smartsheet

ENGAGE

How Nestlé Purina uses Smartsheet and Resource Management

Thursday, October 10th 2024

SEA40

smartsheet
ENGAGE

v.07/16

Legal

Certain information set forth in this presentation may be “forward-looking information.” Except for statements of historical fact, information contained herein may constitute forward-looking statements. Forward-looking statements are not guarantees of future performance and undue reliance should not be placed on them.

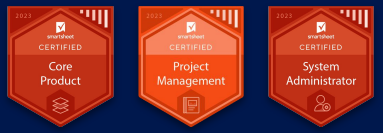
Such forward-looking statements necessarily involve known and unknown risks and uncertainties, many of which are and will be described in Smartsheet’s filings with the US Securities and Exchange Commission, and these risks and uncertainties may cause actual performance and financial results in future periods to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Although forward-looking statements contained herein are based upon what Smartsheet management believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Smartsheet undertakes no obligation to update forward-looking statements except as required by law.

This presentation is proprietary to Smartsheet and the content herein is confidential and intended for permitted internal use only. This content shall not be disclosed to any third party that is not under an obligation of confidentiality to Smartsheet.

Smartsheet is a registered trademark of Smartsheet Inc. The names and logos of actual companies and products used in this presentation are the trademarks of their respective owners and no endorsement or affiliation is implied by their use.

Your speakers

Kieran O'Driscoll
Strategic Solutions Engineer
Smartsheet



Siroos Abolahrari
Sr. Manager - Project Management
Nestlé Purina

smartsheet
ENGAGE

Learning objectives

- Understand the impact of Smartsheet and Resource Management on Nestlé Purina's organizational culture
- Recognize the value, benefits and confidence gained by Nestlé Purina through the use of Resource Management
- Discover the best practices to successfully integrate Smartsheet and Resource Management to improve overall management effectiveness

