



Unlocking Sustainable Savings:

Transforming Operations
for Cost Efficiency and
Eco-Excellence



Kimberly-Clark Professional

Today's Speakers



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Associate Director, Specialist Team
Kimberly-Clark | Key Accounts



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Procure Analytics



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We are proud to be a recognized leader in sustainability.

- 2025 EcoVadis Silver Ranking (top 15% of globally ranked companies)
- #2 Barron's 100 Most Sustainable Companies 2024
- #54 of 600 America's Most Responsible Companies 2025 by Newsweek
- 8-time honoree of Ethisphere's Most Ethical Companies (as of 2024)
- Named to the Clean 200, top publicly traded companies worldwide for clean energy
- 13-time winner of EPA SmartWay Excellence Award
- 2030 Climate goals approved by Science Based Targets Initiative (SBTi)



How KCP drives operational cost savings AND supports sustainability to help you reach your goals.

People

- Labor Savings
- Reduced Absenteeism
- Workforce Optimization
- Employee Satisfaction



01

Processes

- Optimized Inventory
- Resource Efficiency
- Work Order Reduction
- Minimize Downtime
- Protect Productivity



02

Products

- Enhanced Performance
- Industry Leading Innovations
- 3rd Party Green Certifications
- Data-Driven Sustainability Metrics



03

Sustainability almost always means cost savings.

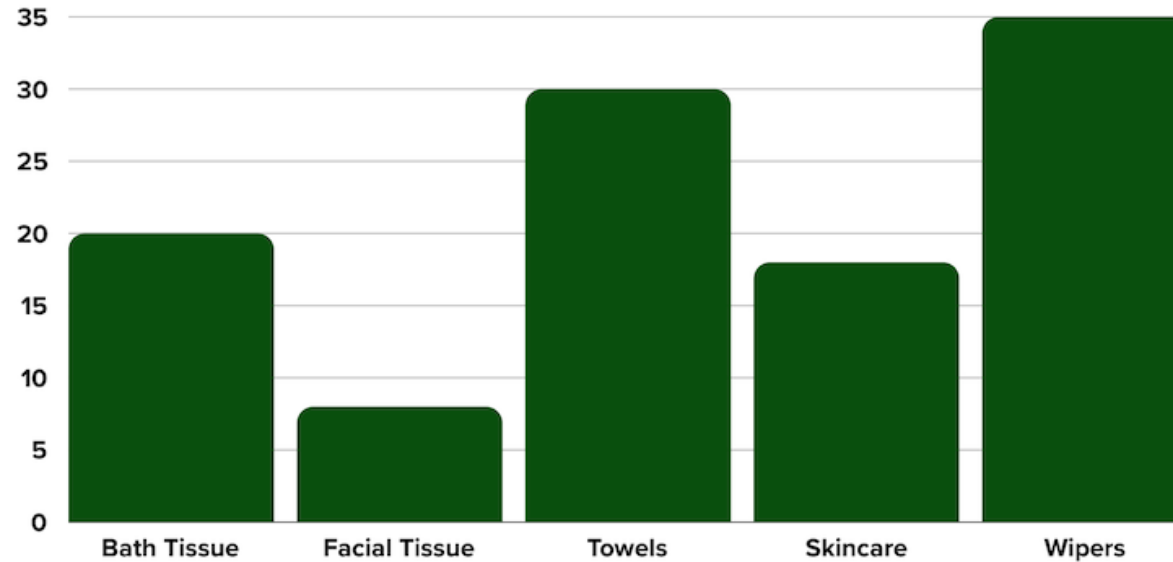
Scope 3 has the biggest impact on the environment, and procurement is a big influencer on Scope 3.



Measuring Impact



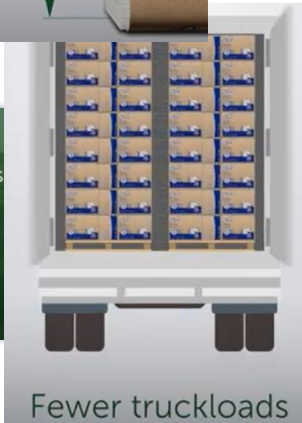
End-User X - KCP Scope 1&2 Emissions Report (1000kg CO2e)



Jane Smith	Company X Procurement Director
Stakeholders	John Doe - Company X Sustainability Manager
KCP	Key Account Manager

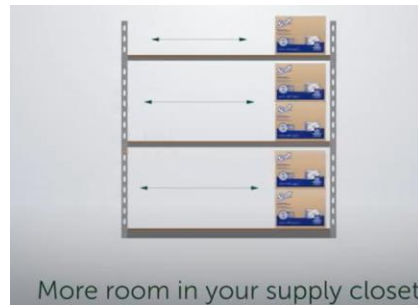
Case Study 1 : National customer with Scope 3 carbon emissions reduction goals

1 Switch to compressed folded towel



Fewer truckloads

2 Communicate to sites and employees



More room in your supply closet



Just in a smaller package!

