# **LEAP** Strategic Framework

Lean Entrepreneurial Adjacent Program

### Klöckner Pentaplast LEAP for MBA Students, High Potentials and Entrepreneurs

Despite the fact that Klöckner Pentaplast followed an impressive path of value creation over the past years, we want to speed-up the development of new products, markets & services. In addition to that we are facing the need of getting more attractive for talents & management, beyond the field of manufacturing/Engineering. Working with MBA students, entrepreneurs and internal talents using the Lean Start-up Approach (LEAP), Klöckner Pentaplast established a business platform to continuously test and validate a minimum valuable product (MVP) of a potential service, product or business idea.

We will not so much focus on the classic question of "Can this product be built?". Instead, we want to answer whether this product should be built and if we can build a sustainable business around this set of products and services based on the feedback and results of a first product instead of just taking a decision based on a theoretical inquiry. If it is successful, we will support the relevant manager with his or her campaign: enlisting early adopters, adding employees to each further experiment or iteration, and eventually starting to build a product. The relevant students can gain real start-up experience in PE Environment, learn and practice the lean start-up methodology and - in case of interest from both sides – embark upon a full-time engagement at kp. A clear win-win for both sides.

# Way to get access to adjacent business areas

#### Internal

- > Market studies incl. idea selection and evaluation
- > Internal innovation competitions
- Close collaboration between the Business Divisions and the Technology and Innovation departments





#### Externa

- > Cooperation with leading Business Schools
- Innovation workshops with customers, suppliers and other external parties



### **Cross-functional Selection Board**

to meet quarterly or 2 times a year

# **Execution Framework built on:**

**MBA Students High Potentials Entrepreneurs** IDEAS **I FARN BUILD Learn Faster Build Faster NEW** > Usability Tests > Customer Interviews kp Products & Customer Development > Continuous Integration Services > Five Whys Root Cause Analysis > Incremental Deployment Product Owner Accountability > Cloud Computing > Cross-functional Teams > Cluster Immune System > Smoke Tests > Just-in-time Scalability **MEASURE Measure Faster** > Clear Product Owner > Real-time Monitoring > Continuous Deployment > Custom Liaison > Usability Tests





# Facts & Figures

# **About Klöckner Pentaplast**

The Klöckner Pentaplast Group is a global leader in providing packaging, printing, and specialty solutions serving the pharmaceutical, medical device, food, beverage, and card markets among others. With a broad portfolio of rigid plastic films and services powered by innovation, Klöckner Pentaplast plays an integral role in the customer value chain by marketing and protecting product integrity, safety, consumer health, and, ultimately, brand reputation.

Founded in 1965 Klöckner Pentaplast has grown from its initial facility in Montabaur, Germany, to effective operations in 12 countries with 18 production sites. Within the last financial year, the company had sales of over € 1.254 billion and currently employs over 3,200 people committed to serving customers worldwide. The Klöckner Pentaplast Group is wholly owned by a group of investors led by SVP Global. For more information, visit our web site at www.kpfilms.com.

1965
FOUNDED
IN MONTABAUR

18
PRODUCTION OPERATIONS

12 COUNTRIES

3,255 EMPLOYEES

**€ 1,254**BILLION TURNOVER



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