Agenda

How Nestlé Purina uses Smartsheet and Resource Management

1

Defining Resource Management

2

Nestlé Purina's journey with Smartsheet

3

Recent RM innovations

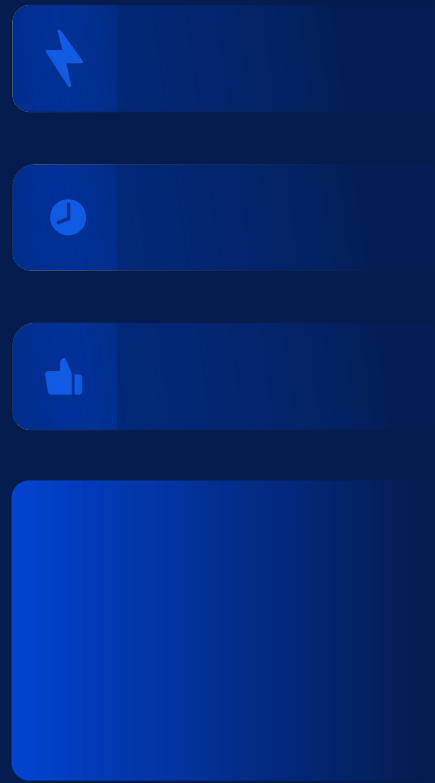
4

Q&A

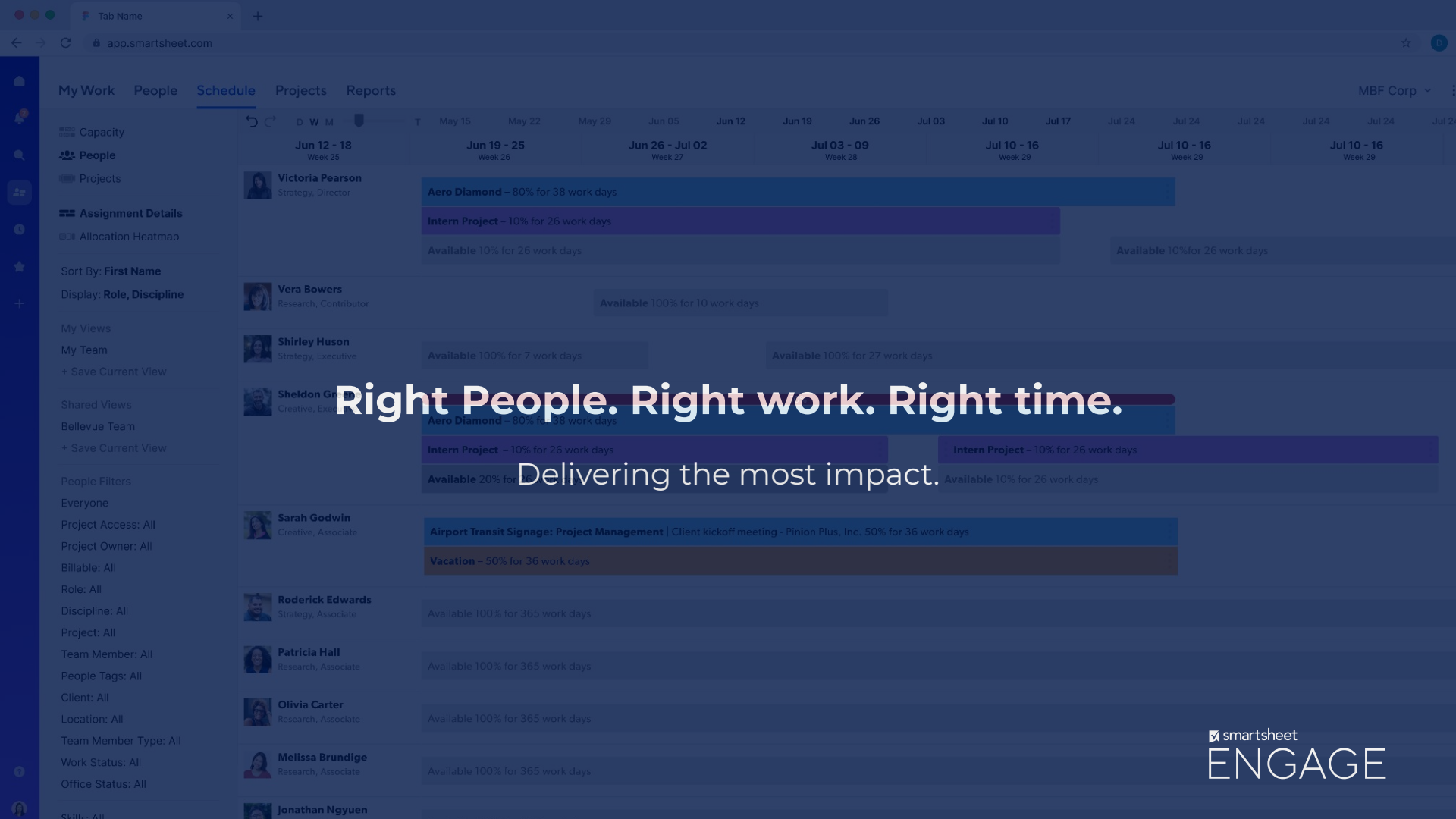
smartsheet ENGAGE

1

Defining Resource Management



smartsheet
ENGAGE



Right People. Right work. Right time.

Delivering the most impact.

smartsheet
ENGAGE

The roots of resource management

What are people working on?

Is the project on track, in budget and to scope?

Who has availability?

Who is over- or under-utilized?

Where should we invest in additional headcount?

