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NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

PEX102

Accelerate IoT innovation with Reynolds Consumer Products & DXC Technology

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Global PDM, SPARK, CPG, DXC
AWS

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Reynolds Consumer Products

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WYN - ENCORE BALLROOM 2 | WED 1:45 PM

AWS Solution Innovation - Accelerate IOT Innovation with Reynolds & DXC

Learn how Reynolds Consumer Products is innovating to minimize Environmental Impact through SPARK IoT for CPG, a GSI as ISV Solution from DXC and AWS



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AWS solution innovation: Reynolds and DXC/SPARK

Introduction

The CPG industry and environmental impact initiatives

How AWS GSI programs and offerings are helping customers innovate with emerging technology

Reynolds

- Company information
- Strategic initiatives and focus
- Environmental impact project

DXC

- Project approach
- Project information supports additional strategic initiatives for customers

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What does this number have to do with the CPG industry?

18 trillion

More than 2.5 million brands in market

More than 1 trillion products purchased

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CPG industry efficiency



How much organization and efficiency is required to sell more than 1 trillion items?

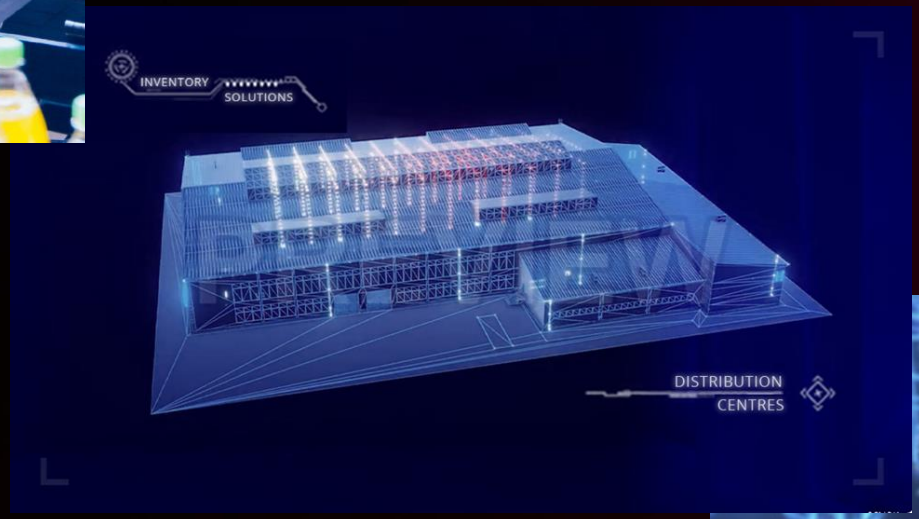
PLANNING > MANUFACTURING > DISTRIBUTION

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The CPG industry and optimization of processes







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Environmental impact of conference breakfast CPG items



Milk/dairy



Cereal/snack



Coffee/orange juice/beverage



Toast/bakery

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Environmental impact of conference breakfast CPG items



