



## DEVICE & CONSUMABLE SYSTEMS

Connected at our Core

**JABIL**  
PACKAGING SOLUTIONS



It just keeps getting harder and harder to hold onto your customers. Barriers to entry are falling, Marketing channels have become fragmented and unpredictable, and to make matters worse, buyers continue to flock to ecommerce in record numbers.

Online, consumers can quickly filter for price, size or average rating, bypassing decades of hard-won brand equity in just a few clicks. Likewise a retailer's default product sorting logic or search algorithm may keep your product below the fold – or even worse on page 2. And one-touch digital coupons are more effective than ever at getting a consumer to try something new. In this new world, the tried-and-true mindshare tactics just don't work like they used to. Tweaking ads, replacing product labels and modifying packaging elements may nudge the needle – But how can we really move it?



At Jabil Packaging Solutions we believe the next wave of CPG differentiation will come in the form of durable delivery systems that leverage convenient and sustainable refill consumables.

TRANSFORM THE USER EXPERIENCE

**AND DRIVE  
MARKET  
SHARE GAINS**



Learn more at [Jabil.com/Packaging](http://Jabil.com/Packaging)

**JABIL**

# Good for your Consumers



## Enhanced Dispensing Experience

Well-designed dispensing systems with optimized product refills offer a superior delivery experience when compared with legacy CPG formats. By adding electromechanical elements, utilizing sensors, leveraging higher quality components, or simply adding weight to the right places, brands can create dispensing devices that are far more functional, hygienic and enjoyable to use.



## Improved Sustainability

Durable device and consumable product ecosystems enable tremendous reductions in primary packaging material. Because the refill doesn't require the same level of packaging performance, brands can lower the plastics intensity or implement alternative materials with an improved sustainability profile.



## Improved Aesthetics

Device & Refill systems solutions can be designed to offer improved aesthetics inside the home. Durable devices can leverage more premium materials and offer more choice in terms of color and shape when compared with single-use formats.

# Good for your Brand



## Ecosystem Lock-In for Enhanced Brand Loyalty

The sunk cost of a device and an improved dispensing experience create a powerful sense of brand loyalty with consumers. When done right, this razor-razorblade model can predictably drive repeat purchases and dramatically reduce consumer switching. No marketing campaign, product line extension or pricing tactic can compete when it comes to securing and growing product market share.



## Brand Equity Improvements

Device & Refill system solutions improve the user experience, offer enhanced aesthetics and enable sustainability improvements. Brands that begin to offer compelling device-based products across their product lines will enjoy brand equity improvements as they prioritize the creation of products that consumers love.



## Premiumization Opportunities

Standing out is not a challenge for products that perform better, look better and offer an improved user experience. These premium device & refill product ecosystems allow CPG brands to effectively target and gain market-share with discerning consumers who will happily pursue the best possible user experience, often regardless of price.

# Device & Refill Use Cases

Each day more CPG brands turn to Jabil for innovative new device and consumable system solutions. Our unique portfolio of capabilities and service offerings are designed to help your brand ideate, develop and manufacture device solutions at scale. Potential use cases and form factors for Device & Consumable systems include:



## Key Capabilities

### REFILL PACKAGING

- Advanced Injection Molding
- Barrier Packaging
- IML
- Packaging Tooling & Mold Design
- Packaging Design
- Material Development

### DEVICE DEVELOPMENT

- Mechanical Engineering
- Printed Electronics
- Sensors
- Design & Conceptualization
- Electrical Engineering
- Firmware Development
- Device Tooling & Molding Design

### MANUFACTURING & EXTENDED SERVICES

- PCBA
- High Precision Assembly
- Injection Molding
- Filling
- Retail Packout
- Direct-to-Consumer Fulfillment

# The Jabil Difference



## One Stop Shopping

Managing separate vendors and additional logistics creates time-to-market delays, complexity and risk. Jabil Packaging Solutions is the only company in the world that can consolidate the device & refill supply chain, helping you develop and deploy device & refill solutions, from design to dust, all under one roof.



## Panoptic View of Technology

Jabil serves global brands across a wide variety of markets ranging from automotive and aerospace to consumer and mobility. This broad mandate compels us to be the world's most technologically advanced and trusted manufacturing solutions provider.



## Strategic Global Footprint

The Jabil global footprint is designed to deliver lowest landed cost to our brand customers while managing complexity and risk. Whether you require an Asia-based manufacturing solution or a North America-based option for nearshoring, Jabil has footprint and capacity to meet your needs.



## A Safe Set of Hands

Jabil has been building successful electronics products and developing transformative packaging formats for the world's leading brands for over 50 years. We provide these services through over 52M square feet of manufacturing facilities that span over 100 sites and 26 countries.