Use Cases

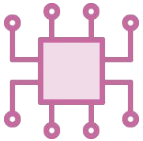
Project management

Creative agencies

Services delivery

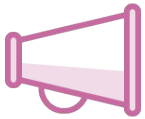
Operational teams

Enterprise/Business PMO



IT teams

Consulting firms



Marketing teams

smartsheet
ENGAGE

Breaking down Resource Management

Align

Establish a **single source of truth** to view all your resources

Understand **resource demand** by utilizing **placeholders**

Assign

Assign work based on **skills and availability**

Re-assign tasks and activities to avoid **over-utilization** and **burnout**

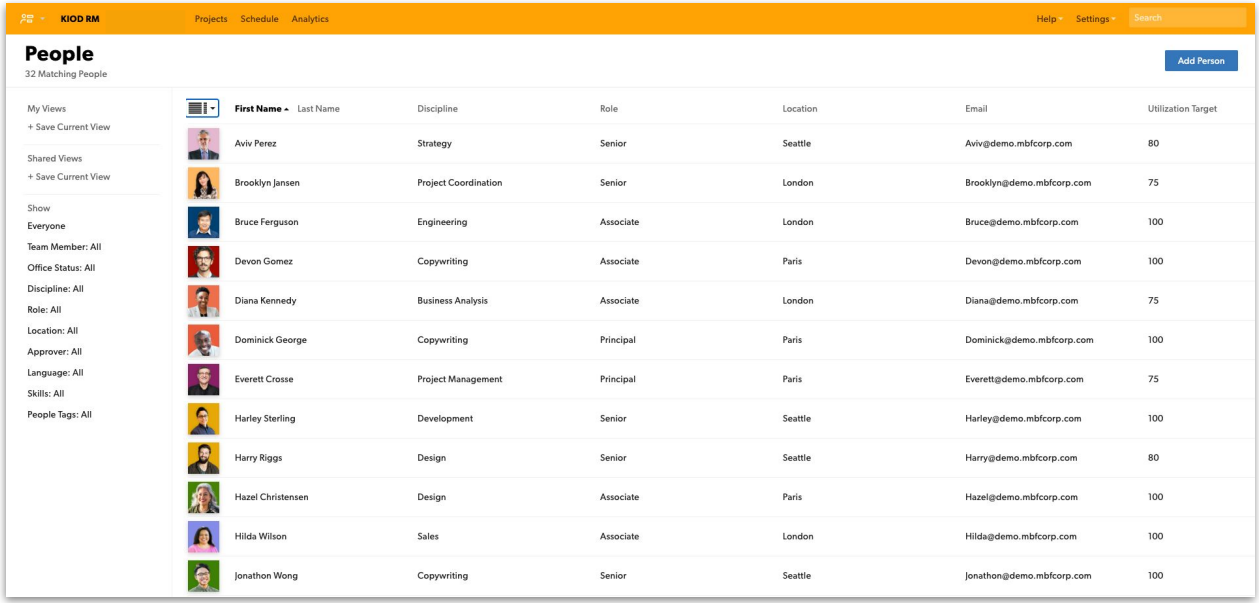
Analyze

Report on your team's **time usage** for **operational efficiency** and **billing**

