beverage Market

4.26% Forecasted global CAGR 2023-2028; 3.58 Trillion USD – 4.39 Trillion USD

Consumer Behaviors and Innovation Needs

Consumers are choosing healthy beverages; reduced sugar and low alcohol beverage sales have been rising.
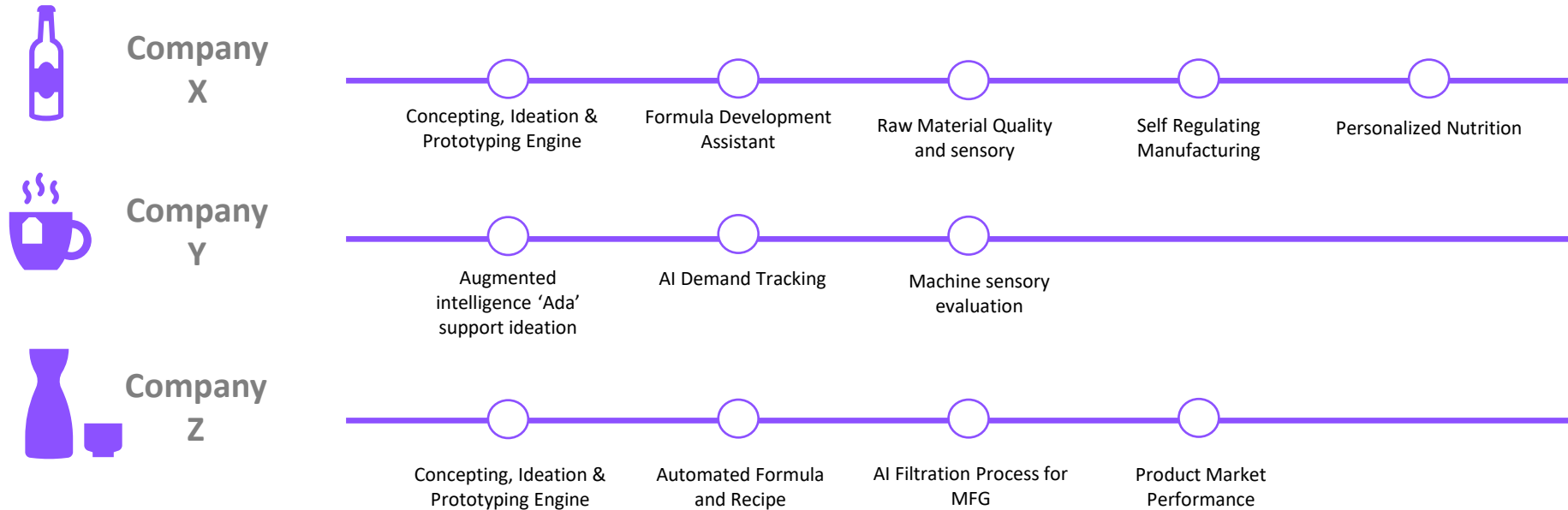

Rising participation in sports and rec activities is driving demand for dietary and energy drinks.

Innovation will need to accelerate to compete and drive growth. **Investment in our innovation stack will support this effort.**

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Competitive Analysis of Investments and Strategy Can Help Guide Your Technology Investments Properly

Company X

- Concepting, Ideation & Prototyping Engine
- Formula Development Assistant
- Raw Material Quality and sensory
- Self Regulating Manufacturing
- Personalized Nutrition

Company Y

- Augmented intelligence 'Ada' support ideation
- AI Demand Tracking
- Machine sensory evaluation

Company Z

- Concepting, Ideation & Prototyping Engine
- Automated Formula and Recipe
- AI Filtration Process for MFG
- Product Market Performance

Additionally, companies like **Company A** are plotting a ~11 Billion USD digital business course consisting of AI, ERP consolidation, and predictive analytics to become the "best connected brewer".

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Analytical Assessment

PLM Analytical Assessments to Prioritize Your Transformation

Focus your investment to solve the right problems for your organization delivering the most impact to your users and stakeholders.

PLM Gap Analysis
Focus on and invest in the right solutions to solve your most pressing problems.

WHAT IS IT?
A deep look at your current state and desired future state, and the gaps inhibiting your progress.

WHO IS IT FOR?
Created for companies that are acquiring new technology or transforming processes.

WHAT ARE THE OUTOMES?
A focused effort targeting the right problem areas with the right priority.

Capability Analysis
Understand your strengths and weaknesses and enhance performance to achieve strategic goals.

WHAT IS IT?
A process and technology utilization assessment focusing on evolving your capabilities.

WHO IS IT FOR?
Created for companies that have previously undergone a transformation but are not seeing desired results.

