



Orora's Value as Your Thermal Packaging Solutions Partner

Businesses and procurement departments often ask themselves:

Why do we need to buy from a packaging partner when we can just purchase direct from the manufacturer more cost effectively?

This is a predictable response from businesses and those with minimal storage & understanding beyond the product cost. The buyer or seller in a direct sell relationship will have to function as the packaging expert, which will always add cost to the equation.

A neutral thermal packaging partner affords their customers the luxury of sourcing the best-in-class solutions from multiple manufacturers through one partner. Furthermore, customers can source hundreds of ancillary packaging supplies and bundle through the same partner.

In a total cost of ownership proposal, Orora offers a greater level of flexibility and potential cost savings to company's who purchase directly with respect to:



Storage capacity & warehouse space



Minimum order quantities



Shorter lead times



Fixed costs vs. variable



Multiple locations



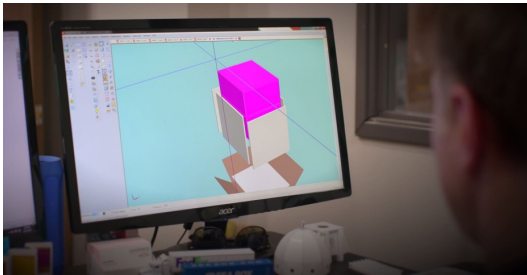
Just-in-time service



Reduced supplier base



With respect to thermal packaging, consider the efficiencies of scale when ordering the following products and services directly through Orora:



1. Corrugated (cartons, spacers, payload boxes, etc.)
2. Insulation (EPS, Polyurethane, VIP, Starch, Fiber, Hemp, Cellulose, etc.)
3. Refrigerants (gel packs, bricks, and PCM)
4. Refrigerant conditioning (3rd party cold storage facility)
5. Void fill (paper, pillows, bubble, etc.)
6. Third-party Thermal Packaging design, testing, and qualification
7. Storage, assembly, and JIT distribution at multiple North American locations

This could easily result in 6-7 separate suppliers that a staff of Procurement and Logistics personnel would need to manage and control all aspects of forecasting, pricing, purchasing, invoicing, and payables vs. one project manager that can cost-effectively process through Orora.

Furthermore, companies who prefer to manage their own storage & packaging solutions must always be focused on rising labor and benefit costs, increasing inventory turns, and developing working capital through enhancements in their operational efficiencies. As a result of the Pandemic, costs continue to rise with labor increasingly difficult to secure. A partnership infrastructure with Orora leverages economies of scale to service many while continuously working to optimize *process* efficiencies to meet the variable supply chain needs of their customers.

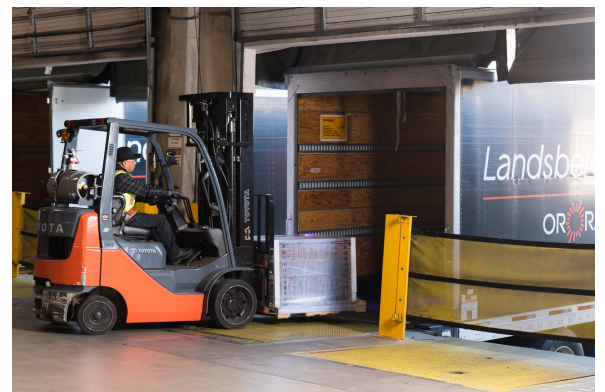


The partner's network is critical to maintaining a cost-effective program strategically within North America for same or next day delivery. In today's "*need it now*" temperament, customers demand uninterrupted access to their packaging supplies through a partner like Orora that can proactively serve as an extension of their company to forecast their needs.

Orora may also have more flexibility to extend financial considerations such as extended payment terms and consignment programs. Gone are the days of simple net30 terms, replaced by demands for a longer term of 60 to 90 days or quick pay in exchange for higher discounts. This is due to their customers enforcing similar term requirements upon them.

From a sourcing standpoint, a distribution partner significantly reduces risk for their customers. As the demand for thermal packaging continues to expand globally, small, and mid-size customers must take advantage of global sourcing to realize cost benefits and technology advancements to remain competitive. These customers often do not have the resources available, budget, or ability due to the Pandemic to visit facilities that are located hundreds to thousands of miles away to qualify materials, audit plants, manage international logistics, and establish a supply chain relationship.

