

Accelerate Material Performance with Automated CARs, SCARs, and COAs



Meet
Your Moderator



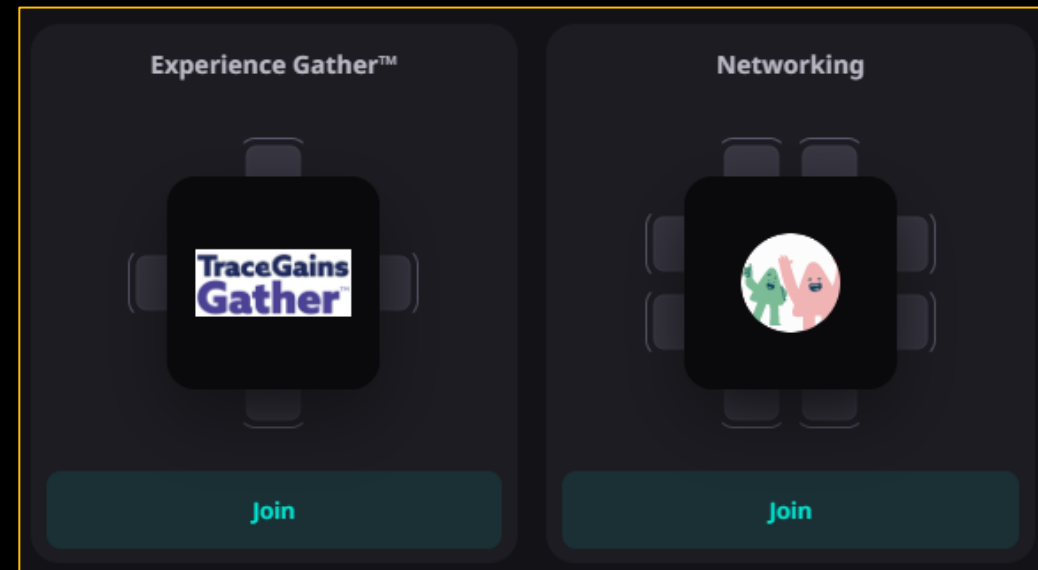
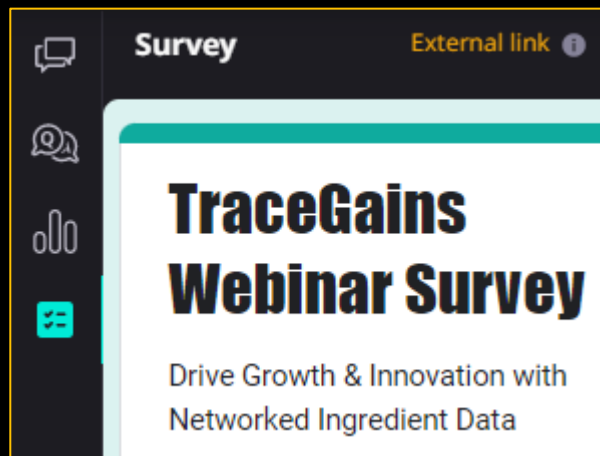
Kristen Goodale
Digital Marketing Webinar &
Podcast Specialist

Leaderboard		
Rankings	Earn Points	
These are activities currently enabled for the attendees.		
Entry & Registration		
Enter Event	50	Once per Event
Profile		
Add Interests	50	Once per Event
Add Social Media Link	25	Once per Event
Add Introduction	25	Once per Event
Engage		
Join a Session	50	Once per Session
Ask a Question	20	Once per Session
Upvotes Received on Question	1	Per Upvote
Answer a Poll	25	Per Answer

JOIN
a table →

← CLIMB
the leaderboard

TAKE
the survey ↓





TRACEGAINS

Discover the Power of Networked



Paul Bradley

Senior Director of Product Marketing



Bob Hudson

Senior Director of Global Sales

Meet

Your Speakers

We can't just throw people at the challenges we face

A pivot back toward innovation is running into high labor costs, turnover and employee burnout

65%

are planning for accelerated NPD

85%

describe themselves personally as overworked

9.9M

Unfilled manufacturing jobs in the US alone

National Association of Manufacturers, 2023

NOW MORE THAN EVER, **DATA INSIGHTS** DRIVE SUCCESS

**Material lot compliance is at the heart
of your brand promise**

- Quality, safety, compliance
- Product experience
- A delighted **CONSUMER**



DIGITIZATION AND VISIBILITY

COMPLIANCE INFORMATION YIELDS CRITICAL DATA

- Linking, tracking and reporting
- Connection to the supply chain
- Connection to your operation
- Trending and analysis to spot issues
BEFORE THEY HAPPEN



AUTOMATION AND PERFORMANCE

REDUCE WASTE AND ERROR

- Process controls, measurable outcomes
- Minimize human error
- Unlock PERFORMANCE INSIGHTS



MASTERING YOUR SUPPLY CHAIN

RELATIONSHIPS AND COLLABORATION

- Invest in your strongest partners
- Objective, data-driven evaluation
- Build partnerships based on
COLLABORATION AND TRUST



CHANGING FOR THE BETTER



CONNECT

Connecting people and businesses to exchange information seamlessly and accurately.



STANDARDIZE

Standardizing ingredient-level data and creating a common language throughout the network



AUTOMATE

Breaking free of repetitive, expensive and error-prone human processes





AUTOMATE VISIBILITY INTO MATERIAL LOT QUALITY

Measure ongoing material performance and risk



AGENDA

01 PROBLEM TO SOLVE

02 WHAT TRACEGAINS DOES

03 WHO BENEFITS?

04 SOME CASE STUDIES



REDUCE COSTS

IMPROVE QUALITY

AUTOMATICALLY



DAY IN THE LIFE OF A MANUFACTURER



1. COA
2. Delivery of ordered materials
3. COA Review/Acceptance Receiving Inspection Material Testing

4. Manufacturing Process Plant Floor Feedback

5. Impact on Quality of Product to Customer

How can I keep **Raw Material Problems** out of my manufacturing process?



DAY IN THE LIFE OF A MANUFACTURER



1. COA
2. Delivery of ordered materials
3. COA Review/Acceptance Receiving Inspection Material Testing

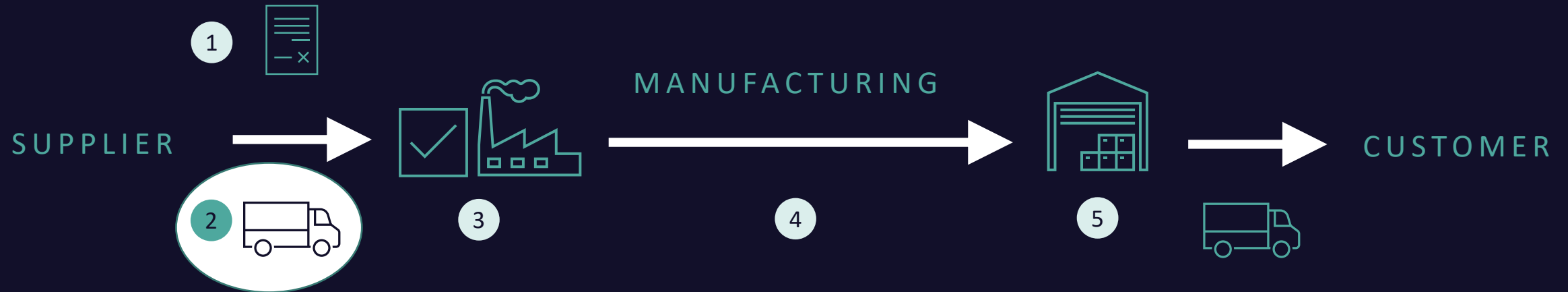
4. Manufacturing Process Plant Floor Feedback

5. Impact on Quality of Product to Customer

How can I keep RM problems out of my manufacturing process?