WHAT ARE THE OUTOMES?
A prioritization on which capabilities should be and how they will be evolved over time.

Maturity Analysis
Improve your efficiency, competitiveness, and overall performance across your Innovation organization.

WHAT IS IT?
A multi-faceted assessment to benchmark your processes, technology, and behaviors.

WHO IS IT FOR?
Created for companies that are undergoing a transformation that need to benchmark, prioritize, and align goals.

WHAT ARE THE OUTCOMES?
A complete understanding of where to focus organizational efforts and investment to remain competitive.

The Bottom Line:

Our assessments prevent companies from spending significant resources on effectively solving the wrong problem.

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How We Help Meet the Needs of Stakeholders, Improve Competitive Edge, and Improve Operations Sustainably

Diving deep on current state operations, aligning to a desired future state in support of technology investment, RFP, continuous improvement and digital transformations.

| Near-Term Analysis | Long-Term Opportunities |

1 Focused Modernization
Reveals technology gaps, ensuring that a company adopts or upgrades the right tools and platforms to remain competitive and support digital transformation.

2 Identify Performance Gaps
Helps to pinpoint discrepancies between current and desired performance levels, revealing areas for improvement in processes, technology, or skills.

3 Enhanced Productivity
By identifying inefficiencies or bottlenecks in operations, companies can streamline processes, eliminate waste, and improve overall productivity.

4 Strategic Alignment
Ensures that the company's current operations and resources are aligned with its long-term strategic goals, helping management prioritize initiatives that drive growth.