Milk/dairy



Cereal/snack



Coffee/orange juice/beverage



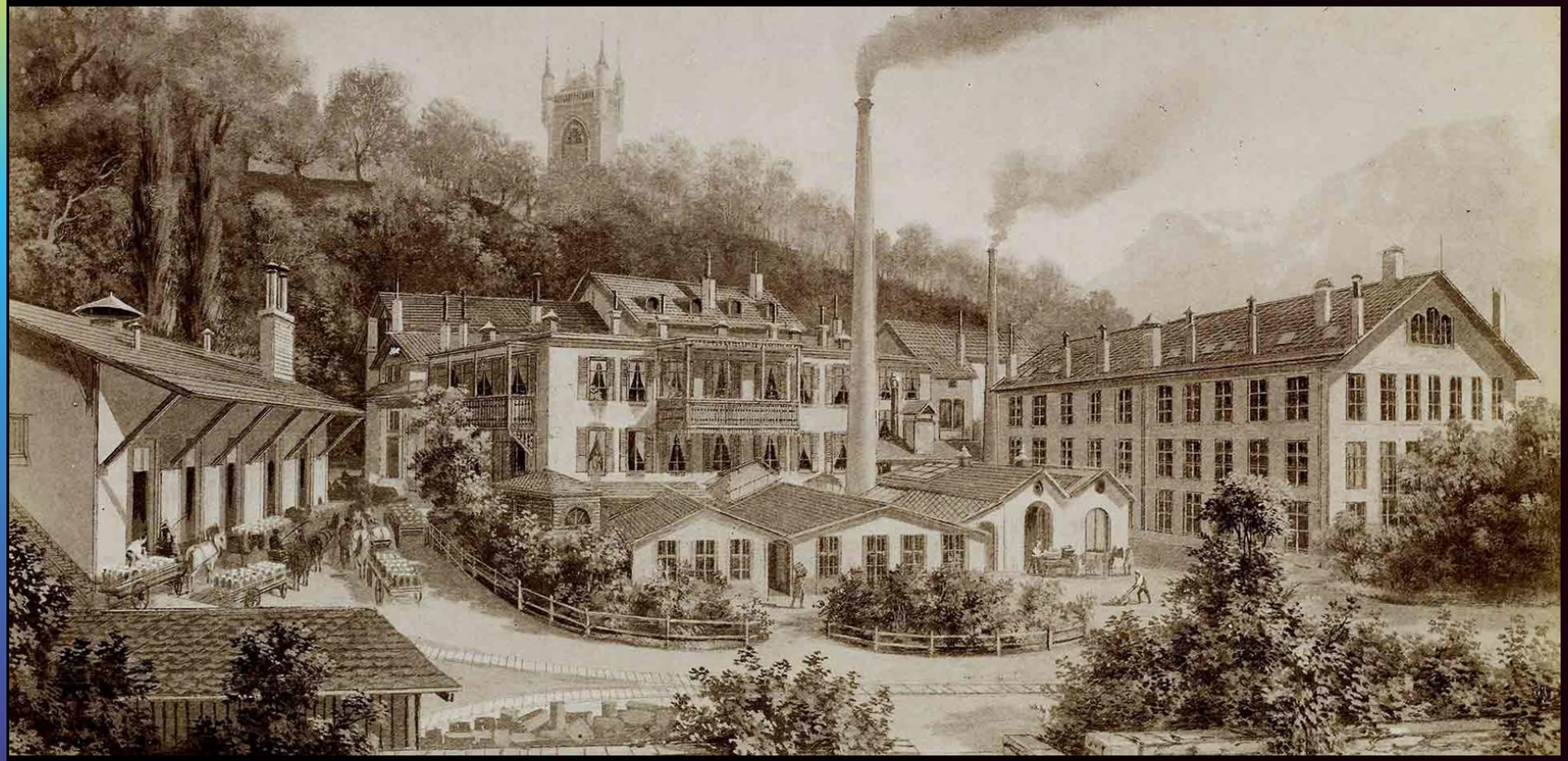
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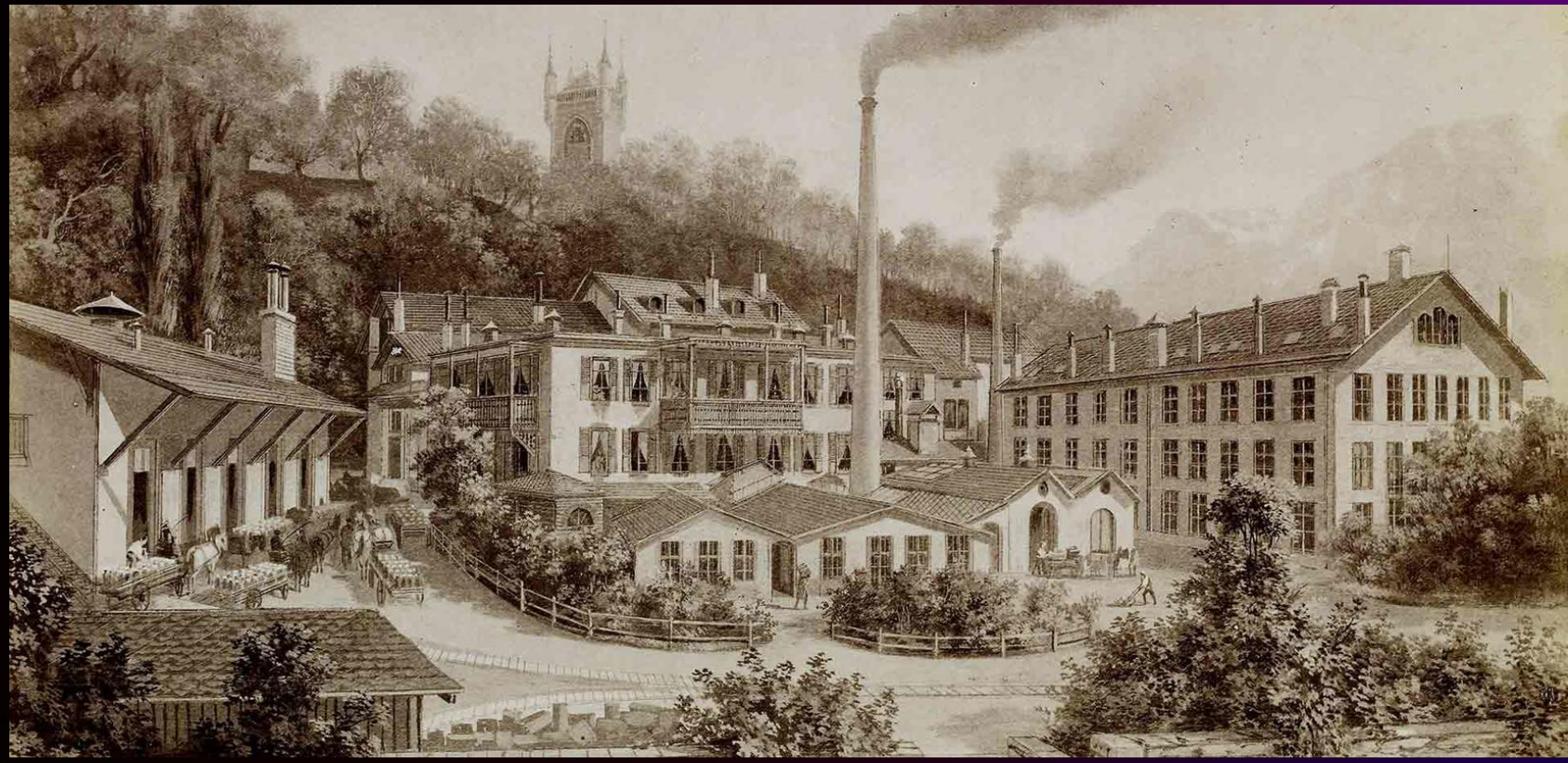
The CPG industry and optimization of processes