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DAY IN THE LIFE OF A MANUFACTURER



1. COA
2. Delivery of ordered materials
3. COA Review/Acceptance Receiving
Inspection Material Testing

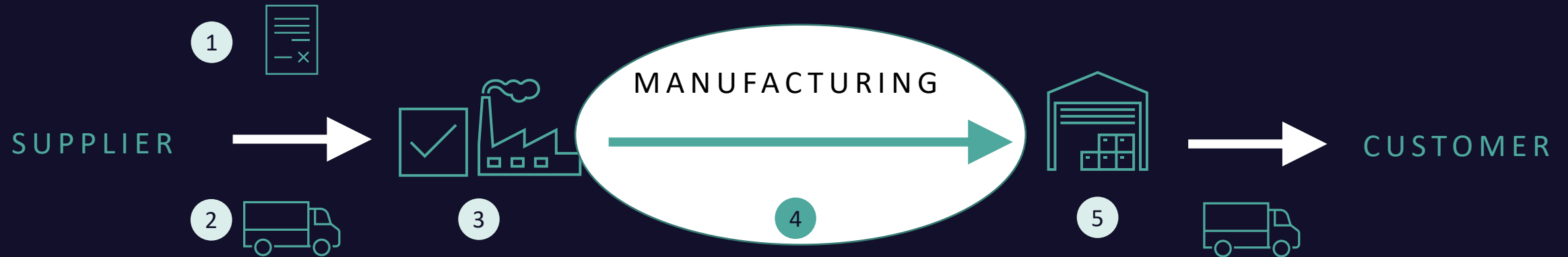
4. Manufacturing Process Plant
Floor Feedback

5. Impact on Quality of Product to
Customer

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How can I keep RM problems out of my manufacturing process?



WHAT TRACEGAINS DOES

Comprehensive Material Lot Characterization



WHAT TRACEGAINS DOES

Comprehensive Material Lot Characterization
Automatically



DAY IN THE LIFE OF A MANUFACTURER



1. COA
2. Delivery of ordered materials
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4. Manufacturing Process Plant Floor Feedback

5. Impact on Quality of Product to Customer

How can I keep RM problems out of my manufacturing process?



TraceGains Components

RAW MATERIAL COMPLIANCE IN A **SINGLE RECORD** PER LOT



RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT

Search

☐ Save as my defaults

Ingredient

Action

Title

Please enter in an Ingredient Name

Legal Documents

Type	Name
Ingredient	2'Ingredient - A, B, E Ingredients Doc [2]
Ingredient	4'Ingredient - All Hazard/Manufacture's [26]
Ingredient	2'Ingredient - All E. Schuler [22]
Ingredient	2'Ingredient - Agilent Theories and Progression [4]
Ingredient	2'Ingredient - Agilent Doc [18]
Ingredient	2'Ingredient - Agilent Mark, Inc. [3]
Ingredient	2'Ingredient - American Alcohol Products [2]
Ingredient	2'Ingredient - American Food Sales [36]

TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT

Certificates of Analysis



Truck Inspections



TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT

Certificates of Analysis



Truck Inspections



Laboratory Tests and Checks



TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT

Certificates of Analysis



Truck Inspections



Laboratory Tests and Checks

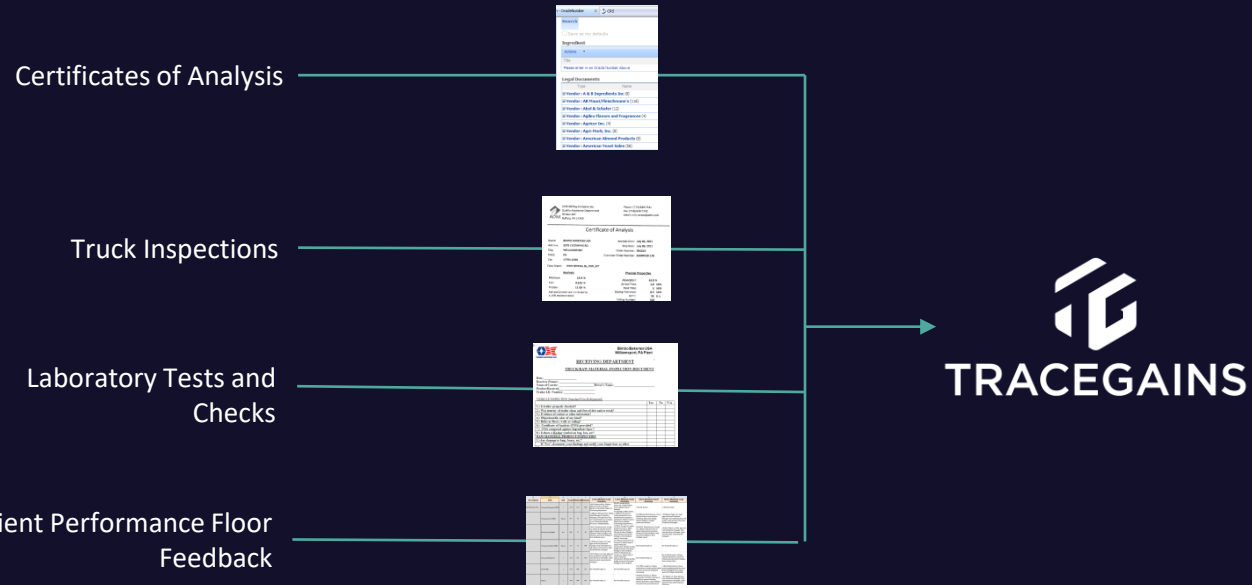


Ingredient Performance Floor Feedback



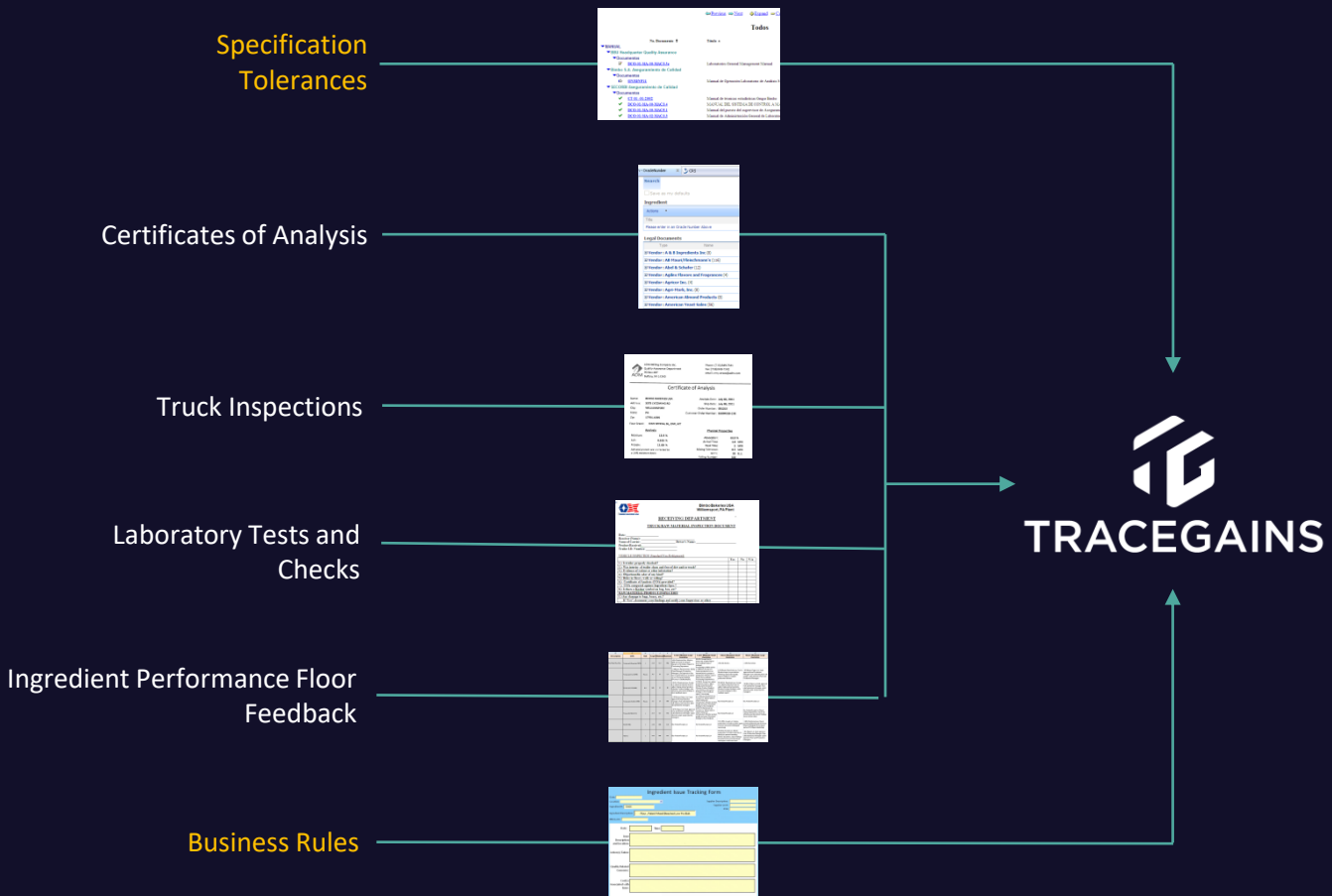
TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT



