

## The Success Story of Georgia-Pacific & Specright

Georgia-Pacific has partnered with Specright to automate Certificates of Analysis processing.

This is the story behind their collaboration.

The Innovation Partnership Case Studies Series is a collection of reports highlighting key projects emerging from the Plug and Play Ecosystem.

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### **WE HELP YOU IN EVERY STEP OF YOUR INNOVATION JOURNEY**

Partnering with the largest organizations worldwide gives us a line of sight to identify the main pain points affecting each industry. We then focus on sourcing the best startups that can provide the best solutions to these challenges.

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One of our greatest ambitions is to make our ecosystem accessible wherever you are. With offices across the world, we're proud to be the world's largest innovation platform by geographic reach.



## Georgia-Pacific: The Corporate Partner

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Georgia-Pacific LLC is an American pulp and paper company based in Atlanta, Georgia, and is one of the world's largest manufacturers and distributors of tissue, pulp, paper, toilet and paper towel dispensers, packaging, building products and related chemicals. With over 30,000 employees, Georgia-Pacific has more than 180 locations in North America, South America and Europe.

## Specright: The Startup

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Specright is the first purpose-built platform for Specification Data Management. Whether it's packaging, raw materials, formulas, products, processes, or machines, Specright helps companies digitize, map, and take action across their supply chain to reduce costs, increase profitability, and drive sustainability. Their customers operate in agriculture, automotive, cosmetics, food & beverage, manufacturing, FMCG/CPG, medical, or any industry reliant on accurate specifications.

## Plug and Play: The Innovation Platform

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Plug and Play Supply Chain is the leading Innovation Platform for the global end-to-end supply chain. Working together with over 50 logistics partners from every mode of transportation and covering all steps of the supply chain, our startups bring innovation all the way from the mine to the front door of the end consumer. Plug and Play Supply Chain has six offices: Silicon Valley, Northwest Arkansas, Toronto, Hamburg, Singapore, and Shanghai.

# The Collaboration

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## The Problem

What was the problem that Georgia-Pacific wanted to solve?

Supply Certificates of Analysis (CoAs) were inconsistent and they were sent to GP quality teams in a variety of formats. This meant time-consuming, redundant data entry, as well as manual record-keeping.

Georgia-Pacific manually inspected thousands of CoAs each day, coming from various paper suppliers. CoA audits are a critical component of quality and supplier management, and GP's manual checks led to delays in finding issues or even bad products getting out of the door.

The company wanted to optimize this process, both for themselves and their suppliers.

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## First Steps

- Specright participated in the Supply Chain Batch 2 accelerator in Northwest Arkansas, where Plug and Play introduced them to its corporate partner Georgia-Pacific.
- The pilot and rollout were executed one month after the introduction was made.
- Georgia-Pacific aimed to automate CoA processing using Specright's Specification Management platform.

# The Results

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Georgia-Pacific used Specright to automate hundreds of daily CoA reports from paper suppliers and ensured the quality matched the specifications. Specright's automation cut down the amount of manual CoA inspections by 95%, from hundreds of inspections to a handful per day.

With Specright, Georgia-Pacific's CoAs are now automatically scored as soon as they come in from suppliers. When an inbound material fails inspection, Specright flags it for immediate review, which prevents quality issues from happening and ensures supplier compliance.

With Specright, they are able to:

- Assess supplier process capability for key raw material specs and identify supplier performance trends.
- Identify non-conforming raw materials more rapidly.
- More effectively troubleshoot raw-material related problems in their plants