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The CPG industry and optimization of processes





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CPG industry: what more could they learn?



More than 70 terabytes of information per manufacturing facility or distribution center

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CPG industry: what more could they learn?





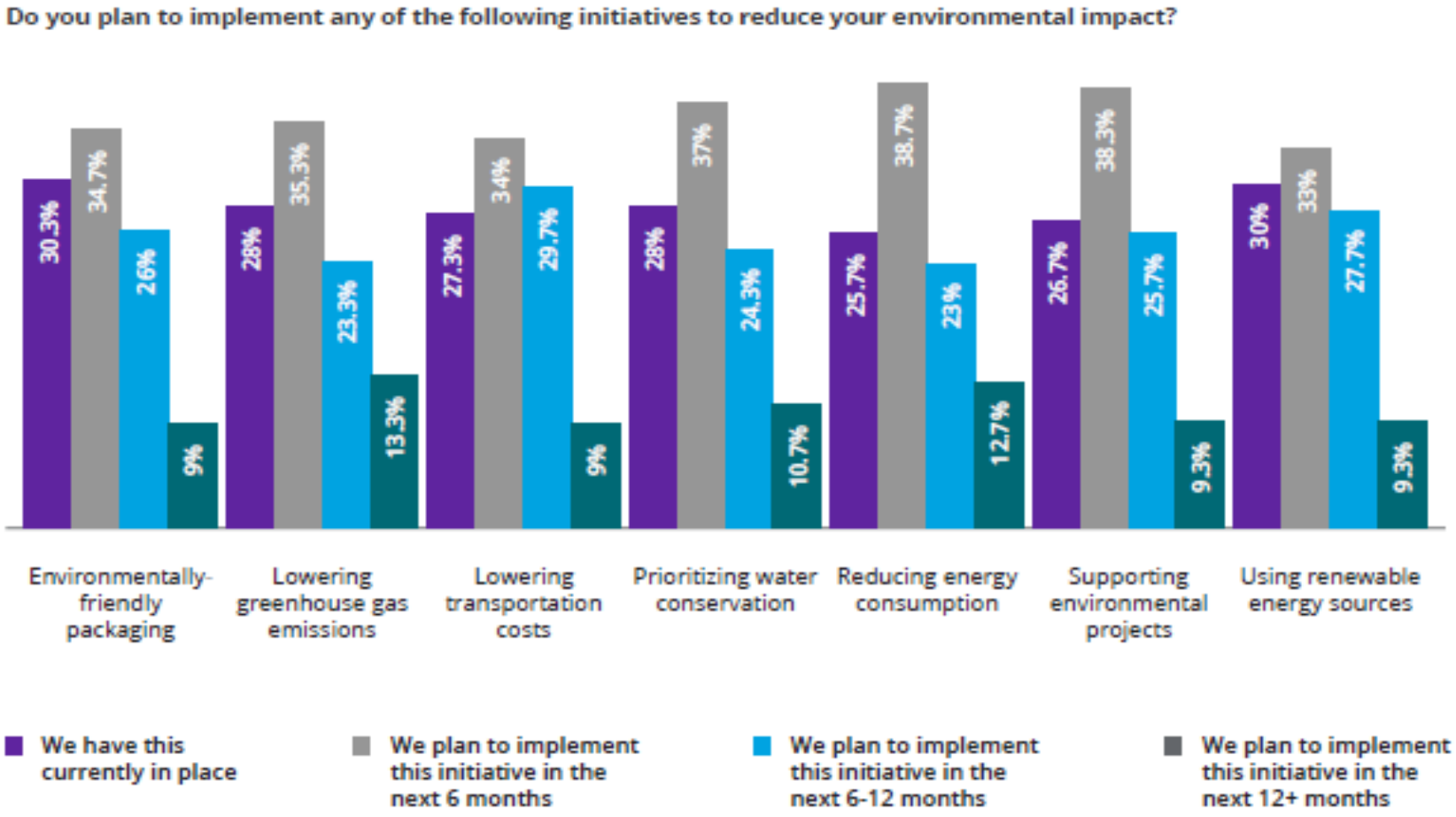






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The CPG industry and environmental impact initiatives