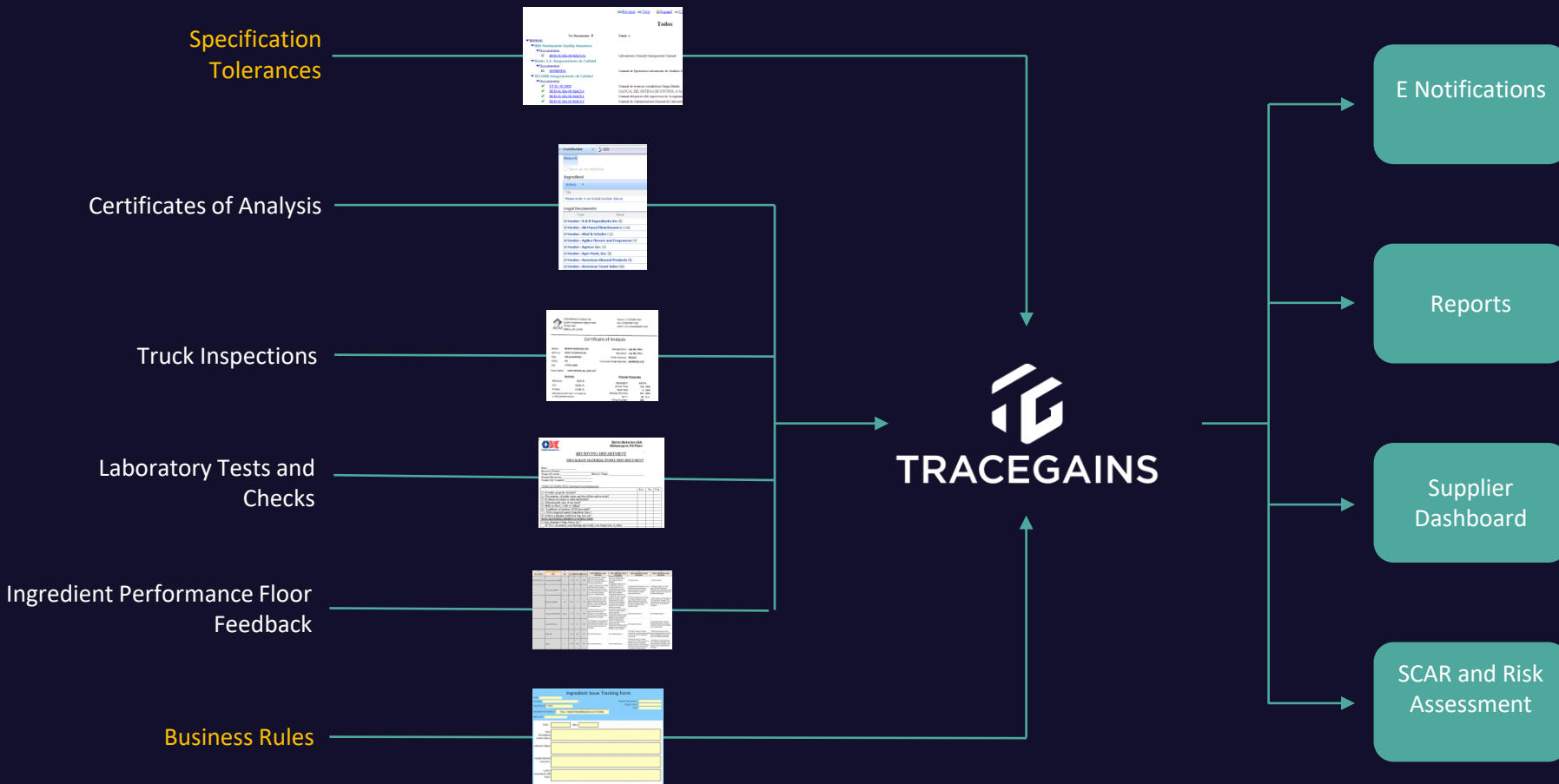
TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT



TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT



COA DASHBOARDS

TraceGains

Reports

Suppliers 91

Items Supplied

Documents

POs

COA Monitor

COAs

Receiving

QA

CARs

Configuration

LOT INFORMATION

Show Inactive

New

Filter

Clear

Import

Export

		DateFilter	Item ID	Item Name	Supplier ID	Supplier Name	Supplier Lot ID	CoA Status	CoA Action	Receiving Lot	Qty Shipped	Plant	Mfg Date	RCV Receiving Date	AgeAtRcv	COA Creation Method	COA C
<input type="checkbox"/>				NON FAT DRY MILK POWDER													
<input type="checkbox"/>		6/4/2017 4:16:11 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		156871	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 4:16:11 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		156870	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 4:16:10 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		156869	Out Spec	Reject							EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 4:16:09 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		156868	Out Spec	Reject							EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:09 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155978	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:08 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155977	Out Spec	Reject							EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:08 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155976	Out Spec	Reject							EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:07 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		ZA-155975	Out Spec	Reject							EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:06 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155									EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:06 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155									EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:05 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		JA1									EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:04 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		15597									EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:04 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155970	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:03 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155969	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 3:31:02 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155968	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 2:19:11 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155967	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 2:19:11 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155966	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		6/4/2017 2:18:35 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155965	Accept								EP Upload Excel	6/4/2017
<input type="checkbox"/>		10/30/2016 12:00:00 AM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		JAN20131001	Accept					9/14/2016 12:00:00 AM	10/30/2016 12:00:00 AM	46	EP Manual	10/21/2016
<input type="checkbox"/>		8/8/2016 12:00:00 AM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		11-062	Accept					10/26/2015 12:00:00 AM	8/8/2016 12:00:00 AM	287	EP Manual	8/6/2016
<input type="checkbox"/>		4/4/2016 10:30:22 AM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		7335133	Accept					1/1/2016 12:00:00 AM		616	EP Manual	4/4/2016
<input type="checkbox"/>		8/7/2015 10:00:00 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		1759419	Accept								EP Manual	8/2/2015