5 Continuous Improvement
Promotes a culture of continuous improvement by systematically identifying and addressing operational and strategic gaps, thus fostering innovation and growth.
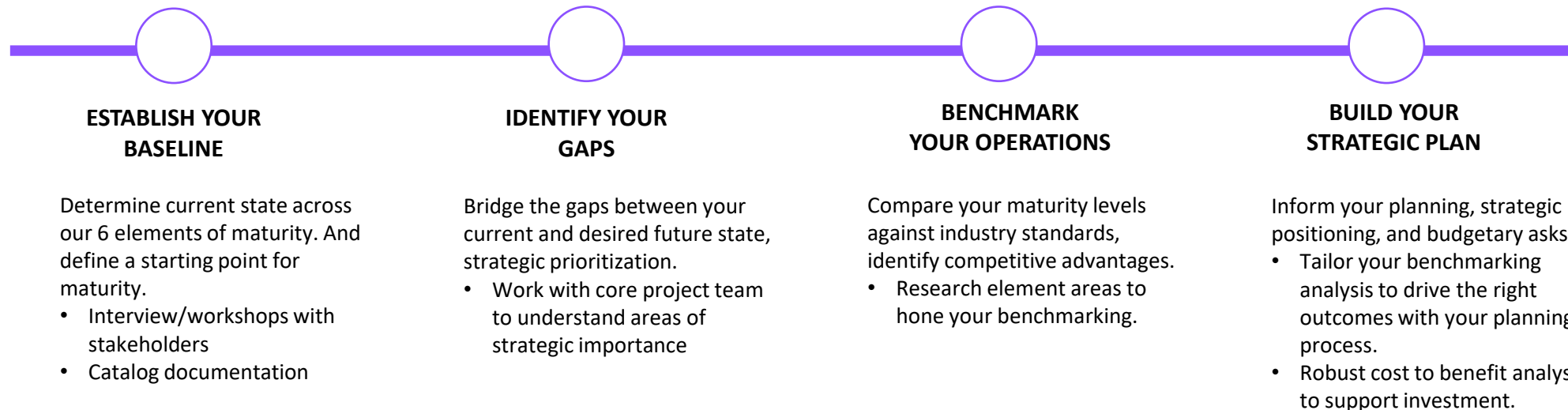
6 Compliance and Risk Mgmt
Helps ensure compliance by identifying areas where the company is falling short, reducing the risk of penalties.
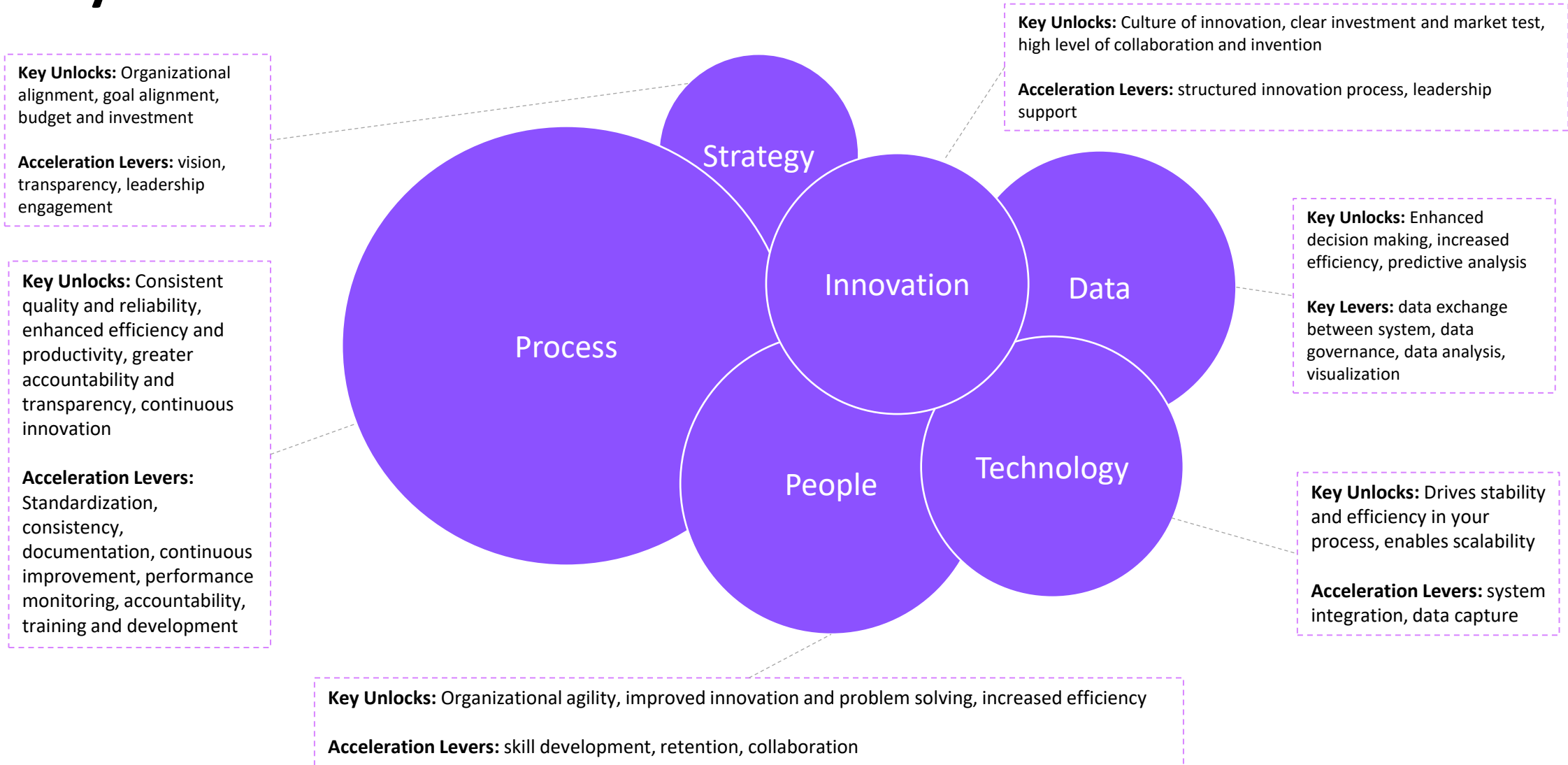
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Product Innovation Assessments and Benchmarking – A 6 Element Evaluation to Drive Your Innovation Forward

Our 6 elements of analysis: Strategy and Governance, Process Management, Data Management, People, Innovation, Technology

Our Assessment Process

ESTABLISH YOUR BASELINE

IDENTIFY YOUR GAPS

BENCHMARK YOUR OPERATIONS

BUILD YOUR STRATEGIC PLAN

Determine current state across our 6 elements of maturity. And define a starting point for maturity.
- Interview/workshops with stakeholders
- Catalog documentation

Bridge the gaps between your current and desired future state, strategic prioritization.
- Work with core project team to understand areas of strategic importance

Compare your maturity levels against industry standards, identify competitive advantages.
- Research element areas to hone your benchmarking.

Inform your planning, strategic positioning, and budgetary asks.
- Tailor your benchmarking analysis to drive the right outcomes with your planning process.
- Robust cost to benefit analysis to support investment.