3 Carbon emissions from transportation savings report

BEFORE	AFTER 2024	Annual reduced weight from packaging (lb)
annual truckloads (#)	annual truckloads (#)	
26.11	19.59	14,101.50
11.06	9.12	5,474.25
1.61	1.33	779.10
39	30	20,355
355,904 kg CO2e		

Savings:

- ✓ 355,904 kg CO2e
- ✓ 12% less emissions
- ✓ Equal to 910,000 car miles



Case Study 2: National customer with waste reduction goals

1 Compare current to higher absorbency & capacity



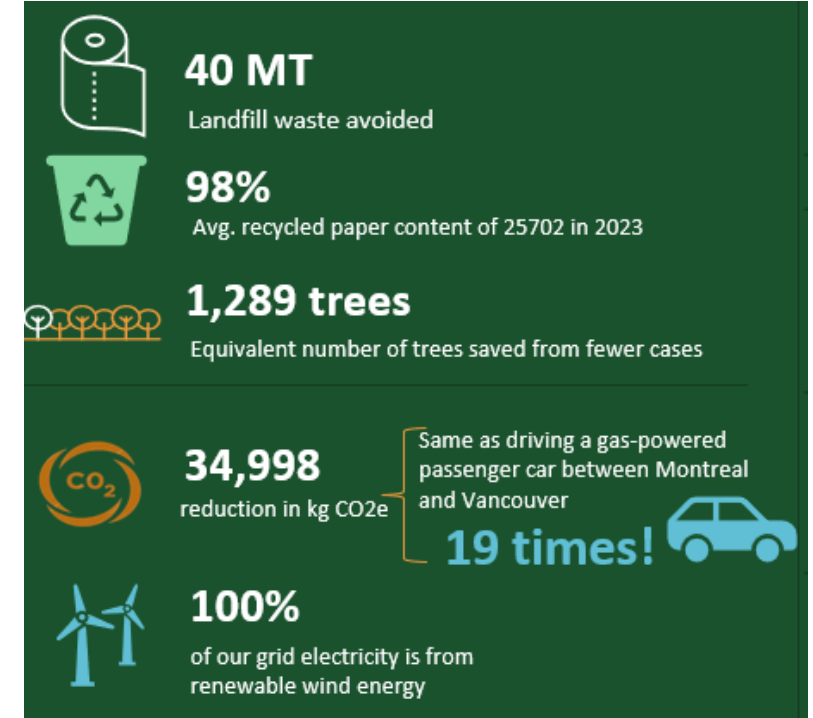
2 Calculate product efficiency and waste savings



Efficiency & waste reduction provided 12% annual cost savings.



3 Provide sustainability equivalents of savings

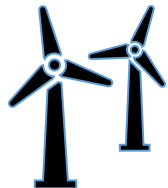


Case Study 3: National customer with waste reduction goals

- Scott JRT provided cost savings and additional sustainability benefit with 100% recycled content.
- Estimating **14% cost savings.**



Sustainability credentials and impacts



- FSC-Certified
- Ecologo Certified
- 100% renewable grid electricity
- Made in the U.S.A.
- Meets or exceeds EPA post-consumer waste 20%

240 metric tons

Est. amount of recycled paper to make your annual usage of 100% recycled toilet paper...

...making the recycled paper used in your 2024 toilet paper purchases equal to an estimated

4,800 trees!



Today's Restroom



Operational Waste

A Source of Disruption

Frequent, ad hoc complaints and hidden operational costs constantly disrupt facility management.



Labor Inefficiencies

Unproductive Cleaning Teams

Cleaners frequently check if dispensers require servicing whether they need it or not.