Page Size: 50

1

1 - 24 of 24 results in 1 pages

Page Size: 50

1

1 - 24 of 24 results in 1 pages



AUTOMATE SHELF LIFE CALCULATIONS FROM EXTRACTED COA DATA

TraceGains		Market Hub	Reports	Suppliers	Items Supplied	Documents	COAs Monitor	COAs	QA	CARs	Receiving		Need Help?	Configuration	
<div><div>Supplier Information including Shelf Life Info</div><div><input type="checkbox"/> Show Inactive</div><div>New</div><div>Filter</div><div>Clear</div><div>Import</div><div>Export</div></div>															
Supplier Lot ID	Mfg Date	Receiving Date	Receiving Lot	PO Number	Group By	Transfer Control Number	AgeAtRcv	Age at Transfer	Shelf Life - Days	Shelf Life Remaining - Days					
30519	3/5/2019 12:00:00 AM			51009195-109			0		90	80	E				
19ADBAA	2/19/2019 12:00:00 AM			51007108 - 909			0		365	341	B				
19ADBAA	3/4/2019 12:00:00 AM			51007108 - 909			0		365	354	P				
19ADBAA	2/12/2019 12:00:00 AM			51007108 - 909			0		365	334					
73225 02	3/16/2019 12:00:00 AM			51009193-175 (22073225)			0		90	91					
73224 01	3/16/2019 12:00:00 AM			51009193-175 (22073224)			0		90	91					
2960879	3/15/2019 12:00:00 AM			51009187-257			0		90	90					
350115K	3/14/2019 12:00:00 AM	3/15/2019 12:00:00 AM		51009210-111-2			1	0	30	29					
419	3/14/2019 12:00:00 AM			51006869-772			0		90	89					
319	3/13/2019 12:00:00 AM			51006869-772			0		90	88					
319	3/13/2019 12:00:00 AM			51006869-771			0		90	88					
89-10508	2/28/2019 12:00:00 AM			51005917-218			0		180	165					
804.	2/14/2019 12:00:00 AM	3/15/2019 12:00:00 AM		51009216-104			29	0	42	13					
2957790	3/15/2019 12:00:00 AM			51009187-244			0		90	90					
39827	3/13/2019 12:00:00 AM			51009193-162			0		90	88					
39826	3/13/2019 12:00:00 AM			51009193-162			0		90	88					
19800-00	3/15/2019 12:00:00 AM			PO#31009193-161			0		90	90					
39825	3/13/2019 12:00:00 AM			51009193-162			0		90	88					
2200360	1/28/2019 12:00:00 AM			51005614-8271			0		365	319	L				
500130	3/15/2019 12:00:00 AM			51005614-8271			0		365	319					



CONDUCT ELECTRONIC RECEIVING INSPECTIONS: ALERTS/TRENDS

TraceGains

Reports

Suppliers 13

Items Supplied

Documents

COAs Monitor

COAs

QA

CARs

Receiving

Configuration

Default

Show Inactive

New

Filter

Clear

Import

Export

Plant

Mfg Date

Receiving Date

Trailer_Truck ID

Bulk Tanker Cleanliness Confirmed

Trucking Co

Driver Name

Hoses Checked Before Unloading?

Received By

Receiving Inlet C

TraceGains

Reports

Suppliers 13

Items Supplied

Documents

COAs Monitor

COAs

QA

CARs

Receiving

Configuration

Save

Audit Trail

Attach Document

Email Supplier

Create CAR

Cancel

Bulk Receiving Inspection

Bulk Receiving Inspection (Cont.)

* Bulk Tanker Cleanliness Confirmed

Wash Ticket Received

Status Trailer Seals

Acceptable

Weight Ticket

Yes

Number of Seals Removed

1115459 thru 2225464

Seals Match BOL

Yes

Load Confirmation

Yes

Lot Number on CoA

Yes

Truck Contamination

No

Hoses Checked Before Unloading?

Yes

Driver ID

Yes

* Driver Name

George Martin

* Trucking Co

Foodliner

* Trailer_Truck ID

517012

Quantity Received

52000

* Received By

RLW

* Action at Receiving

Accept

Action at Receiving Comment

Silo 1 top - 6am Load

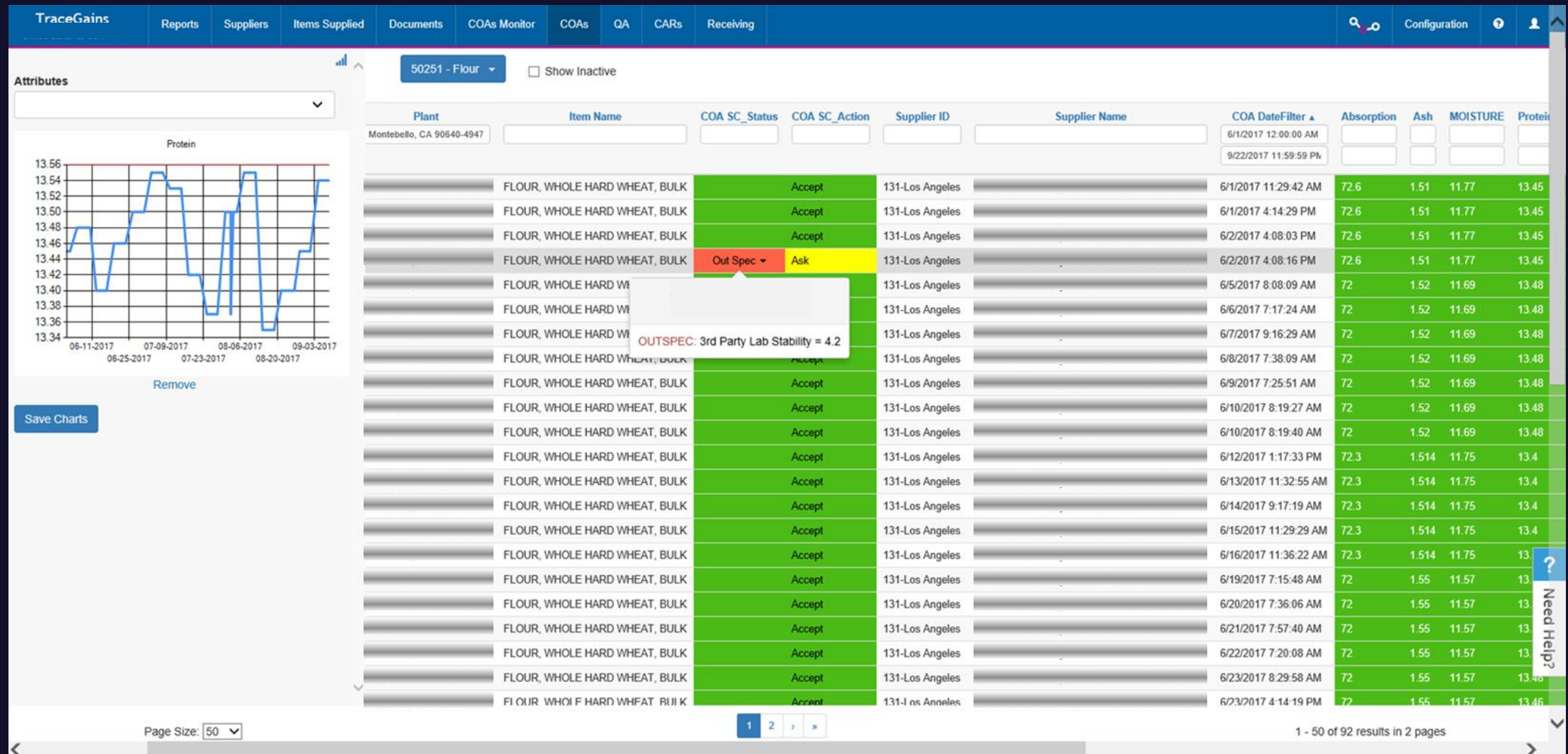
Page Size: 50

Need Help?

Need Help?



LAB TESTING LOT TO LOT ATTRIBUTE TRENDS



SUPPLIER CORRECTIVE ACTIONS

TraceGains

Market Hub

Reports

Suppliers

Items Supplied

Documents

COAs Monitor

COAs

QA

CARs

Receiving

Need Help?

Configure

CARs Detail

Sections

1. Item Information and Complaint Data

2. Internal Contact Information

3. Internal Review

4. Supplier Response

5. Supplier Response Approval

6. Supplier Follow-Up Response

Attached Documents

159

365

111

301

502

82

82

212

55-4

837

290

301

552

290

212

556

365

571

301

301

212

Internal Review

QA Manager Approval Status

Send to Supplier

QA Manager Comment

Comment to Supplier

* Comment to Supplier

Corrective actions are due in 14 days

Financial Impact

Impact Finished Good

Finished Good Item Code

Finished Goods Losses

Raw Material Losses

Labor Hours

Labor Rate

Overhead Losses

Other Losses Comment

Financial Loss Comment

Total Loss

Supplier Response

Date Released to Supplier

4/15/2019 8:05:06 PM

Days to Return

14

Request Due Date

4/28/2019 8:05:06 PM

Due Date Reached

Request Returned

Supplier Response:

Root Cause

Some residual cracked wheat was left in the bottom of the trailer from the previous load, and it wasn't removed prior to loading the whole wheat flour on the trailer.

Corrective Actions

A replacement load of whole wheat flour was sent to the bakery. The contaminated load is being removed by WW and returned to the mill.