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Product Innovation Assessments – Our Research Has Shown the Key Unlocks and Acceleration Levers

Key Unlocks: Organizational alignment, goal alignment, budget and investment

Acceleration Levers: vision, transparency, leadership engagement

Key Unlocks: Culture of innovation, clear investment and market test, high level of collaboration and invention

Acceleration Levers: structured innovation process, leadership support

Key Unlocks: Consistent quality and reliability, enhanced efficiency and productivity, greater accountability and transparency, continuous innovation

Acceleration Levers: Standardization, consistency, documentation, continuous improvement, performance monitoring, accountability, training and development

Key Unlocks: Enhanced decision making, increased efficiency, predictive analysis

Key Levers: data exchange between system, data governance, data analysis, visualization

Strategy

Innovation

Data

Process

People

Technology

Key Unlocks: Drives stability and efficiency in your process, enables scalability

Acceleration Levers: system integration, data capture

Key Unlocks: Organizational agility, improved innovation and problem solving, increased efficiency

Acceleration Levers: skill development, retention, collaboration

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Maturity Benchmarking – A Look Across 6 Elements and 4 Distinct Maturity Levels

We partner with Foodchain ID to provide benchmarking perspectives across the Food and Beverage industry

	Lagging	Emerging	Optimizing	Accelerating
STRATEGY	Ad-hoc and reactive, little strategic planning	Structured plans, aligned actions, strategic goals	Adaptive strategy, coordinated execution	Proactive, visionary, integrated strategy, innovative
PROCESS	Disorganized, inconsistent, no standard procedures	Established standards and improving consistency	Streamlined processes, incremental automation	Optimized and automated, continuous refinement
DATA	Fragmented, unstructured, poor quality and accessibility	Beginning standardization, integrated data sources	Data quality management, integrated, analytical insights	Well governed and actionable, drives decisions and automation
PEOPLE	Siloed and minimal, no competency plan	Shared tools and KPIs, common ways of working	Aligned KPIs, competency and development	Highly integrated, shared data, strategic competency and development
INNOVATION	Rare and sporadic, ideas not supported	Structured innovation programs	Structured innovation programs	Ingrained systems, programs, and investment
TECHNOLOGY	Outdated, minimal investment, poor adoption	Modern tools, user centric design, use of cloud	Modern tools, user centric design, use of cloud	Highly leveraged technology, broad adoption, competitive advantage

Static ➜ **Transformative**

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Change Readiness

Change Readiness

We change businesses; accelerating their digital capability and culture

Assess & Prepare

- Evaluate organizational readiness including culture, leadership, and experience
- Identify vision for change
- Engage Stakeholders

Plan & Organize

- Establish a change management team with clear roles and responsibilities
- Assess change impact and develop detailed plans – timelines and resources

People & Culture

Communicate and Empower

- Implement a comprehensive communication plan to keep stakeholders engaged
- Build a training plan
- Empower employees with training delivery

Monitor and Adapt

- Establish norms and lagging indicators to measure progress
- Create a backlog of activities to continually build on change
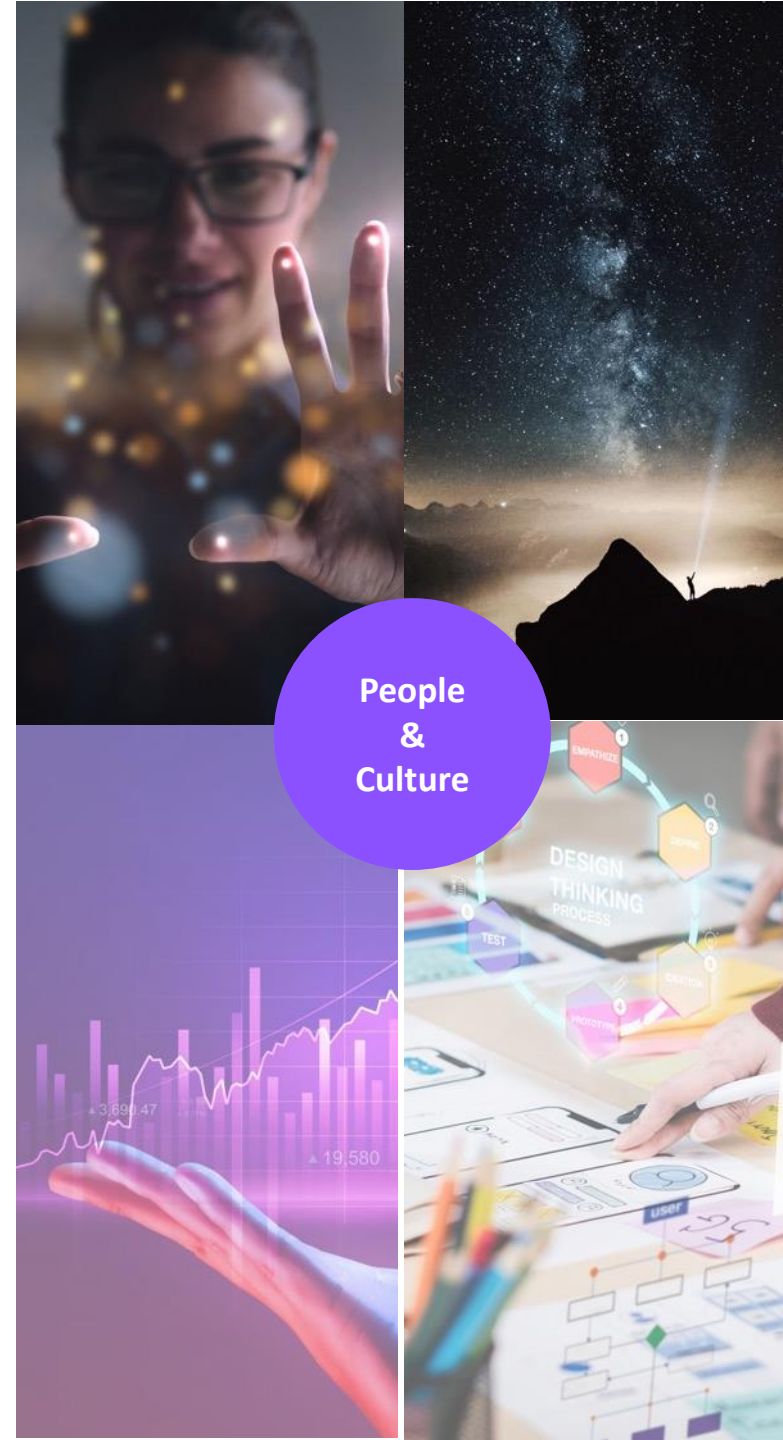
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Making a Difference