Product Waste

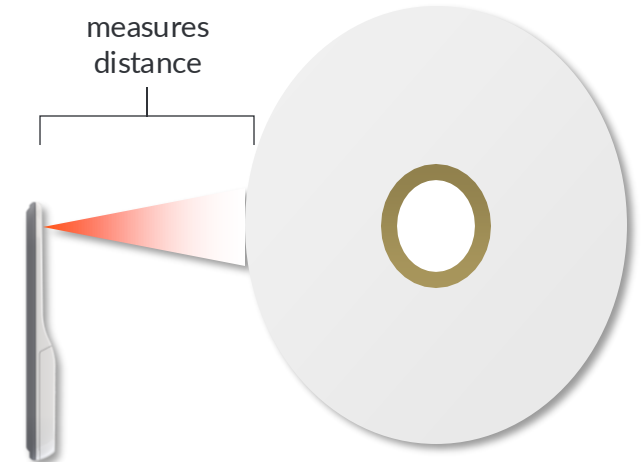
Limited Data

Unable to predict inventory stock levels. Everything is an emergency.



NEW Onvation SmartFit™ Technology

- Our new SmartFit technology takes the “smarts” of Onvation from being imbedded within a paper dispenser module and into a compact, portable sensor.
- The sensor measures the distance to the paper and translates to % product level
- Sensor Key Benefits:
 - ✓ **Compact size** – fits in your hand!
 - ✓ **Easily installed** by KCP install team
 - ✓ **Improved** wireless Bluetooth Connectivity
 - ✓ Fits in **over 50** dispensers
 - ✓ Minimum **2 year** battery life



The Onvation Restroom



Real-time notifications

Reduce waste and eliminate run-outs by replenishing product at the right time.