Preventative Measures

We have spoken with our bulk loading team about the issue and reminded them about the importance of verifying prior commodities on the trailers and completing a thorough inspection to look for residual product (along with all other inspection points).

Implementation Date

4/18/2019 12:00:00 AM

Disposition Action

Return to Supplier

Disposition Reference Number

N/A

Disposition Comment

Contaminated flour will be removed and returned to the mill

Financial Loss Comment From Supplier

SUPPLIER CORRECTIVE ACTIONS

TraceGains

Market Hub

Reports

Suppliers

Items Supplied

Documents

COAs Monitor

COAs

QA

CARs

Receiving

Need Help?

Configura

CARs Default

New

Filter


Clea

	<div><div><div><div></div></div></div><div>Supplier ID</div></div>	<div><div><div><div></div></div></div><div>Item Name</div></div>	<div><div><div><div></div></div></div><div>CAR Number</div></div>	<div><div><div><div></div></div></div><div>CAR Creation Date</div></div>	<div><div><div><div></div></div></div><div>CAR Category</div></div>	<div><div><div><div></div></div></div><div>CAR Status</div></div>	<div><div><div><div></div></div></div><div>CAR Type</div></div>	<div><div><div><div></div></div></div><div>CAR Plant</div></div>	<div><div><div><div></div></div></div><div>Days CAR Open</div></div>	<div><div><div><div></div></div></div><div>Date Released to Supplier</div></div>	<div><div><div><div></div></div></div><div>Disposition Action</div></div>
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div><div></div></div></div><div>2/18/2019 3:18:39 PM</div><div>3/18/2019 4:18:39 PM</div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div>
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> FLOUR, WHOLE HARD WHEAT, COARSE STONE...	<div><div><div></div></div></div> 20190318 - 925662869	<div><div><div></div></div></div> 3/18/2019 8:51:48 AM	<div><div><div></div></div></div> Other	<div><div><div></div></div></div> CAR Sent to Supplier				<div><div><div></div></div></div> 3/18/2019 3:00:10 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> VITAL WHEAT GLUTEN, SUPERSACK	<div><div><div></div></div></div> 20190316 - 1931148286	<div><div><div></div></div></div> 3/16/2019 12:37:43 PM	<div><div><div></div></div></div> Foreign Material	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Product Quality - Packaging			<div><div><div></div></div></div> 3/18/2019 12:26:01 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> SLB-R POWDER, BAG	<div><div><div></div></div></div> 20190315 - 1307460575	<div><div><div></div></div></div> 3/15/2019 12:23:23 PM	<div><div><div></div></div></div> Product Quality	<div><div><div></div></div></div> Internal CAR Logged	<div><div><div></div></div></div> Product Quality - Packaging				
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> PLASTIC BAGS	<div><div><div></div></div></div> 20190315 - 519685075	<div><div><div></div></div></div> 3/14/2019 8:22:09 PM	<div><div><div></div></div></div> Other	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Foreign Material - Other			<div><div><div></div></div></div> 3/15/2019 1:19:59 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> MIXES, 9-GRAIN BLEND, INSTANTIZED, BAG	<div><div><div></div></div></div> 20190314 - 1953895662	<div><div><div></div></div></div> 3/14/2019 1:27:57 PM	<div><div><div></div></div></div> Foreign Material	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Foreign Material - Other			<div><div><div></div></div></div> 3/18/2019 12:24:10 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> PLASTIC BAGS	<div><div><div></div></div></div> 20190314 - 1048919054	<div><div><div></div></div></div> 3/14/2019 5:42:54 AM	<div><div><div></div></div></div> Product Quality	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Product Quality - Packaging			<div><div><div></div></div></div> 3/14/2019 1:06:35 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> PLASTIC BAGS	<div><div><div></div></div></div> 20190313 - 409556266	<div><div><div></div></div></div> 3/13/2019 2:43:55 PM	<div><div><div></div></div></div> Other	<div><div><div></div></div></div> Internal CAR Logged				<div><div><div></div></div></div> 3/13/2019 8:52:57 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> Folding Cartons	<div><div><div></div></div></div> 20190313 - 328748581	<div><div><div></div></div></div> 3/13/2019 8:50:29 AM	<div><div><div></div></div></div> Product Quality	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Foreign Material - Other			<div><div><div></div></div></div> 3/13/2019 3:37:03 PM	
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> FLOUR, PASTRY, SOFT WHEAT, NOT ENRICHED, B...	<div><div><div></div></div></div> 20190312 - 1391100050	<div><div><div></div></div></div> 3/12/2019 10:34:26 AM	<div><div><div></div></div></div> Documentation	<div><div><div></div></div></div> CAR Accepted and Closed				<div><div><div></div></div></div> 3/12/2019 8:06:36 PM	<div><div><div></div></div></div> N/A
<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> SWEETENERS, HONEY, LIQUID, DRUM	<div><div><div></div></div></div> 20190311 - 1793112681	<div><div><div></div></div></div> 3/11/2019 8:38:42 AM	<div><div><div></div></div></div> Product Quality	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Product Quality - Item			<div><div><div></div></div></div> 3/11/2019 2:43:59 PM	
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<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> SEEDS CARAWAY WHOLE	<div><div><div></div></div></div> 20190306 - 1901768428	<div><div><div></div></div></div> 3/6/2019 6:27:43 AM	<div><div><div></div></div></div> Other	<div><div><div></div></div></div> Internal CAR Logged	<div><div><div></div></div></div> Product Quality - Packaging			<div><div><div></div></div></div> 3/6/2019 1:33:30 PM	
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<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> YEAST, CREAM, BULK	<div><div><div></div></div></div> 20190305 - 777174430	<div><div><div></div></div></div> 3/5/2019 12:32:55 PM	<div><div><div></div></div></div> Product Quality	<div><div><div></div></div></div> CAR Sent to Supplier	<div><div><div></div></div></div> Product Quality - Item			<div><div><div></div></div></div> 3/5/2019 7:40:38 PM	
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<div><div><div></div></div></div>	<div><div><div></div></div></div>	<div><div><div></div></div></div> Folding Cartons	<div><div><div></div></div></div> 20190304 - 342824198	<div><div><div></div></div></div> 3/4/2019 11:52:47 AM	<div><div><div></div></div></div> Other	<div><div><div></div></div></div> CAR Sent to Supplier				<div><div><div></div></div></div> 3/4/2019 9:18:22 PM	




SUPPLIER CORRECTIVE ACTIONS

Corrective Action Request



Corrective Action Request



Corrective Action Request	
Number:	Click to Enter.
Category:	##CAR Category##
Type:	##CAR Type##
Issue:	##Complaint Text##
Food Safety Issue:	##QA Food Safety Impact##
Requestor Name:	##Requestor Name##
Supplier	
Supplier Name:	##Supplier ID## - ##Supplier Name##
Date CAR ActionForm Issued:	##Today's Date##
Product/Code Dates	
Request Date:	##Date Released to Supplier##
Item ID - Item Name:	##Ingredient ID## - ##Ingredient Name##
Plant:	##Plant##
QA Packaging Item Code:	##QA Packaging Item Code##
Supplier Item Code:	##Supplier Part Code##
Supplier Lot ID:	Click to Enter.
PO Number:	Click to Enter.
Quantity Defective	##Quantity Defective##
Financial Impact	
Finished Goods Losses:	\$0
Raw Material Losses:	\$0
Overhead Losses:	\$0
Other Losses:	\$0
Labor Rate x Labor Hours:	\$0 x 0
Total Loss:	\$ ##Total Loss##
Financial Comment:	##Financial Loss Comment##
Comments to Supplier:	
Corrective Action Response Required	
Root Cause: Click to Enter.	
Corrective Action: Click to Enter.	

Confidential Commercial Information- Exempt from disclosure under the Freedom of Information Act (5 USC 552 (b)(4))
Page 1 of 2

Corrective Action Request



PROCUREMENT OVERDUE CARs

TraceGains

Market Hub

Reports

Suppliers

Items Supplied

Documents

COAs Monitor

COAs

QA

CARs

Receiving

Need Help?