Consumers paying more for environmentally focused products is ranked highest for consumer goods, at 38% of consumers

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Value of AWS solutions from GSI as ISV Program



Faster time-to-market



Build Trusted Advisor status with customers



Build new re-occurring revenue streams



Tighter alignment to industry and field sellers



Increase profitability



Lower business risk



Increase market awareness of IP

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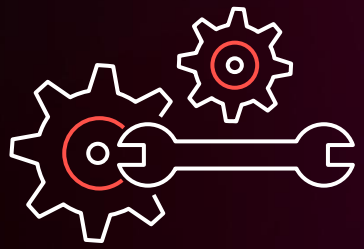
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AWS GSI as ISV Program



Partner Value

- Streamlined mechanisms/investment to co-build new IP solution
- Educate and activate via Industry Sales Plays w/ AWS Sales
- Create market and end customer demand



Customer Value

- Complete solutions that address industry and use-case specific business pain points
- Faster time to market and time to value
- Increase market share and revenue

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Amplify Joint Go-To-Market (Sell Together with DXC)



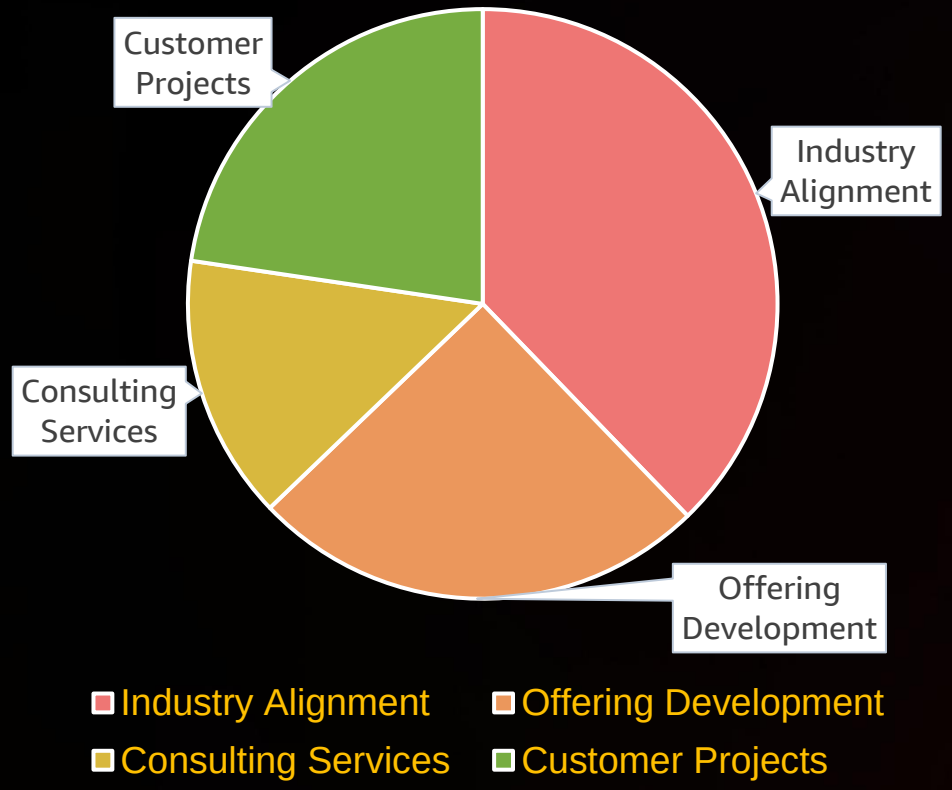
Solution requirements

1. Alignment with Prioritized Industry requirements
2. Approved Foundational Technology
3. Complete Sales Toolkit (Sales/Solution Brief)
4. Public Customer Reference
5. Solution Internet site (AWS or Partner)

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How AWS GSI Programs and Offerings are helping customers innovate with emerging technology

