

The Customer:

ECOLAB is the global leader in cleaning, sanitizing, food safety and infection prevention products and services. The company delivers comprehensive programs and services to foodservice, food and beverage processing, healthcare and hospitality markets in more than 160 countries.

INDUSTRY: Commercial and Industrial Cleaning Products and Services

Growth Fact: *Ecolab grew revenue by more than \$6 million in one year when it cleaned up excess inventory, reduced vendor stock and improved productivity.*

Pain Points and Challenges

- ✓ Process and data difficulties
- ✓ High redundant labor expenses
- ✓ Division cash flow and profits squeezed by poorly standardized business processes
- ✓ Poor inventory control
- ✓ Difficult information access and reporting capabilities
- ✓ Hardware and software insufficient to support upgrades
- ✓ Assistance needed for SAP deployment

Pragmatek Involvement

- ✓ Conducted thorough business process analysis
- ✓ Initiated business blue printing to define new processes
- ✓ Designed, developed, tested and implemented bar coding linked to SAP
- ✓ Identified and prioritized lean improvement opportunities
- ✓ Leveraged Ecolab's resource team to lead and coordinate activities
- ✓ Provided program management for ServTrex Version 1.0 and rolled out implementation

The Payoffs

- ✓ Reduced excess inventory by \$940,000
- ✓ Saved \$1.25 million in open return vendor stock
- ✓ Saved \$700,000 by reducing parts inventory
- ✓ Saved \$3.9 million with improved labor and productivity
- ✓ Saved \$868,000 in credit and collections

Learn how Ecolab
cleaned up excess inventory
to produce
More Profit.



ECOLAB[®]

Let us help
YOUR Company
Accelerate
Profitable
Growth. 