Configuration

CARs Overdue - Sabra

New

Filter

Clear

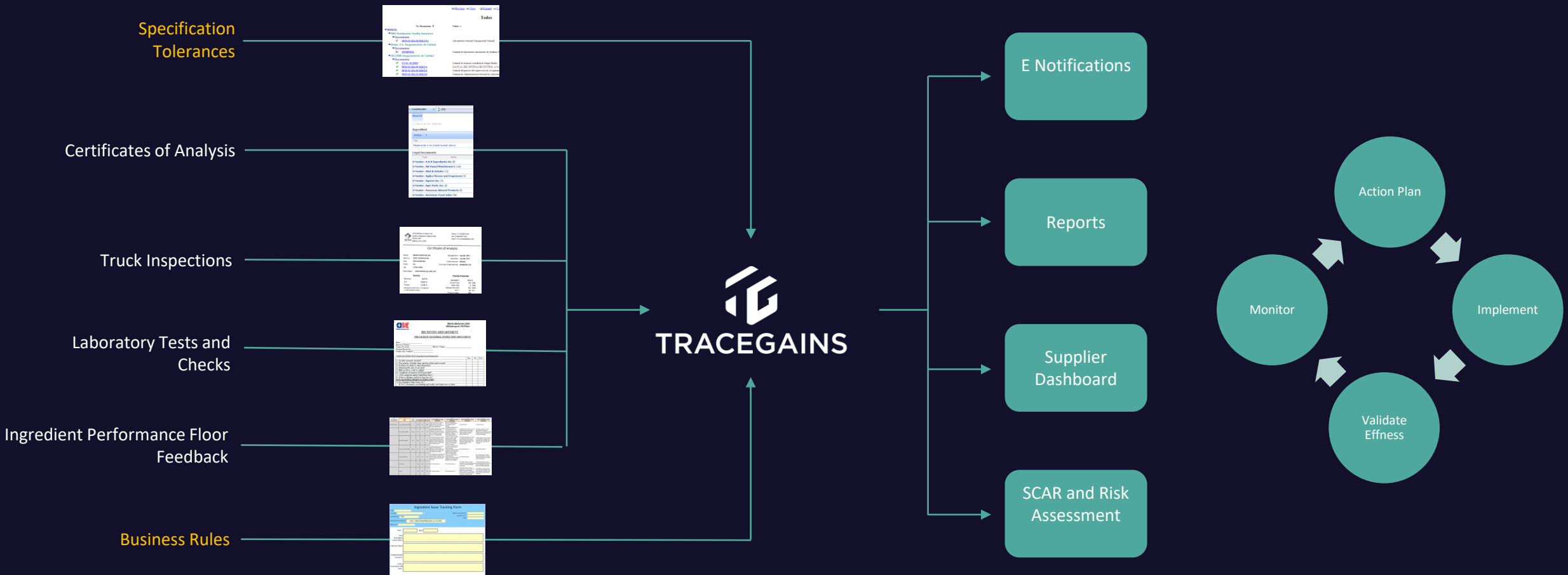
Export

		Supplier Type	Supplier ID	Supplier Name ▲	Item ID	Item Name	PO Number	Supplier Lot ID	CAR Number	CAR Dat
<input type="checkbox"/>										
<input type="checkbox"/>			45-Baltimore		81904	YEAST, CREAM, BULK	51009206-62	035A63792B	20190204 - 964384532	2/4/2019 6:2
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-926	320C59466T	20181119 - 1121433551	11/19/2018 7
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-263	089C53656T	20180403 - 483038442	4/3/2018 7:3
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-599	203C56481T	20180725 - 1424409842	7/25/2018 1:
<input type="checkbox"/>			45		81902	YEAST, CRUMBLED, BAG	8511 684	245C57464T	20180910 - 366765970	9/10/2018 7:
<input type="checkbox"/>			45		81902	YEAST, CRUMBLED, BAG	8511 684	245C57464T	20180910 - 1116470493	9/10/2018 8:
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-509	177C55723T	20180628 - 686200212	6/28/2018 10
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-510	187C56056T	20180710 - 1818434400	7/10/2018 10
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-313	117C54326T	20180428 - 2004204166	4/28/2018 5:
<input type="checkbox"/>			45		81904	YEAST, CREAM, BULK	51008511-332	126C54461T	20180507 - 1783922188	5/7/2018 1:0
<input type="checkbox"/>			55-3883 Decatur		50717	SOY LECITHIN, DEOILED, CARTON	51007745-233	181212U890	20190102 - 1230491432	1/2/2019 8:3
<input type="checkbox"/>			106-Decatur AL		50141	OIL, SOYBEAN, ANTIOXIDANTS, BULK	51009167-93	0595915819	20190131 - 1868907400	1/31/2019 8:
<input type="checkbox"/>			350-Cedar Rapids		81904	YEAST, CREAM, BULK	51008634-391	042318EGN	20180425 - 1184942164	4/25/2018 4:
<input type="checkbox"/>			350-Cedar Rapids		81902	YEAST, CRUMBLED, BAG	51008634-487	C80952DE	20180525 - 2103976870	5/25/2018 5:
<input type="checkbox"/>			350-Cedar Rapids		81902	YEAST, CRUMBLED, BAG	51008634-932	D81910EE	20181018 - 1946874540	10/18/2018 3
<input type="checkbox"/>			350-Cedar Rapids		81902	YEAST, CRUMBLED, BAG	51008634-69	D81428UE	20180801 - 1781083472	8/1/2018 7:0
<input type="checkbox"/>			350-Cedar Rapids		81904	YEAST, CREAM, BULK	51009185-42		20190114 - 1925102761	1/14/2019 9:
<input type="checkbox"/>			350-Cedar Rapids		81904	YEAST, CREAM, BULK	51009185-177	022219BOK	20190227 - 201544288	2/27/2019 4:



TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT

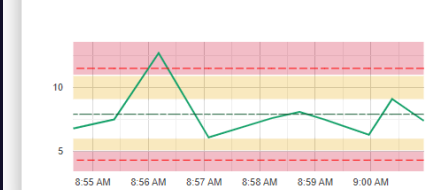


DASHBOARDS SPOT TRENDS / DRIVE INSIGHT + INTELLIGENCE

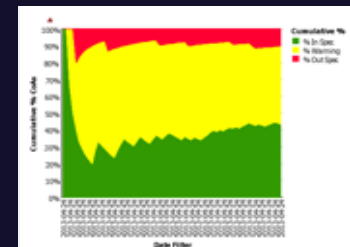
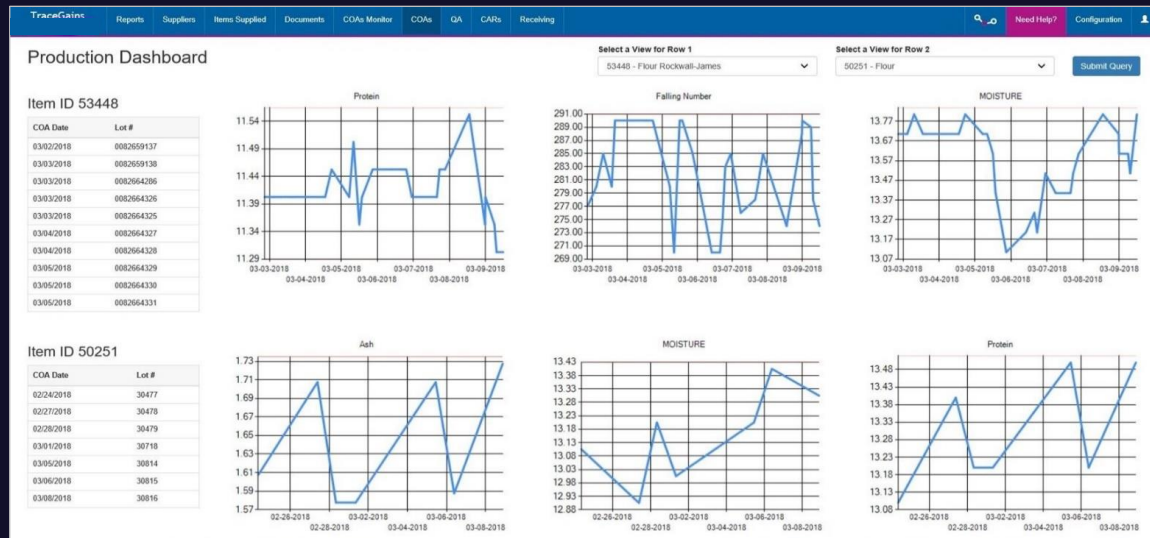
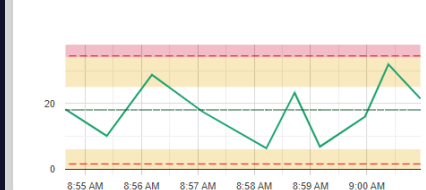
TraceGains																
Reports Suppliers 91 Items Supplied Documents POs COA Monitor COAs Receiving QA CARs																
LOT INFORMATION <input type="checkbox"/> Show Inactive																
	DateFilter	Item ID	Item Name	Supplier ID	Supplier Name	Supplier Lot ID	CoA Status	CoA Action	Receiving Lot	Qty Shipped	Plant	Mfg Date	RCV Receiving Date	AgeAtRcv	COA Creation Method	COA C
<input type="checkbox"/>			NON FAT DRY MILK POWDER													
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<input type="checkbox"/>	6/4/2017 4:16:10 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		156869	Out Spec	Reject							EP Upload Excel	6/4/2017
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<input type="checkbox"/>	6/4/2017 3:31:09 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155978	Accept								EP Upload Excel	6/4/2017
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<input type="checkbox"/>	6/4/2017 3:31:06 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155									EP Upload Excel	6/4/2017
<input type="checkbox"/>	6/4/2017 3:31:06 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		155									EP Upload Excel	6/4/2017
<input type="checkbox"/>	6/4/2017 3:31:05 PM	0000aa-NON	NON FAT DRY MILK POWDER	z0000aa77		JA1									EP Upload Excel	6/4/2017
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Ingredient Quality