Forecast future **staffing needs**

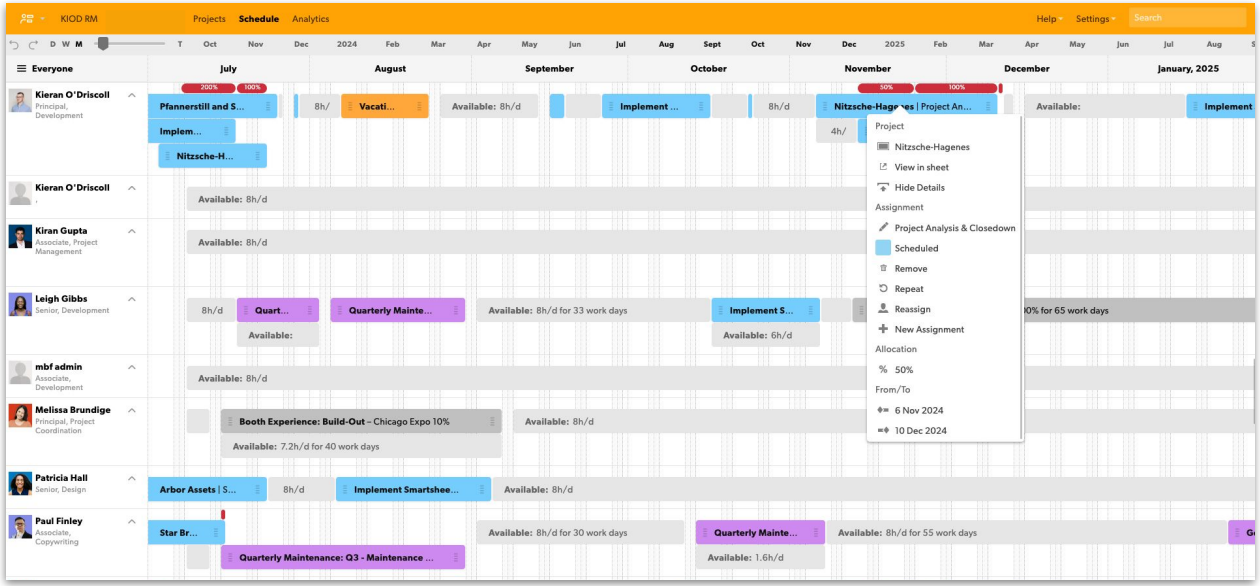
smartsheet
ENGAGE

Align



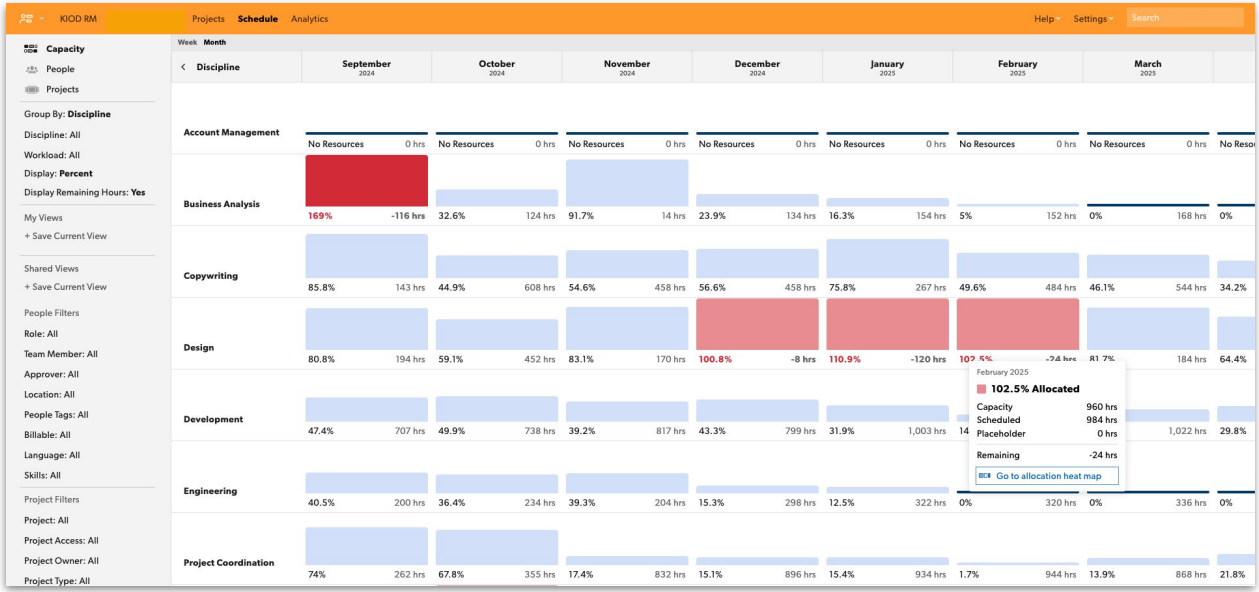
smartsheet
ENGAGE

Assign



smartsheet
ENGAGE

Analyze



smartsheet
ENGAGE

Smartsheet makes resource balancing a breeze

Key benefits

Use data to drive productive conversations with leadership

Quicker and smarter resource allocation

Hit more deadlines and stay on budget and remain in scope

smartsheet
ENGAGE

2

Nestlé Purina’s journey with Smartsheet

smartsheet
ENGAGE

Siroos Abolahrari

Sr. Manager - Project Management, Nestlé Purina

smartsheet
ENGAGE

About Nestlé Purina

PURINA®

Your Pet, Our Passion.®

Who We Are

What We Make

Where We Are

smartsheet ENGAGE

Journey with Smartsheet

October 2023

The Past

October 2024

The Present

October 2025

The Future

smartsheet
ENGAGE

Journey with Smartsheet

October 2023

The Past

October 2024

The Present

October 2025

The Future

smartsheet
ENGAGE

October 2023

The Past

Top challenges faced at Nestlé Purina

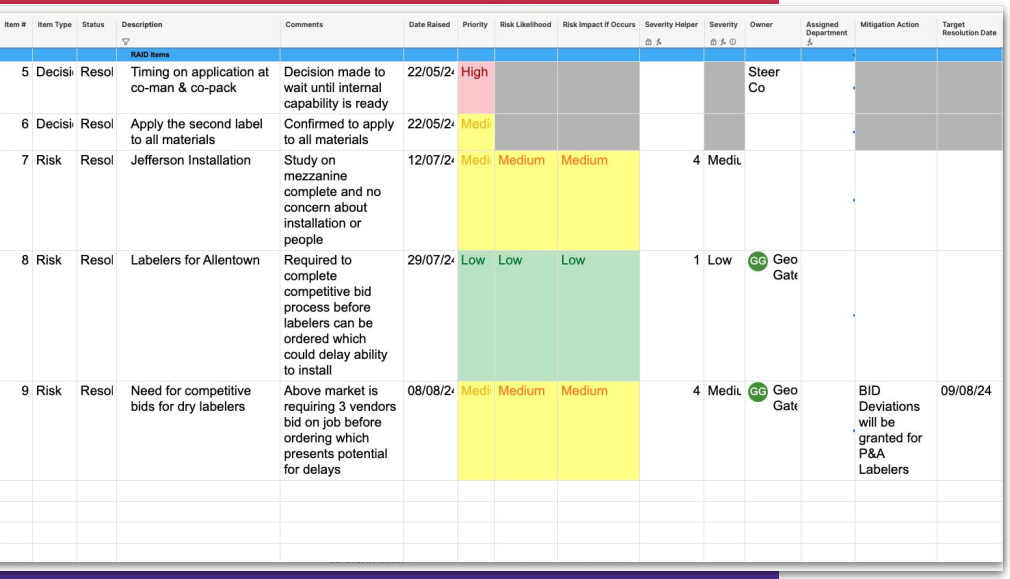
Without a standardized process, every team was running their own solution, making it hard to execute work, allocate resources and track projects

Inability to forecast future needs meant we couldn't justify the need for additional headcount

