

## PRESS RELEASE

### RIVERWOOD SOLUTIONS AWARDED 2010 SUPPLY & DEMAND CHAIN EXECUTIVE 100

*Company's HOST Model Delivers Supply Chain Efficacy, Responsiveness and Competitive Advantage to Clients in Post-Recession Economy*

**MENLO PARK, CA – May 17, 2010** – Riverwood Solutions, a leading operations consulting and managed services provider, today announced that the company has been selected by *Supply & Demand Chain Executive* magazine to the 2010 Supply & Demand Chain Executive 100. The 2010 “100” listing recognizes outstanding supply chain solution and service providers that are assisting their clients achieve supply chain excellence and prepare for the post-recessionary return to growth.

Riverwood Solutions' team of highly experienced operations professionals combined with the company's HOST<sup>SM</sup> (Hybrid Outsourced Services Team) model helps clients optimize their supply chain by gaining access to world-class operating talent in leading manufacturing geographies. The team's breadth of experience working with hundreds of OEMs and thousands of suppliers over the last two decades enables Riverwood to create the best possible solutions to match customer needs across varying industries, products and geographies.

“By helping clients work towards a more ‘invisible supply chain,’ wherein end customer requirements, operations planning and customer service tools are seamlessly integrated, Riverwood Solutions is helping to reshape supply chain excellence for its clients,” said Andrew K. Reese, editor, *Supply & Demand Chain Executive*. “Especially in this post-recession economy, it is more critical than ever for companies to quickly adjust supply to meet increasingly specific customer demand, all while mitigating risk and cutting costs. To this end, Riverwood's unique HOST model, which delivers the supply chain efficacy, responsiveness and continuity that its clients seek, has earned them a place on the SDCE 100 list for the second year in a row.”

Over the last year, Riverwood Solutions has provided clients with manufacturing and operations support that has delivered significant return on investment. This includes:

- Reducing manufacturing cycle time by 84% and product lead times by 22% for an enterprise storage company struggling with a new product launch and a “starter” supply chain;
- Restructuring an enterprise hardware company's product portfolio and reducing the number of SKUs manufactured by 35%, leading to a total annual savings in excess of \$11 million;
- Eliminating regional distribution centers and consolidating to lower risk vendors, leading to a direct cost savings of \$9.4 million and OCOGS savings of \$6.8 million for an industrial company's legacy supply chain.

“We are establishing a new gold standard in supply chain management that is helping companies gain competitive advantage across the product lifecycle,” said Ron Keith, CEO of Riverwood Solutions. “We are honored to be recognized by *Supply & Demand Chain Executive* for our experienced operations team and unique HOST model that will continue to contribute to more client success stories.”

#### **About *Supply & Demand Chain Executive***

*Supply & Demand Chain Executive* is the executive's user manual for successful supply and demand chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at [www.SDCEexec.com](http://www.SDCEexec.com).

### **About Riverwood Solutions**

Riverwood Solutions is an operations consulting and managed services provider that helps OEMs design, implement and manage cost-effective, highly responsive supply chains. Riverwood's team of OEM and EMS (electronic manufacturing services) industry veterans has negotiated more than \$7.5 billion in global supply agreements and launched nearly 200 products in 20 countries for numerous brand owning enterprises. The company's HOST<sup>SM</sup> (Hybrid Outsourced Services Team) model provides clients at any stage of supply chain maturity with skilled project management in the world's innovation centers and in-country operations and supply chain expertise in the world's leading manufacturing centers. Riverwood's unparalleled experience, proven processes and unique model allow OEMs to implement and manage more responsive supply chains at a lower total cost with a long-term partner whose financial goals are aligned with their own.

Headquartered in Menlo Park, Calif., Riverwood ([www.rwsops.com](http://www.rwsops.com)) has offices in Dallas Texas, Guadalajara, Mexico, Stockholm, Sweden, and Shenzhen, China.

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