How emerging technologies can support food recovery & waste diversion

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Experience:
Deloitte Consulting, Sustainability Practice
ClearCarbon Inc. (acquired by Deloitte)
NextEra Energy, Energy Storage & Innovation
U.S. EPA, Climate Protection Partnerships

Education:
Georgetown University, B.S.B.A. Finance & Environmental Studies
MIT Sloan, MBA in Entrepreneurship & Sustainability

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Media coverage on “food waste”
Adapted from CB Insights
Growing number of Food recovery tech solutions

These solutions vary across Business model, Industry vertical, Service offering.
Businesses need to take a **Holistic approach** to unsold inventory management.

- Food Inventory $
  - Sold Product $
  - Unsold Product $
    - “Saleable”
      - Discounts
      - Donations
    - “Unsaleable”
      - Organic Waste
        - Recycle
        - Landfill

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We offer…

- Business intelligence solution
- Relationship management tool
- Tailored professional services

Intended for…

- Processors
- Distributors
- Retailers
Data
Unlock product-level insights that enable performance improvement

Outlets
Maximize value of byproducts through established and new outlets

Engagement
Promote environmental, social, and financial impacts to key stakeholders
Capture product-level insights through alignment with a company’s specific finished goods and byproducts
Manage and create relationships
Through direct post, distribution lists and network capabilities

One to One
(Direct Post)

One to Many
(Distribution List)

Many to Many
(Private or Open Network)
Improve documentation and traceability through electronic receipts and verification
Monitor progress across facilities through real-time reporting dashboards and benchmarking capabilities.
Stakeholder alignment $ plays a critical role in the work we do.
ROI drivers
across financial, operations, sales, and marketing

1. Enhanced tax deductions
2. Waste disposal fee reductions
3. Secondary market sales
4. Reputation, brand, risk, compliance
## Business case development

through alignment to Income Statement

<table>
<thead>
<tr>
<th>Secondary market sales</th>
<th>Future</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>$100</td>
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<tr>
<td>Cost of Goods</td>
<td>- $70</td>
</tr>
<tr>
<td>Gross Income</td>
<td>$30</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>- $15</td>
</tr>
<tr>
<td>Operating Income</td>
<td>$15</td>
</tr>
<tr>
<td>Tax Deductions</td>
<td>$0</td>
</tr>
<tr>
<td>Taxable Income</td>
<td>$15</td>
</tr>
<tr>
<td>Taxes</td>
<td>- $5</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td><strong>$10</strong></td>
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<th>Waste disposal fees</th>
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<td>Gross Income</td>
<td>$35</td>
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<th>True benefit of efforts</th>
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Our approach
From implementation through process improvement

1. Align stakeholders
   - Sustainability
   - Operations
   - Merchandising
   - Tax & Finance

2. Collect data
   - Item catalog
   - Historical donation data
   - Benchmarking metrics
   - Partner details

3. Deploy software
   - Train users
   - Onboard nonprofits
   - Communicate plans

4. Assess results
   - Analyze activity data
   - Collect feedback
   - Audit facility & operations
   - Make recommendations

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Continuous improvement
through collaboration with sustainability, operations, and merchandising

Phase 1
- Go Live
- Existing partners
- Improvements:
  - Optimization audits
  - Continuous training
  - Management reporting
  - Multi-facility rollout planning
  - Week-over-week trend analysis
  - Adjustments to pickup schedules
  - Tracking of new product categories

Phase 2
- Improvement Areas
  - Optimization audits
  - Continuous training
  - Management reporting
  - Multi-facility rollout planning
  - Week-over-week trend analysis
  - Adjustments to pickup schedules
  - Tracking of new product categories

Phase 3
- Improvement Areas
  - New partners
  - Vendor returns
  - Animal feed tracking
  - Facility benchmarking
  - Sales collateral development
  - Customer and supplier engagement
  - Liquidation and discounted sales opportunities

Months of deployment
Improvement potential

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1. Sales & Marketing Collateral (Custom CSR Report)

2. Media Coverage (WSJ, Boston Globe)

3. Video Features (Facebook - 300K views)
Resources $ Available at spoileralert.com $

Food Waste Materials $

E-Book: * Beginner’s Guide to Food Waste 

One Pagers: * FLW Standard, " Tax Deductions "

Website: * www.spoileralert.com 

Business Resources $

E-Book: * Using Data to Reduce " Food Loss & Waste "


Blog: * blog.spoileralert.com 

Our Work with Sysco $

Sysco’s Collateral: Google " unsold food inventory"

Video Case Study: * Available on Mashable " A Cleaner Future"