Teams were constantly overwhelmed because we couldn’t see who was over capacity, making it difficult to take the necessary actions to balance workloads effectively

Journey with Smartsheet

smartsheet
ENGAGE



Item #	Item Type	Status	Description	Comments	Date Raised	Priority	Risk Likelihood	Risk Impact if Occurs	Severity Helper	Severity	Owner	Assigned Department	Mitigation Action	Target Resolution Date
			RAID Items											
5	Decisi	Resol	Timing on application at co-man & co-pack	Decision made to wait until internal capability is ready	22/05/2	High					Steer Co			
6	Decisi	Resol	Apply the second label to all materials	Confirmed to apply to all materials	22/05/2	Medi								
7	Risk	Resol	Jefferson Installation	Study on mezzanine complete and no concern about installation or people	12/07/2	Medi	Medium	Medium	4	Mediu				
8	Risk	Resol	Labelers for Allentown	Required to complete competitive bid process before labelers can be ordered which could delay ability to install	29/07/2	Low	Low	Low	1	Low	GG Geo Gate			
9	Risk	Resol	Need for competitive bids for dry labelers	Above market is requiring 3 vendors bid on job before ordering which presents potential for delays	08/08/2	Medi	Medium	Medium	4	Mediu	GG Geo Gate		BID Deviations will be granted for P&A Labelers	09/08/24

