CASE STUDY ONBOARDING COMPLETE

From Spreadsheets to a Financial System of Record

A U.S. consumer products company with several brands has moved its packaging EPR obligations off spreadsheets and onto EPR Axis™ as a single financial system of record across multiple states.

Onboarding complete. Kicked off in Q4 2026, the client is now live on EPR Axis™.

SCOPE
4 states
States with active EPR programs, run from one dataset across every brand

ACHIEVED
30 days
Go-live goal from kickoff, versus a 90-day contractual timeline

BY DESIGN
100%
Of reported figures traceable to source data, user, and change history

At a glance

CLIENT U.S. consumer products company, several brands	CHANNELS Direct to consumer and retail	STATES IN SCOPE Four states with active EPR programs
SOLUTION EPR Axis™ Enterprise license, onboarding, and advisory support	KICKOFF Q4 2026	STATUS Onboarding complete; live on EPR Axis™

The challenge

2026 EPR reporting in multiple states at once, with data spread across brands and files.

- **Fragmented data.** Product, packaging, and supplier files kept separately by each brand, with no shared material coding.
- **Incomplete weights.** Many components lacked supplier weights, forcing estimates that were hard to defend.
- **Overpayment risk.** Without a consistent method, conservative assumptions inflate fee liability.
- **Audit exposure.** No single record of how each figure was derived, who changed it, and why.
- **Finance visibility.** Leadership needed EPR treated as a budgeted financial obligation.

Why EPR Axis™

EPR managed as a financial obligation, not a reporting exercise.

- **One system of record** across all brands and every state in scope.
- **State-specific fee logic** in a multistate engine, so liability is calculated, not estimated.
- **Defensible methodology,** with every material traced to its data source.
- **Governance controls:** multifactor authentication, role-based permissions, and a full change log.
- **Packaging expertise** behind the software, from a team with four decades in the industry.

The approach

A structured onboarding turned scattered brand files into one validated, state-ready dataset.

Import	Canonical coding	Fee engine	Reporting
Products, Packaging, Supply templates	SMR: client weights ABOM: estimated	State-specific logic for each program	Audit-ready records, evidence, export

Three standard templates fed one coded dataset, so every fee and report traces back to its source.

1. **Kickoff and scoping.** Confirmed brands, SKUs, and states, and set a 30-day go-live goal.
2. **Structured intake.** Each brand submitted data through three standard templates: Import Products, Import Packaging, and Import Supply.
3. **Reconstruction and mapping.** Data was mapped to the EPR Axis™ canonical material coding system and validated for gaps.
4. **Source coding.** Client-supplied weights were coded SMR (Specific Material Reporting); estimates were coded ABOM (Average Bill of Materials).
5. **Fee calculation.** The multistate engine applied the fee logic of each state program in scope.
6. **Regulatory alignment.** EPR Global Consulting was added as a consultant contact on the client's Circular Action Alliance account, so no producer notice is missed.
7. **Go live and handover.** Users provisioned by role, with reporting, evidence, and full data export in the platform.

Targets and modeled impact

MEASURE	TARGET OR MODEL	BASIS
Time to go live	30 days from kickoff, one third of the 90-day contractual timeline	ACHIEVED
SKUs onboarded	Several thousand SKUs across all brands in one dataset	SCOPE
Data quality	Majority of weights coded SMR by the second reporting cycle, with ABOM limited to documented gaps	TARGET
Fee exposure	Annual EPR fee exposure modeled by material, SKU, brand, and state, with a payment schedule by fiscal year	MODELED
Overpayment avoided	10% to 20% below conservative spreadsheet estimates*	MODELED
Reporting effort	Up to 80% fewer hours per reporting cycle than a manual spreadsheet process	TARGET
Audit readiness	100% of reported figures traceable to source data, user, and change history	BY DESIGN

*Modeled on the client's supply data entered in EPR Axis™: annual fee exposure in the mid six figures, so a 10% to 20% reduction equals roughly $35,000 to $75,000 per year. Actual savings will be confirmed against program invoices after the first reporting cycle.

What comes next

- Additional states added as new programs take effect
- Using scenario modeling to test packaging changes before production
- Eco-modulation readiness and budgeting by material, SKU, and state

Schedule a 30-Minute EPR Financial Exposure Review

Understand your liability, your cost drivers, and how EPR translates into financial impact.

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