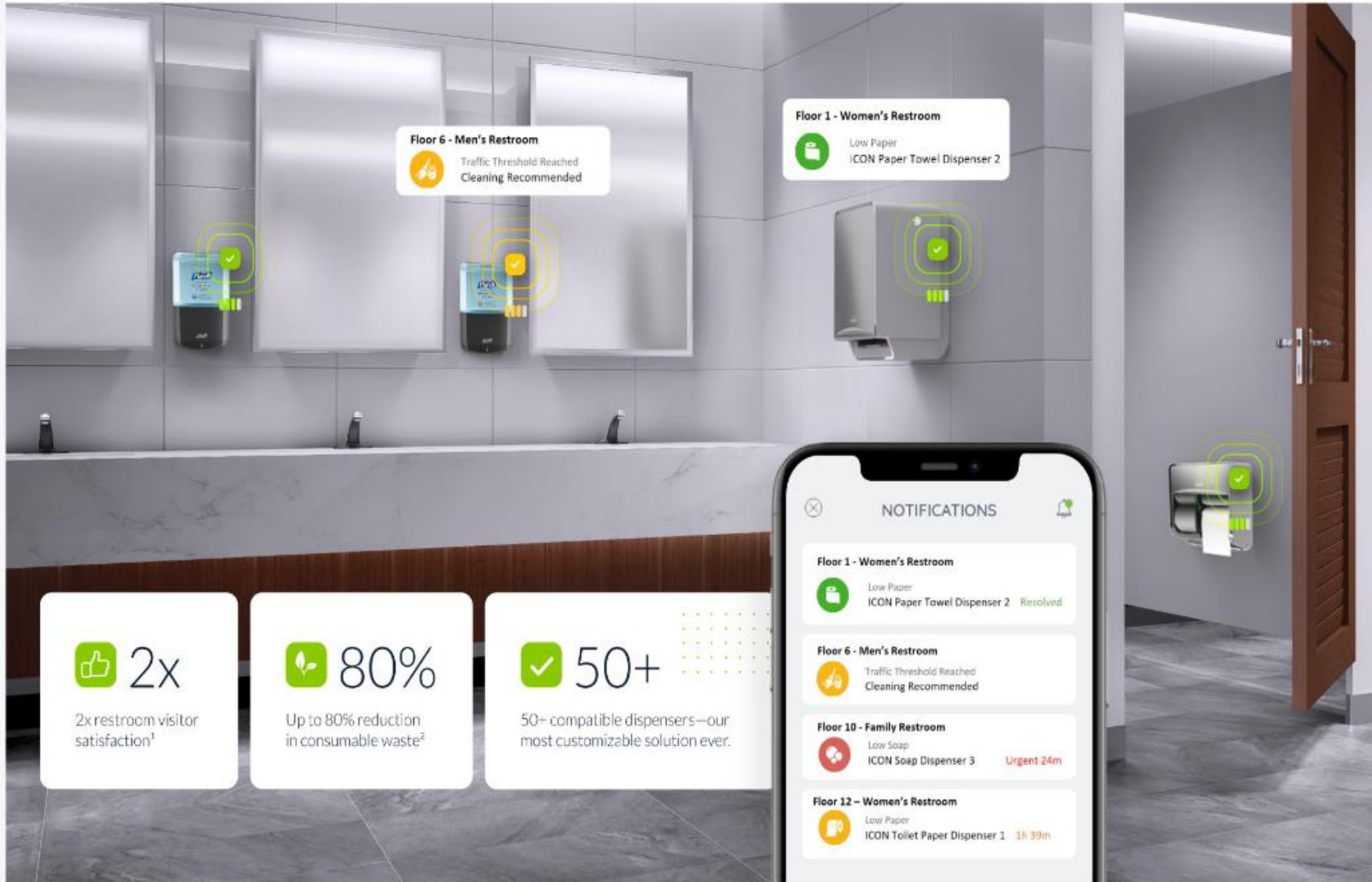
Proactive cleaning

Resolve potential issues before they turn into complaints



Smart data + analytics

Take a proactive approach to restroom servicing and staff deployment.



¹ In a study involving thirty-six people in restrooms in a facility in Alabama

² as demonstrated in alpha and beta testing

Onvation® Customer Success Stories



98%
reduction in
product waste

Case Study: Innovative BSC (Building Service Contractor)

Challenge: Enhancing visitor experience and achieving sustainability goals

Solution: Onvation® for managing 10,000 restroom visits every weekend with a small janitorial crew

Results: 98% reduction in product waste, Saved 1,351 roll towels annually, Reduced greenhouse gas emissions, water usage, and landfill waste

↓ Consumable Waste



Re-allocated
\$273,205
in cleaner wages

Case Study: Large Casino with 28-stall restrooms

Challenge: Keeping restrooms clean and operational 24/7 despite having 100 cleaners

Solution: Onvation® implemented across the property

Results: Saved 15,340 cleaner hours annually, Unlocked 8.0 FTEs for other activities, \$273,205 in cleaner wages able to be re-allocated for other priorities

↑ Labor Efficiency



94%
reduction in
product waste

Case Study: Office Building, 2.6M SQFT Multi-Tenant Skyscraper

Challenge: Minimizing waste and increasing productivity for the janitorial team

Solution: Onvation® with dynamic servicing

Results: 69% reduction in premature refills, 94% reduction in product waste, Reduced the number of people dedicated to servicing restrooms by 2

↓ Consumable Waste



Our promise Sustainability

We're your **responsible partner** in sustainability and we're proud of our industry-leading performance in environmental impact.

- 100% of grid electricity used to make WypAll® L and X series wipes is offset by wind energy
- 95% of our North American manufacturing and office waste was diverted from landfills in 2022
- WypAll® L10 and L20 series white wipers meet EPA guidelines for minimum post-consumer waste content
- Select WypAll® CriticalClean™ WetTask™ wipes are now recyclable through The RightCycle™ Program.*

When you choose Kimberly-Clark Professional, you're choosing a partner who not only values your business and customers, but also the world we share.



GENERALCLEAN™

Efficiency you can count on



POWERCLEAN™

Tackles the toughest tasks



CRITICALCLEAN™

When your clean can't be compromised



Existing Rags Usage

Estimated Savings:

\$22,877 /year

Weight/Box

Customer Price

Consumption

Per

25 lbs

\$ 31.65/box

1507 boxes

Year

Recommended WypAll* Solution

Cases of WypAll* needed per year :
292 cases

WypAll Product

Delivery System

Customer Price

WypAll X60

34955 Jumbo Roll (1100 Wipers)

\$ 85.00/case



Savings

Cost
Disposal

49%
77%



Costs

Rags

WypAll*

Item	Rags	WypAll*
Item	\$0.14-\$0.19/rag*	\$0.08/wiper
Monthly	\$3,975/month	\$2,068/month
Annual	\$47,697/year	\$24,820/year

Savings

Meets WypAll Money Back Guarantee



Transform your operations with Kimberly-Clark Professional's cutting-edge solutions. Experience unparalleled cost savings and a reduced environmental footprint.

Contact us today to start your journey towards a more sustainable and efficient future!