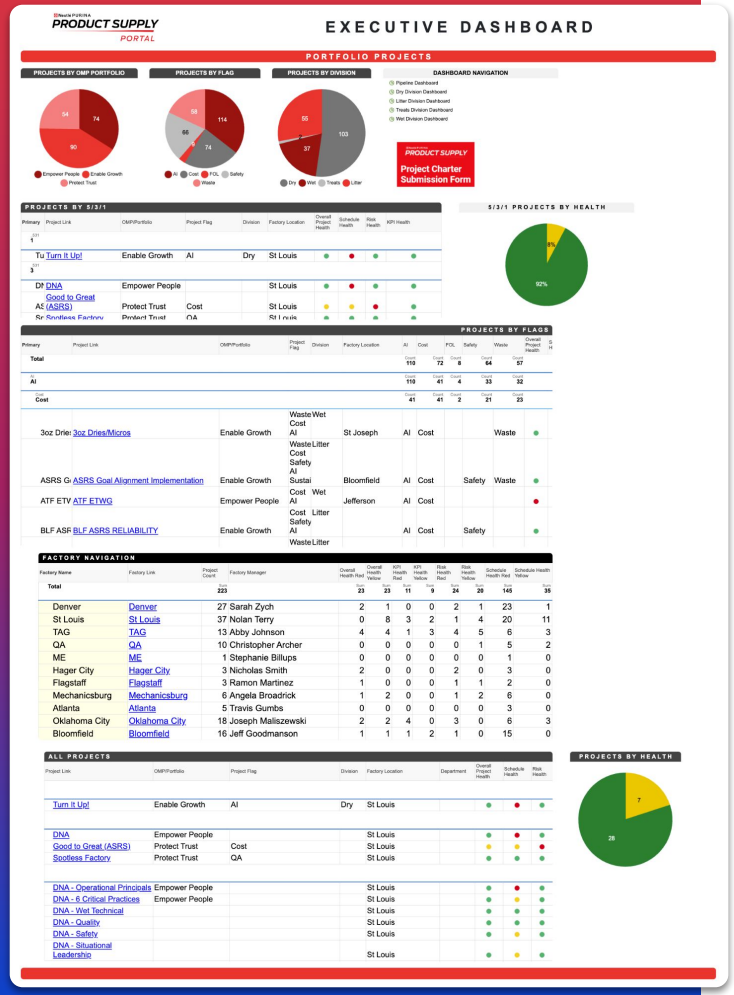
The Present

October 2024

The **Operational Project Management** solution has been created to **standardize** the project management principles of **completing projects efficiently** and **to scope**.

The solution has supported an increase in **stakeholder satisfaction** and facilitated **portfolio visibility** across the Nestlé Purina Pet Care network.

smartsheet ENGAGE



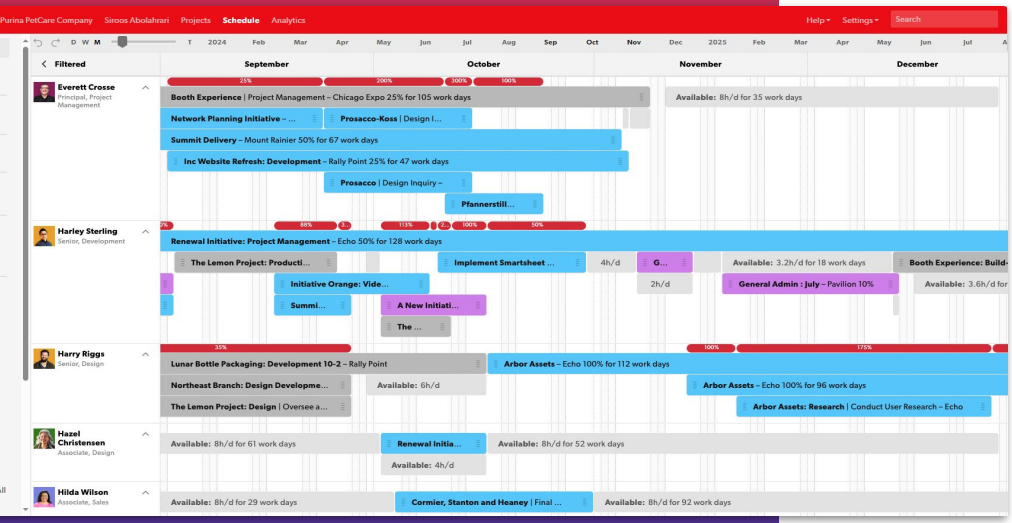
The Present

October 2024

The **Operational Project Management** solution has been created to **standardize** the project management principles of **completing projects efficiently** and **to scope**.