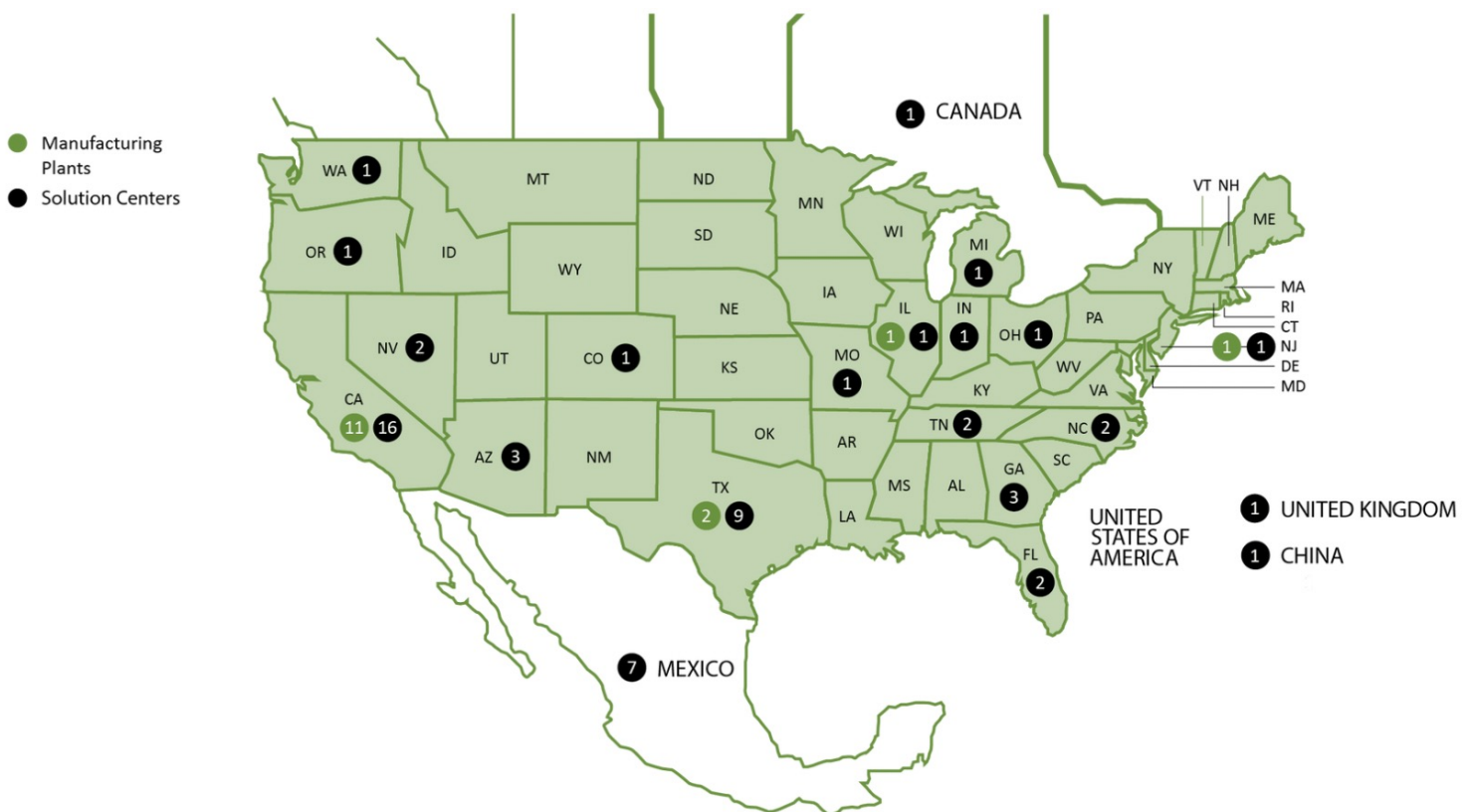
Additionally, it is cost prohibitive for customers to buy full container quantities of products when they only need a few pallets per month. Orora can fill this role by bridging the gap through a systematic approach of identifying new sources for products, conducting regular plant audits, having local representatives active in developing countries, and importing full container quantities of products under supply agreements while having the ability to store and distribute in LTL quantities.





One of the most common advantages of working through a packaging partner is the ability to bundle numerous products. Customers can purchase several items through Orora, reducing administrative, inventory space, and freight costs. These products can be combined in LTL or truckload quantities and delivered daily. From Procurement's point of view, reducing their supplier base affords them leverage to greater discounts and cost savings.

Finally, due to our geographic proximity, Orora can maintain regional relationships with customers, increase their understanding of their processes, and serve as a third set of eyes to suggest cost saving products or services. This level of relationship intimacy affords Orora the opportunity to present innovative new products and services that can generate new revenue, savings, and profitability.



Interested in discussing the many ways Orora can help your business?

[Contact us today](#)