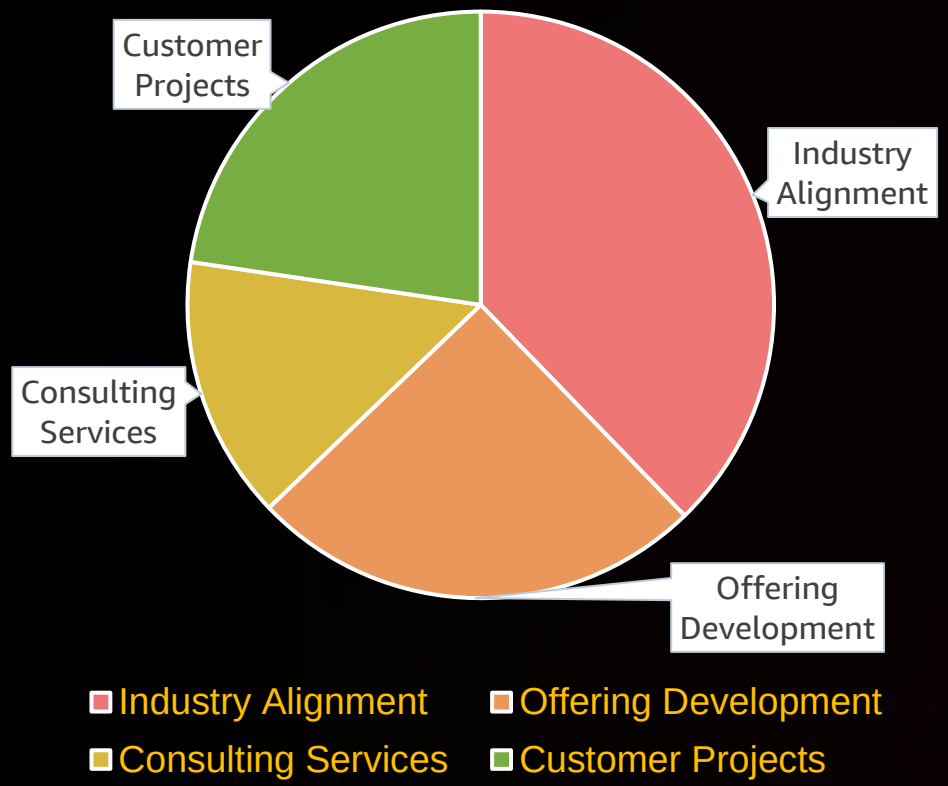
AWS GSI as ISV funding categories



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How AWS GSI Programs and Offerings are helping customers innovate with emerging technology

AWS GSI as ISV funding categories

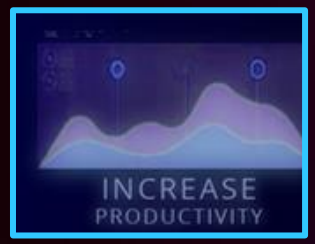


What is SPARK for CPG?

With DXC and AWS SPARK, CPG companies can easily buy and configure IOT cloud solutions to build great brands, increase organizational dynamic response to market opportunities, and drive operational efficiency with proven, industry-specific innovations and solutions.









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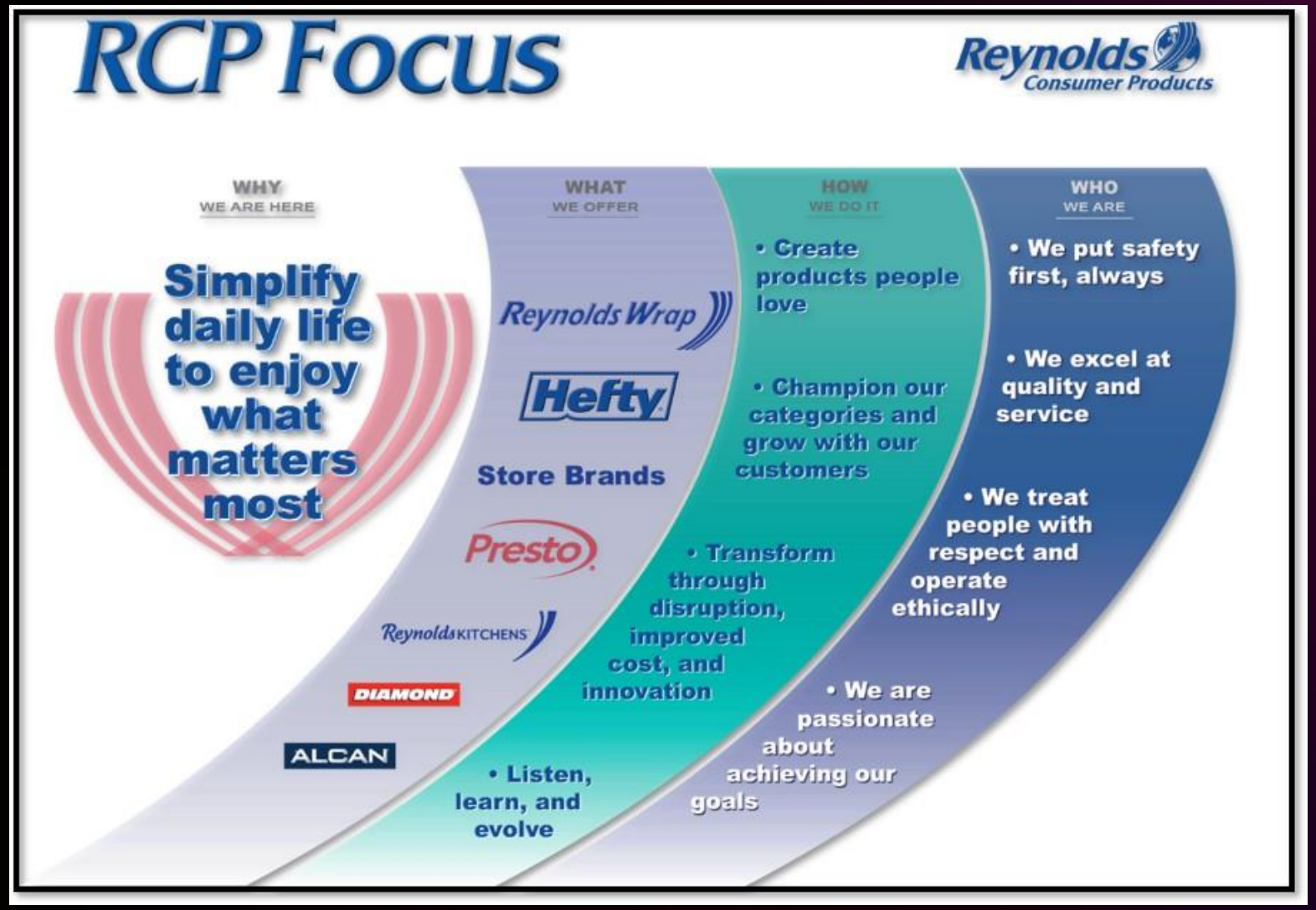
Who is Reynolds Consumer Products?