The solution has supported an increase in **stakeholder satisfaction** and facilitated **portfolio visibility** across the Nestlé Purina Pet Care network.

smartsheet ENGAGE



The Present

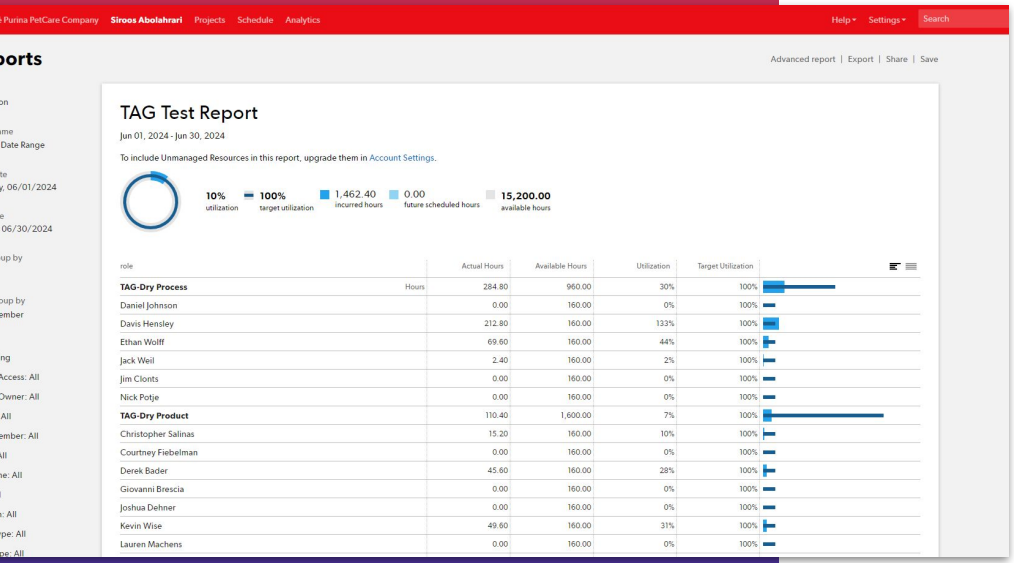
October 2024

Schedule is empowering **Team Directors & Managers** to make the **best, most informed decisions** on how to **balance** the workload of **team members**.

smartsheet ENGAGE

The Present

October 2024



role		Actual Hours	Available Hours	Utilization	Target Utilization
TAG-Dry Process	Hours	284.80	960.00	30%	100%
Daniel Johnson		0.00	160.00	0%	100%
Davis Hensley		212.80	160.00	133%	100%
Ethan Wolff		69.60	160.00	44%	100%
Jack Weil		2.40	160.00	2%	100%
Jim Clonts		0.00	160.00	0%	100%
Nick Potje		0.00	160.00	0%	100%
TAG-Dry Product		110.40	1,600.00	7%	100%
Christopher Salinas		15.20	160.00	10%	100%
Courtney Fiebelman		0.00	160.00	0%	100%
Derek Bader		45.60	160.00	28%	100%
Giovanni Brescia		0.00	160.00	0%	100%
Joshua Dehner		0.00	160.00	0%	100%
Kevin Wise		49.60	160.00	31%	100%
Lauren Machens		0.00	160.00	0%	100%

Analytics has enabled **Leadership** to understand current and forecasted **utilization**, **improve assignment** of work and **reduce burnout**.

smartsheet ENGAGE

The Present

October 2024

Capacity View improves response to **Demand** across the **Enterprise** from a **headcount** perspective of **cross-functional** team members.

smartsheet ENGAGE

Journey with Smartsheet

October 2023

The Past

October 2024

The Present

October 2025

The Future

smartsheet
ENGAGE

October 2025

The Future

Where we want to be

Leverage time tracking for smarter project planning - learning from past projects to validate the assumptions we are making.

Expand Smartsheet and Resource Management usage across other departments and business units.