## Intelligent Digital Supply Chain

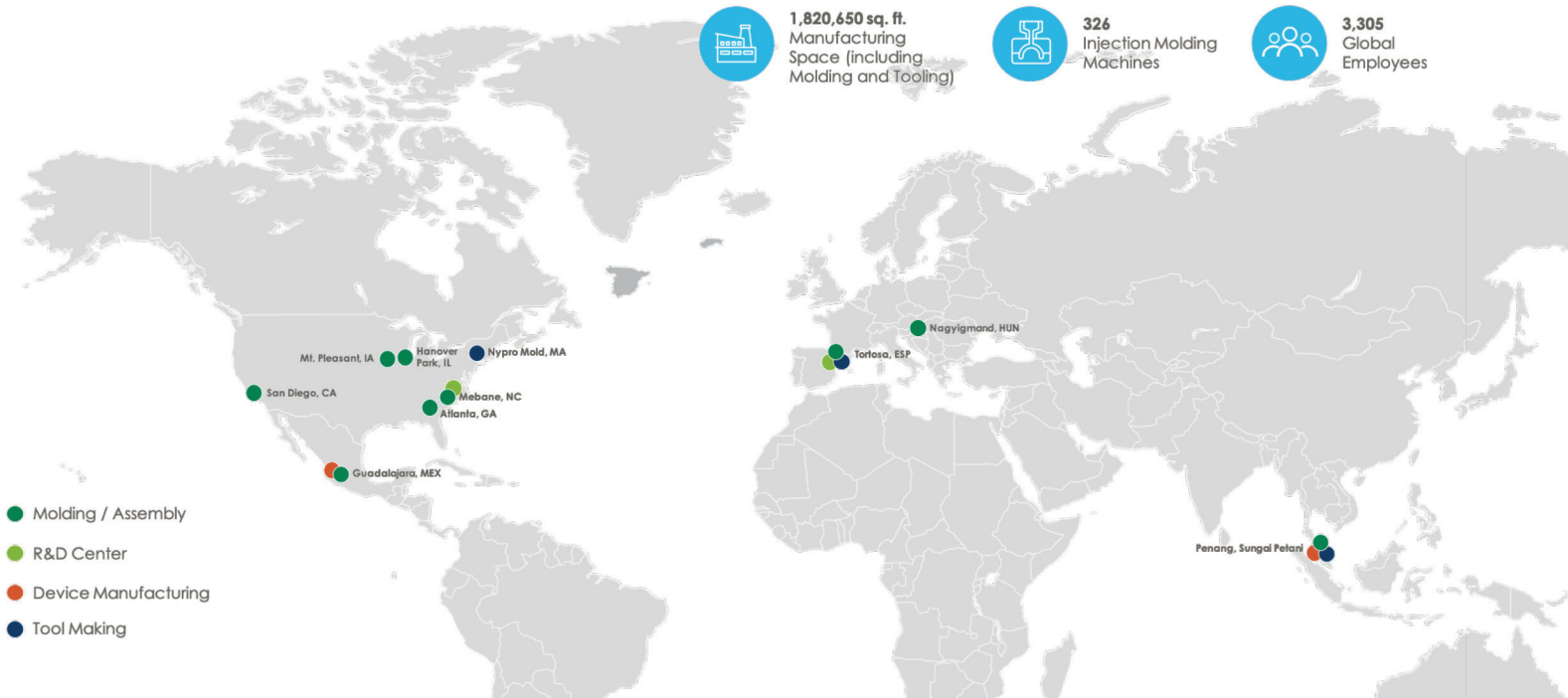
Today's digital economy demands a new approach to the supply chain – a solution that leverages the cloud, real-time connectivity, and advanced analytics. Jabil's Intelligent Digital Supply Chain (IDSC) solutions enable the best strategies, innovation, and design throughout the supply chain, delivering superior



## Customer Centric Engagement Model

Through unique and dedicated workcells, we enable our empowered experts to work together as a cross-functional team in support of each customer, with a single business unit leader supporting the customer's every need as a single point of touch.

## GLOBAL OPERATIONS ENABLING LOCALIZED MANUFACTURING



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# Device Development Services



## Device & Refill Innovation Sprint

Do you have an idea for a device & refill product? The Innovation Sprint is intended to be a very first engagement between Jabil and clients interested in developing device & refill solutions. This service provides the tools you need to understand current market state, identify the opportunities at your disposal, and construct a compelling concept and business model to generate internal momentum.



## Engineering Optimization

Would it be helpful to have access to manufacturing subject matter expertise as you are developing your device & refill solution? Whether you need assistance with manufacturability, assembly, supply chain, or device design, our team of VAVE engineers is here to provide a second set of eyes and help carry the load.



## Full Product Design

Is your pipeline overflowing with device projects? Or do you need to get something to market quickly and require immediate device development expertise and manufacturing capacity? At Jabil, we can handle your entire device & refill project, from build, to fill, to delivery. We have you covered from the up-front discovery work all the way to end-of-life.



## Joint Product Design

Does your team need assistance with a significant portion of an overall product design? Jabil is extremely adept in joint development initiatives, maintaining the highest levels of collaboration and communication as we work together to create a new product that is manufacturable and cost effective.



## Engineering Capacity

Are your resources stretched thin? Are you missing a particular skillset and need to onboard expertise quickly for engineering design? With access to over 3,000 global engineers, Jabil can quickly provide individual engineering competencies as you need them.