Reynolds Consumer Products (RCP) is a market leader in providing preparation, cooking, cleanup, and storage solutions under Reynolds, Hefty, and private label brands.

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Nasdaq: REYN

Reynolds Consumer Products



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Reynolds Consumer Products

ENVIRONMENTAL SOCIAL GOVERNANCE: OUR PRODUCTS & OUR COMMUNITIES

Our products

Our ambitions

Innovative products and solutions that simplify daily life while reducing environmental impact

Our goals and targets

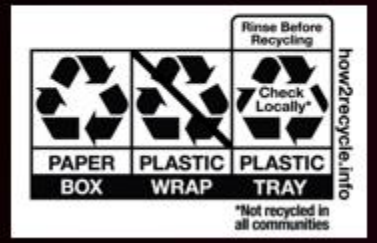
Goal: We will offer products and packaging that help consumers make a positive impact with their buying and recycling habits











Our communities

Our ambitions

Communities that are more prosperous and have a healthier environment because we operate there

Our goals and targets

Goal: We will activate our communities to make more sustainable choices and recycle more

Goal: We will reduce the impact of our operations on the planet

We will achieve our goals by partnering with our customers, suppliers and other industry players

We commit to transparent communication about our governance, our operations and our products. We will publish policies on human and workplace rights, cyber security, risk compliance, ethical behavior/code of conduct, product safety and product sustainability. We will, at least annually, disclose material metrics and progress against goals using standards such as SASB and GRI.

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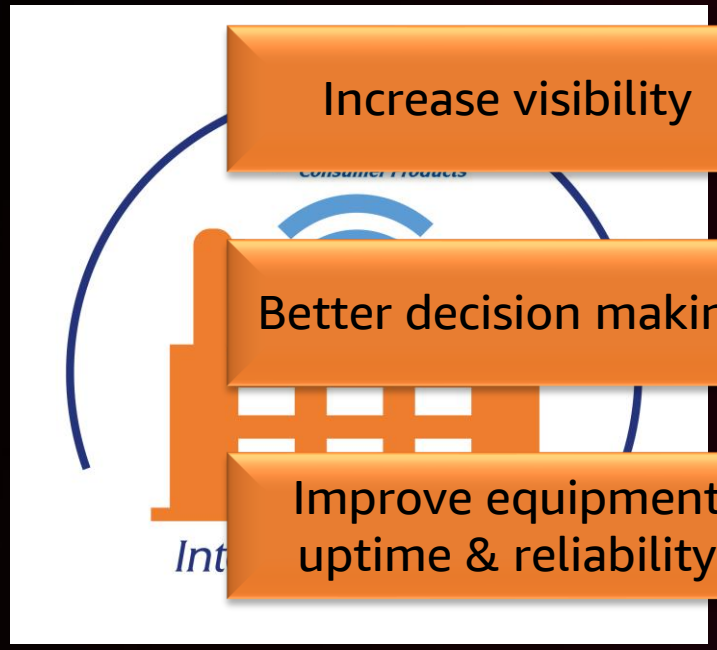
Source: RCP ESG Framework, 2021

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INTELLIGENT FACTORY PROGRAM: A JOURNEY TO APPLY TECHNOLOGY TO ENABLE IMPROVEMENT

"The goal is not to become a digital company. Instead, for industrial companies to capitalize on digital technologies to defend and advance their competitive advantage."