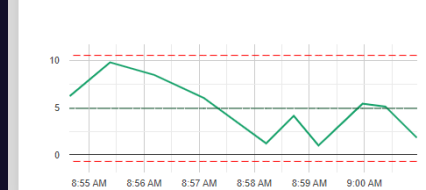
Ingredient Compliance (Chopped Garlic)



Ingredient Compliance (Chopped Garlic)



Ingredient Compliance (Chopped Garlic)



DATA DRIVES SUPPLIER BEHAVIOR + IMPROVES QUALITY

- Managing RM **Compliance** in a process-driven & automated way focuses suppliers to provide high quality consistent product
- Automatically identify Non-Conformances, manage Corrective Actions & analyze trends for **Continuous Improvement**
- Report **Performance** back to suppliers, grading them in key areas and focusing on improving **Quality** of product
- Analyze **Historical Data** to understand **Global Risk**, optimize supplier selection + **Price Negotiations**

Individual Supplier Scorecard

FOR PERIOD

From: _____ To: _____

Supplier Name: Click here to enter text.	Supplier Contact: Click here to enter text.
Supplier ID: Click here to enter text.	Contact Tel Num: Click here to enter text.

Your TOTAL Supplier Score (Out of a possible 100 points) **100**

Score Components:	Criteria for Supplier Score	Score	
FUNCTIONAL	Supplier Docs Current (Specification, Nutrition)	5 Pts if ALL Current, Else 0	5
	% of Supplier CoAs that are InSpec	10 Pts if 100% In Spec	10
		7 Pts if 99.0% to 99.9% In Spec	
		3 Pts if 97.0% to 98.9% In Spec	
		0 Pts if less than 96.9% In Spec	
	% of CoAs Involved in Floor Feedback Event (FF) (All Issues EXCEPT for Food Safety)	15 Pts if No FF	15
		12 Pts if 1.0% or fewer have FF	
		6 Pts if between 1% and 5% have FF	
		0 Pts if more than 5.0% have FF	
	Supplier Survey Questionnaire (all but Food Safety)	5 Pts if Questions ALL Conform, Else 0	5
Score This Section (Max 35)		35	
FOOD SAFETY	Supplier Docs Current (Country Origin, Audit, MSDS)	5 Pts if ALL Current, Else 0	5
	% of Receiving Inspections that have no Foreign Material or Contamination noted (Clean)	10 Pts if 100% Clean	10
		7 Pts if 99.0% to 99.9% Clean	
		3 Pts if 97.0% to 98.9% In Clean	
		0 Pts if less than 96.9% Clean	
	% of CoAs Involved in Floor Feedback Event (FF) (Food Safety Issue)	15 Pts if No FF	15
		0 Pts if only 1.0% to 2.0% have FF	
		-37 Pts if more than 2.0% have FF	
		10 Pts if Questions ALL Conform, Else 0	
	Supplier Survey Questionnaire (Food Safety Questions)	10 Pts if Questions ALL Conform, Else 0	10
Score This Section (Max 40)		40	
COMMERCIAL	Supplier Docs Current (Guarantee, Country Origin, Insurance, Kosher)	10 Pts if ALL Current, Else 0	10
	% of CoAs that have to be processed as EP-M (EP-M means manually entered versus automatically processed.)	15 Pts if 0% EP-M	15
		10 Pts if 1% or less EP-M	
		5 Pts if 1% to 3% EP-M	
		0 Pts if more than 3% EP-M	
	Score This Section (Max 25)		25

About Your Score:
 90 – 100 Very Good 80 – 89 OK 70 – 79 Warning / Concerning Below 70 OutSpec

NOTE: This information is privileged, confidential and subject to change. Any reproduction and/or distribution of this document or its contents beyond the Supplier company noted above and its immediate employees is prohibited without the expressed, written consent of Simba USA.

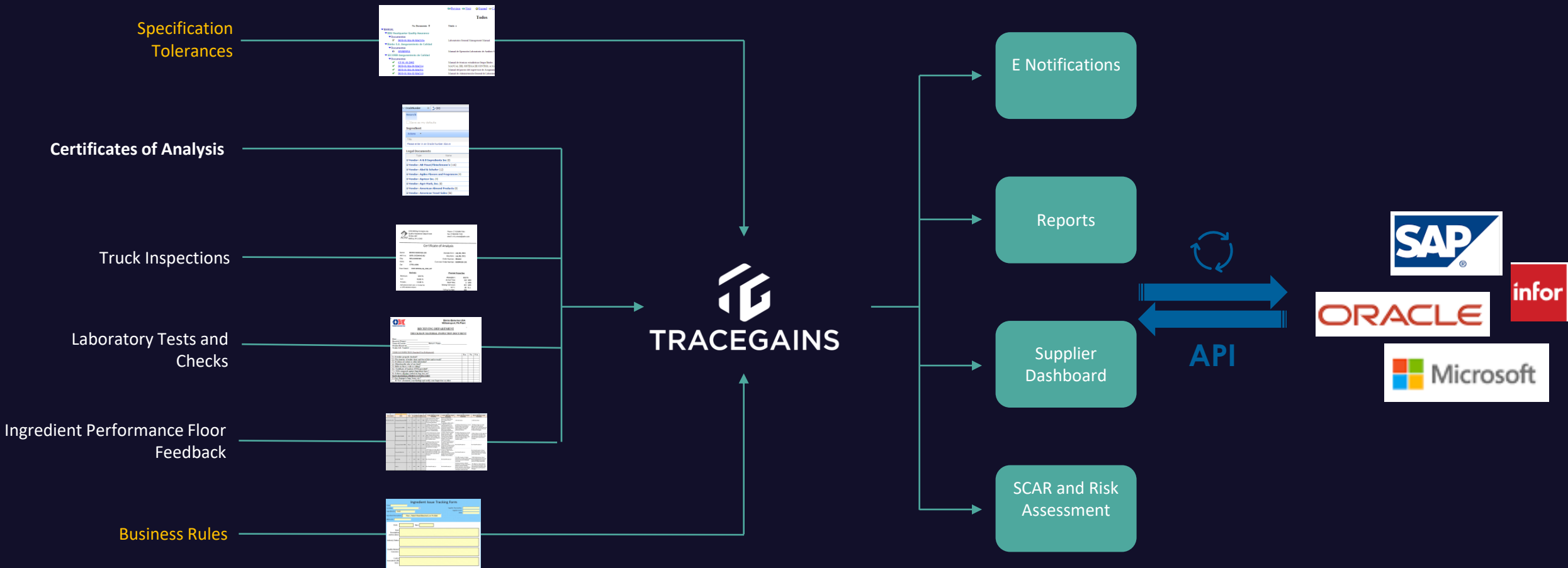
Doc Ref #: Supplier Scorecard	Revision: 2014.01.07e	Effective Date: 2014.01.31	Page 1 of 1
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This certification Powered By TraceGains



TraceGains Components

RAW MATERIAL COMPLIANCE IN A SINGLE RECORD PER LOT



WHO BENEFITS?