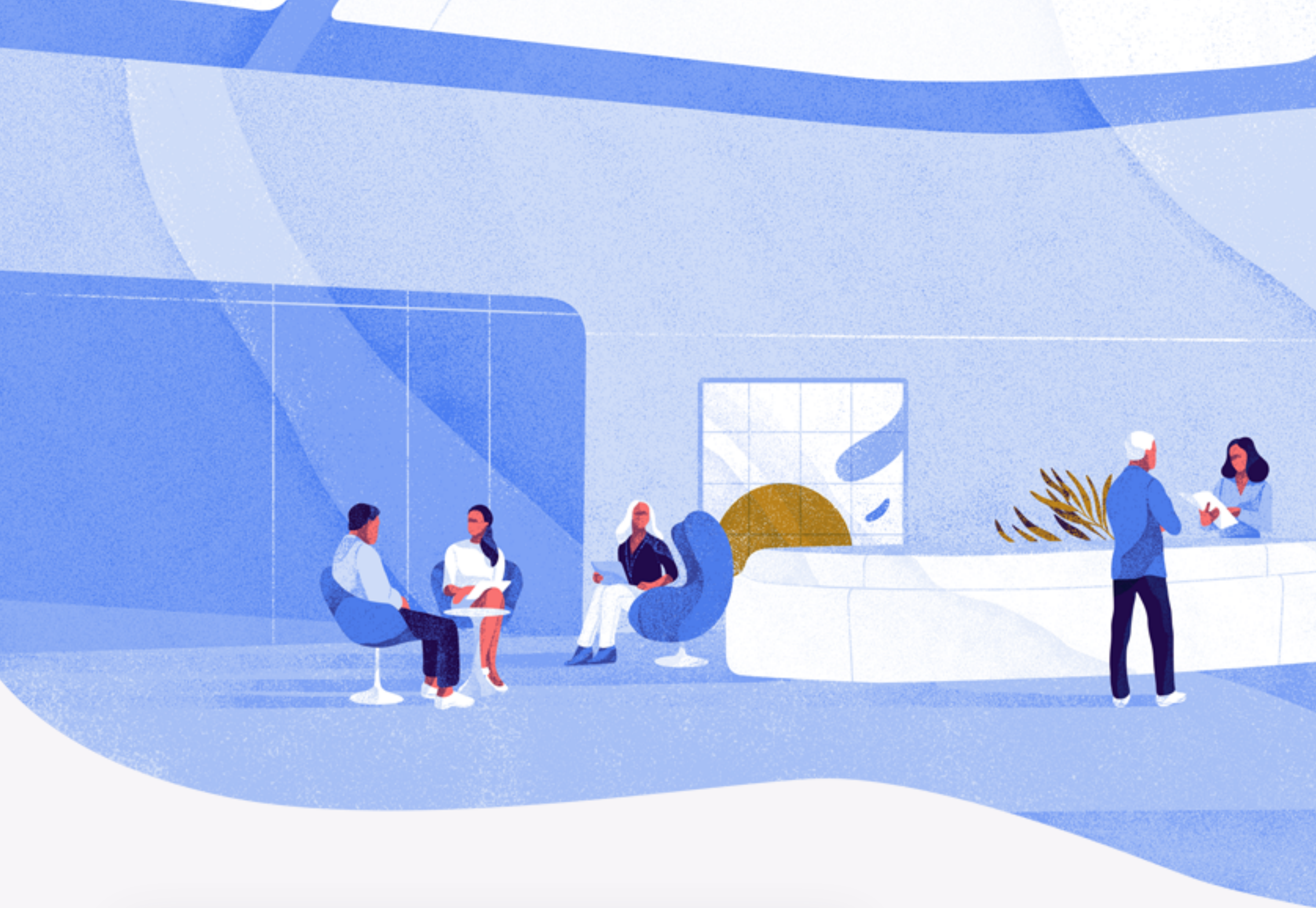
The Specright team is currently delivering value to the Georgia-Pacific paper division and will be expanding into other divisions in the future.

They have completed the POC and have begun onboarding additional suppliers and system integration efforts.

## Plug and Play: Our Contribution

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- Plug and Play Supply Chain Helped Georgia Pacific identify and qualify Specright as the most cost-effective solution (50% more efficient), by providing more robust functionalities than the next best alternative vendor.
- Plug and Play facilitated the engagement process with Gypsum, IT, KGS and SpecRight to structure the Proof of Concept and MSA.



Plug and Play is a global corporate innovation platform which helps to connect corporate partners to startups in order to help solve their greatest challenges. We also operate as a venture fund and startup ecosystem. With over 10,000 startups and 400 official corporate partners, we have created the ultimate startup ecosystem in many industries. Companies in our community have raised over \$9 billion in funding.

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