- National Association of Manufacturers



- Increase visibility
- Better decision making
- Improve equipment uptime & reliability
- Improve product quality
- Reduce emissions
- Reduce energy usage

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BUILDING YOUR OWN SOLUTIONS

Many of our Intelligent Factory Projects involved “building a solution” using IoT platform development tools, but we found challenges with using this approach in many situations





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MERGING INTELLIGENT FACTORY WITH ENVIRONMENTAL SUSTAINABILITY

Many of our Intelligent Factory Projects involved “building a solution” using IoT platform development tools, but we found challenges with using this approach in many situations

- Longer project development time
- Highly customized Solutions
- More challenging to suppor
- Longer proof to value
- Higher total cost solution

When we wanted to delve into Energy Use Cases, we wanted to find a solution that would put the pieces together for us, rather than build our own solution



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ENERGY MONITORING AND OPTIMIZATION

You can’t improve what you don’t measure

Situation:

- Manufacturing plant leverages natural gas to heat annealing furnaces in the production of aluminum foil
- Different furnaces may be used based on production load and availability of resources
- Each furnace has its own characteristics and efficiencies

Business objectives:

1. Identify data across production and evaluate energy utilization against expected targets and production schedules
2. Display dashboards and operational reporting on the balance of energy utilization, waste, and per batch costs to help RCP monitor environmental impact initiatives

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DXC-AWS: project approach

The SPARK IoT for CPG Environmental accelerator solution provides RCP with the ability to:

- ✓ Capture gas utilization across RCP production facilities
- ✓ Provide data analysis to combine data sources, production schedule, cost, gas usage and machine condition, and analyze data for patterns and trends
- ✓ Visualize the information to help RCP identify which furnaces use the least gas for each different product and thus reduce their gas utilization while maintaining quality

Using the SPARK platform and DXC to provide information to make the best operational decisions



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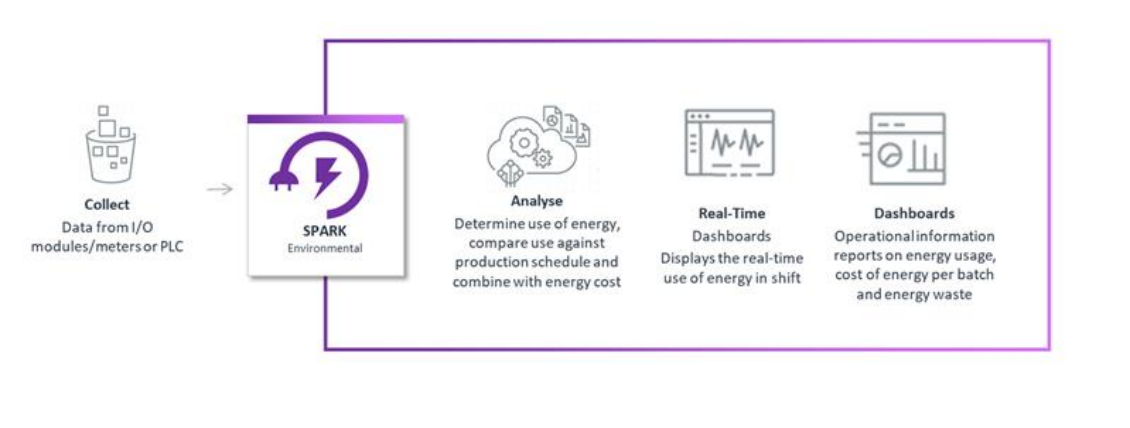
DXC-AWS: the power of SPARK

Customizable solutions with an optimized delivery process

- The accelerator pilot project provides a rapid approach for RCP to determine how much value the solution provides to then make a well-informed financial decision whether to proceed to full production
- Using the prebuilt solution not only provides a rapid and cost-effective way to prove its value but provides a lower entry cost to achieve the production solution and provides a much faster time to value