Value Points + ROI



OPPORTUNITY TO PROVIDE

Mimic/Automate the Processes Taking Place at the Plants in TG

- COAs to Receiving (to Spot Testing) to Plant Floor

Enforce Standard Best Practices Across Plants

- Time spent reading COAs is eliminated. Automated COA checks are 100% of inbound materials versus x % using manual labor
- Streamline/Standardize electronic data collection of all lot attributes



TRANSPARENCY: SUPPLIERS/MATERIAL PERFORMANCE MEASURES ACROSS ALL LOCATIONS

- Information that would take man-weeks to aggregate across all locations is instantaneously available.
- Detect and reduce non-performing suppliers that are costing money in production quality
- Who is our best/worst supplier?
 - Compliance with Specifications
 - Compliance with Delivery Performance
 - Compliance Complete and Undamaged Materials
 - Transportation Compliance - Truck Inspections, Seals, Temperature etc.
 - Other attributes associated with lot and delivery quality
- Habitual supplier problems/complaints are left unnoticed if they are only tracked at each individual plant
- Transparency of a bad material lot across all affected locations avoids scrapping of finished goods at another location
- Real time ingredient trends are available on the plant floor. Avoid scrap or inconsistent quality



SCAR PROCESS

AUTOMATED UPON ENTRY OF INFORMATION AT ANY POINT

- COA
- Receiving
- Testing
- Plant Floor
- Finished Good Complaints

Automate Charge Backs for Damages due to poor material – quality, safety, labor etc.



CASE STUDIES



TRACEGAINS CUSTOMERS LEVERAGING MATERIAL COMPLIANCE

Existing Customer Volumes

- Global Ingredient Supplier
 - 8,000 Items
 - 250,000 COA per year
- Global Bakery Manufacturer
 - 2,000 Items
 - 400,000 COA per year
- Global Drinks Business
 - 600 Items
 - 150,000 COA per year



Ingredion.



ABInBev



Hostess
BRANDS

KEN'S
A Family Owned Company



T.Marzetti



”Digitizing COAs and making them actionable through TraceGains has resulted in a **75% REDUCTION** of out-of-spec lots on the receiving dock.

—**Bill Besson**, Quality Assurance Director,
Chelsea Milling aka Jiffy Mix



Case Study



Driving Supplier Performance and Behavior

Grupo Bimbo

The World's Largest Bakery



- Multi-national, multi-lingual conglomerate
- Supplier/ingredient performance with ranking and score-carding capability
- Bimbo USA - Needed centralized solution for 59 U.S. plants initially
- Used by GB entities on all continents, over 100 plant locations.
- Bimbo USA- 200,000 CoAs/Lot Inspections per year.
- 96% are automatically processed by TraceGains against specifications.
- Automated alerts to non compliance.

Bimbo Bakeries

The World's Largest Bakery



- Automated Alerts to Non-compliant events based upon:
 - COA Attributes: including numeric values, dates, addresses of non-qualified plant locations.
 - Receiving Inspections Attributes
 - Laboratory Testing (Spot Checks) vs. COA claims or additional tests
 - Plant Floor Complaints/ Observations
 - Customer Complaints

When Automation Detects a Problem at One Plant

- Examples: contamination, out-of-spec attributes, etc.
- Automated signal sent to dozens of other plants and receiving automatically **locked out** at those plants
- Automated SCAR workflow kicks in/chargebacks to suppliers for bad material





JOHN B. SANFILIPPO & SON, INC.

LEVERAGING DATA TO DRIVE SUPPLIER COMPLIANCE

TGCon20 – August 20, 2020



The Global Source For Nuts®



Criteria Determination

Determining Key Quality Attributes:

KPI Category	KPI	Use	KPI Category	KPI	Use
Data	Data Integrity	21%	Parts/Products Issues	DPPM	52%
General	Certifications	55%		First Pass Yield (FPY)	21%
	CoPSQ	31%		Internal Stakeholder Complaints	38%
	Subject Matter Expertise	19%		Lot Acceptance Rate (LAR)	20%
	Supplier Risk Rating	62%		Non-Compliance Rate	62%
	Technical Expertise	40%		Percentage of Returns	38%
				Rework	36%
Improvement	4D/8D Effectiveness	21%	Shipping	MPM (Misdelsiveries per million)	10%
	4D/8D Timeliness	36%		On time delivery Rate	79%
	Audit Results	69%	Supplier's Customer Service	Change Control Management	31%
	Number of SCARs	71%		Deadline Adherence Rate	29%
	Past Due SCARs	60%		Emergency Requests	10%
New Service and Product Offerings	New Service/Product Integration	26%		Number of Customer Complaints	55%
	PPAP First Pass Approval Rate	17%		Number of Other Customers	2%
	PPAP Timeliness	12%		Supplier Responsiveness	57%
				Warranty Data	21%

Source: CEB (now Gartner) 03.28.18 Supplier Quality Benchmark KPI Heat Map



John B Sanfilippo & Son, Inc. Supplier Scorecard

FOR PERIOD From: 9/18/2018 12:00:00 AM To: 9/18/2019 12:00:00 AM Number of CoAs: 6

Supplier Name:		Supplier Contact:	
Supplier ID:		Contact Telephone #:	

Your TOTAL Supplier Score (Out of 100 points)

80

90 – 100 pts Very Good

80 – 89 pts OK

70 – 79 pts Warning / Concerning

Below 70 pts Out of Spec

Score Components:

	Criteria for Supplier Score	Score
FUNCTIONAL	Supplied Items Documentation Current	10 pts if 100% Current 7 pts if 85.0% to 99.99% Current 3 pts if 50.0% to 84.99% Current 0 pts if less than 49.99% Current
	Freshness Measurement	5 pts if items have <50% age at receiving 0 pts one or more out of spec items within time range
	% of Supplier CoAs that are in Spec	10 pts if 100% In Spec 7 pts if 85.0% to 99.99% In Spec 3 pts if 50.0% to 84.99% In Spec 0 pts if less than 49.99% In Spec
	% of Corrective Action Requests per CoA Received (Non-Food Safety Related)	15 pts if No CARs 7 pts if 1.0% or fewer CARs/CoA 1 pt between 1% - 5% CARs/CoA 0 pts if greater than 5% CARs/CoA
	Score This Section (Max 40 pts)	
	35	

FOOD SAFETY	Supplier Level Documentation Current	10 pts if 100% Current 7 pts if 85.0% to 99.99% Current 3 pts if 50.0% to 84.99% Current 0 pts if less than 49.99% Current	10
	JBSA QA Supply Chain Validation	10 pts if current acceptable JBSA QA Supply Chain Validation	10
	% of Corrective Action Requests per CoA Received (Food Safety Related)	15 pts if no CARs 7 pts if only 1.0% to 2.0% CARs/CoA 0 pts if more than 2.0% CARs/CoA	15
	Item Questionnaire	5 pts if current Item Questionnaire	0
	Supplier GFSI Certification	5 pts if certified & rating is at least a "B"	5
	Score This Section (Max 45 pts)		40

COMMERCIAL	Corporate Level Documentation Current	5 pts if all current	0
	% of CoAs that need to be processed as EP-M (Manually entered versus automatically processed)	10 pts if 0-2% EP-M	5
		7 pts if 2.01-10% EP-M	
		5 pts if 10.01-50% EP-M	
		0 pts if over 49.99% EP-M	
	Score This Section (Max 15 pts)		5

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Doc Ref #: Supplier Scorecard Revision: 2018.11.14 JBSA Effective Date: 2018.11.14 Page 1 of 1



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