Global Beverage Brand Accelerates Technological Advancements

How We Helped, What We Did

Engaging with Frame and Flight - 71 Interviews across the global enterprise focusing on product development, packaging, bottling operations, supplier quality, lab operations, regulatory, and technology teams.

Market research calling out headwinds and opportunities for budgetary request. Complete picture of innovation, operations, and technology usage across the global organization.

| $20+ Million investment rationalization | Enabled 12% profit growth per launch | Drove long-term view on emerging technology | Enabled 25% of gross profit growth |

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Global CPG Enterprise Accelerates Innovation Platform

How We Helped, What We Did

Partnering with Frame and Flight to pioneer next-generation innovation and enhance product development processes. Aligning global enterprise to consolidate the innovation eco-system, garner investment, and drive toward automation.

Created strategic maturity roadmap aligning people, process, and technology. Consolidated technology landscape replacing functionality and process of several systems. Guided the strategic investment of their next-gen innovation technology stack.
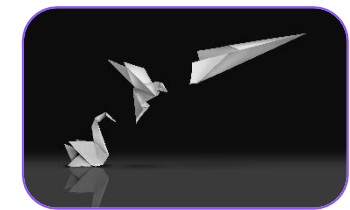
| $11+ Million investment rationalization | Consolidated technology ecosystem | Supported RFP for modern PLM technology | Enabled 'cornerstone of innovation' |

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Our Ways of Working Ensures the Smoothest Assessment and Insight Delivery

Planning

We plan our assessments around your needs and resources.
- Define Objectives
- Identify Stakeholders
- Select Assessment Methodology
- Develop Assessment Tools
- Schedule Resources
- Pre-Assessment Meetings

Research

We will research internal and external documentation to drive outcomes.
- Collect and Catalog Documentation
- Identify Relevant Industry Benchmarks

Interviews

Create, build, and execute workshops and interviews.
- Determine Scope and Methodology
- Build Question Set
- Create Workshop Materials
- Validate Process with Client
- Execute Sessions

Analysis

Our deep analysis covers internal and external sources.
- Catalog Sessions
- Extract insights
- Build Wireframe of Final Report
- Pre-Read Final Report
- Edits

Readout

Executive final readouts are provided to align stakeholders on outcomes.
- Finalize Report Based On Feedback
- Deliver Final Read Out
- Final Edits
- Recommendations and Advisor

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Our Core Team

We are a highly experienced customer-focused team that can execute rapidly; specializing in technology, manufacturing, retail, and consumer packaged goods.

Chris Brandsey
Managing Partner

Daran Han
Strategic Advisor

Rahul Kaushal
Marketing Head

Ben Grant
Engineering Head

Melissa Mueller
Product & UX

Nestlé

sam's club

Cargill™

BCG Digital Ventures

Google ventures

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Our Extended Team

We have strategy, product management, program management, engineering, implementation, and data resources throughout North and South America.

Thank You

Frame and Flight LLC

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