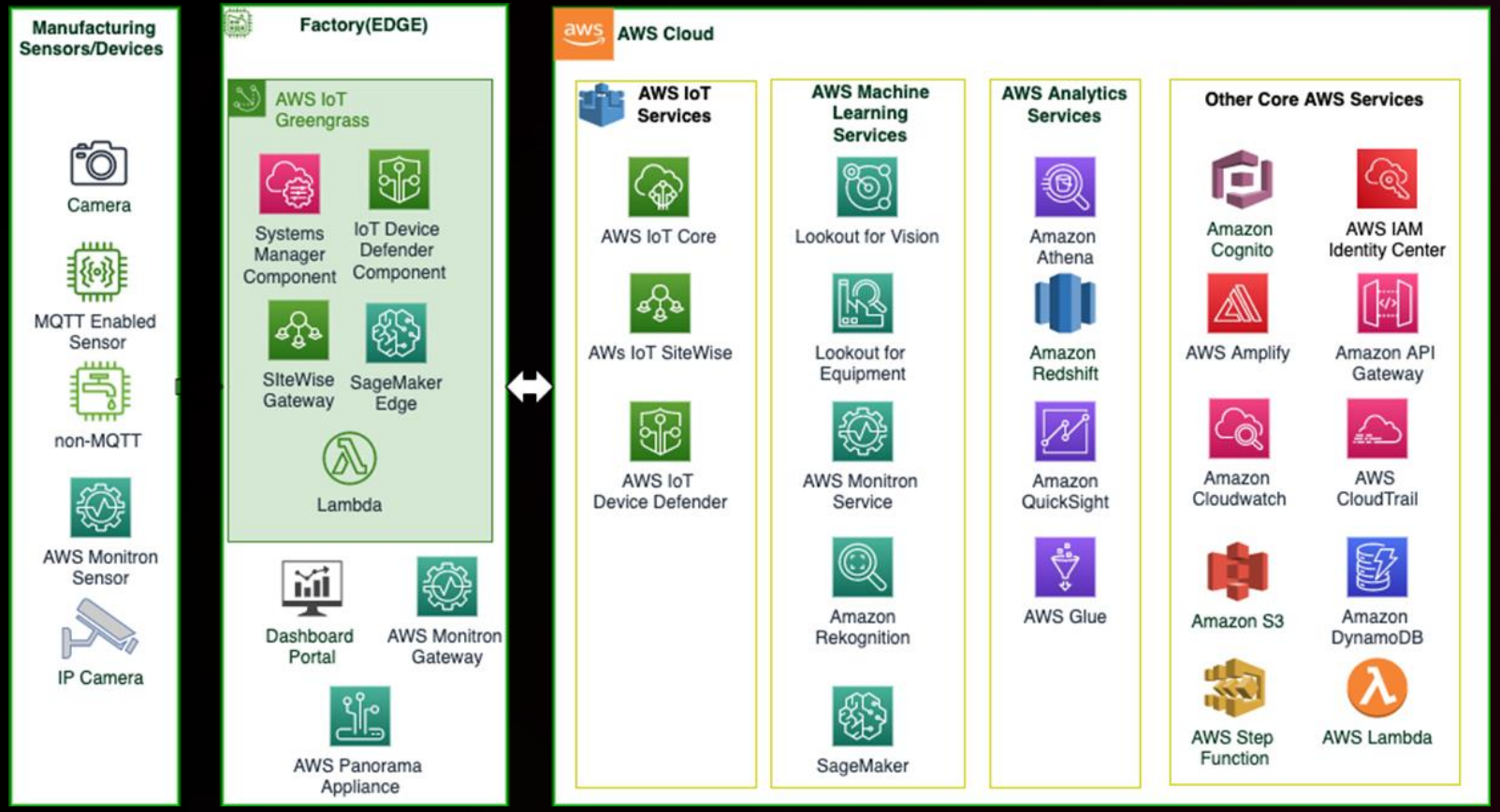
Supports additional strategic initiatives for our customers

- The solution also provides information to discover operating cost savings from operating the machinery at different rates/configurations while meeting quality standards
- Removing waste and optimizing energy utilization to produce only quality products



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DXC-AWS: SPARK components



SPARK is built using over **30 AWS cloud and edge SaaS services** and other DXC partners such as Dell for edge infrastructure to bring the power of IoT and Analytics onto factory floor and into distribution.

With capabilities such real-time performance reporting and machine learning intelligence.

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Reynolds Consumer Products / DXC SPARK Project

SPARK IMPLEMENTATION – ADDITIONAL CHALLENGES

Leveraging SPARK solved many of our “Custom Build Challenges,” but other issues emerged



- Business resource availability
- Highly utilized production assets
- Complications of machine level data

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Reynolds Consumer Products / DXC SPARK Project

SPARK IMPLEMENTATION – ADDITIONAL CHALLENGES

Leveraging SPARK solved many of our “Custom Build Challenges,” but other issues emerged



- Business resource availability
- Highly utilized production assets
- Complications of machine level data
- Multiple sources of data
- System connectivity / Security

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Reynolds Consumer Products - SPARK

PROJECT NEXT STEPS

- Our Pilot Program with DXC's SPARK IoT for CPG is well underway with metering equipment installed last week
- The SPARK Environmental services are set up and running
- We've already dealt with the challenges of data accessibility and moving our data to the AWS Cloud
- Next up is testing the pre-defined views and training our users on navigation
- We can't wait to see the insights!

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SPARK for CPG











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Thank you!



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