Utilize Resource Management to treat NPPC factories as key assets, optimizing capacity and performance.

Outcomes

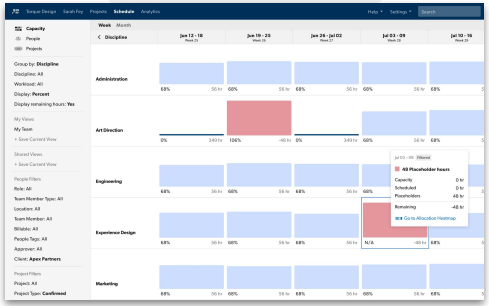
- Faster resource allocation
- Increase in resource utilization
- Reduction in project delays

3

Recent Resource Management Innovations

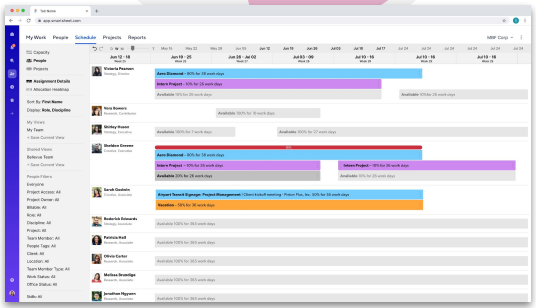
Resource Management

Align



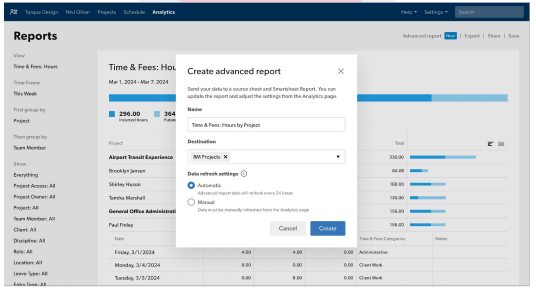
Enhanced Capacity View experience

Assign



Resource Management in Smartsheet

Analyze



Advanced Reports

smartsheet ENGAGE

Key Takeaways

- Getting started with Resource Management by Smartsheet was a breeze
- For the first time, we are leveraging data to justify headcount and drive healthier, more productive conversations with leadership
- Smartsheet's Professional Services team provided invaluable guidance on best practices and tips

4

Q&A

smartsheet
ENGAGE

Register for upcoming User Groups

Continue to expand your Smartsheet skills and connections by attending a User Group.

Smartsheet User Groups

- **Discover** how others are using Smartsheet
- **Network** with the Smartsheet team and your peers
- **Virtual** and **in-person** events around the globe

smartsheet ENGAGE

Next steps...

- SmartStart Webinar on Resource Management
- Claim PDUs: 4741DCY1H2

Take the survey

We'd love to hear your thoughts on the session.

Open this session in the mobile app, click "Survey," and answer two questions — it's that easy!

Thank you.

smartsheet
ENGAGE

Share your experience at ENGAGE

by participating in the conversation on social media!
Use **#SmartsheetENGAGE** and tag Smartsheet
in your posts all week long.

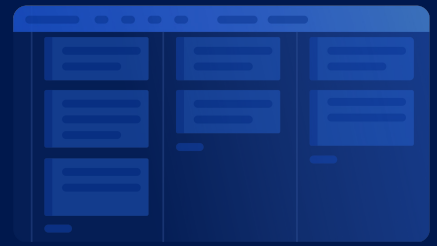
@smartsheet

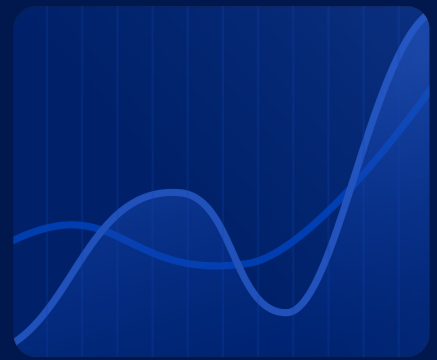
@smartsheetplatform

@smartsheet

@smartsheet

@smartsheet





smartsheet
ENGAGE

smartsheet

ENGAGE