

COMPLETE SUPPORT FOR IMPROVING PROCESSES – AND GROWING PROFITS

AN AFFORDABLE SOLUTION FOR SMALL AND MIDSIZE CHEMICAL FIRMS

The SAP® Business All-in-One for Chemicals solution can meet the specific needs of small and midsize chemical companies seeking to implement a set of business processes within an enterprise resource planning network. The solution can be implemented in as little as 15 weeks, providing a rapid ROI.

Like most chemical manufacturers today, you face a variety of challenges that characterize a volatile market: fluctuating prices, changing demand patterns, increasing competition, and heightened regulatory pressures. While you search for practical and affordable ways to meet these challenges, you are on the lookout for new ways of improving your operations and profitability. That might include increasing the flexibility of your sales and operations planning, streamlining business processes, and growing your customer base. In addition, you need a lean and flexible supply chain that supports adaptive business networks and “push” versus “pull” production strategies. You need visibility into pricing and profit margins and the ability to adjust service and product offerings based on that data – and robust financial modeling and analytical capabilities for adapting quickly to changing market conditions.

First, though, you may need to address some basic communication and integration issues. You may have to expand incomplete reporting capabilities, or integrate a variety of information systems, such as financials, general ledger, and sales planning. Fortunately, SAP offers a solution that can help you decrease costs, drive efficiency, and hit the road for further growth.

Fast Implementation, Fast ROI

The SAP® Business All-in-One for Chemicals solution is an affordable option for small and midsize chemical companies. Implemented in just 15 to 20 weeks, the solution offers you the benefit of a predefined price and project schedule.

The SAP Business All-in-One for Chemicals solution combines the methodology, documentation, and preconfiguration of the SAP Best Practices for Chemicals package with the consulting expertise you need to install the software and implement your business processes exactly the way you require. This approach minimizes your risk and reduces implementation time and costs.

Specifically, SAP Business All-in-One for Chemicals consists of two primary elements, as well as some additional options:

- **Preconfiguration**
The solution is based on preconfigured software for 32 business scenarios that comprise SAP Best Practices for Chemicals.
- **Consulting services**
Within a defined price and scope, the solution includes consulting services that help you implement key business processes and help get your team ready for change.
- **Added-value services (optional)**
These options include hosting, training, or additional consulting.





The SAP Financing service offers a wide range of financing options to help you finance software, consulting, and maintenance – available both from SAP and SAP partners.

SAP Business All-in-One for Chemicals will help you do the following:

- **Integrate your supply and demand chains**

The solution enables you to combine sales-planning and production-planning cycles in one integrated process. This eliminates unplanned production and expedited-shipping costs.

- **Monitor and improve performance**

The solution provides real-time data and analyzes performance using reporting features specifically designed for the chemical industry. As a result, you get the visibility and flexibility you need to respond to changing customer demand.

- **Manage order-to-cash, plan-to-make, and procure-to-pay cycles**

Because the solution supports business processes specific to the chemical industry, you can manage complex business rules and relationships efficiently across your organization.

- **Implement batch, continuous, or third-party processing**

The solution covers all manufacturing options, including blending, repackaging, toll-manufacturing (internal and external subcontracting), and tank-trailer processing.

SAP Best Practices for Chemicals

The SAP Best Practices for Chemicals package, which serves as the foundation for SAP Business All-in-One for Chemicals, is built on more than 35 years of experience in the industry. Globally, 1,700 chemical companies, ranging from the smallest to the largest enterprises, are using SAP software in their operations.

SAP Best Practices for Chemicals helps you realize business benefits rapidly – without the delays caused by extensive business process planning and configuration changes. Companies that have implemented SAP Best Practices for Chemicals report inventory reductions of 10% to 30%, closing cycles shortened from 2–3 weeks to 3 days, and dramatic drops in supply chain costs.

The Solution in Detail

The solution supports the following business processes:

- Sales and distribution
 - Order entry, billing, collections
 - Sample processing and inter-company sales
- Procurement of materials and services
 - Requisitions, requests for quotation, and purchase orders
- Manufacturing execution
 - Batch and continuous processing
 - Batch control and quality management
 - Blending, repackaging, and third-party processing

- Financials
 - Overhead control
 - Product costing
 - Profitability analysis
- Reporting

You can augment this solution by adding optional business scenarios for the following:

- Warehouse management
- Plant maintenance
- Product safety
- Industrial hygiene and safety
- Waste management
- Many others

Predefined Price and Scope

How do you maintain a lean operation while responding to customer demands – especially if you are a smaller business, constrained by limits in people and IT resources? You use a phased implementation approach, which minimizes the project's impact on your day-to-day operations and maximizes enterprise adoption and ROI.

Consultants who install SAP Business All-in-One leverage experience gained from thousands of projects worldwide. Experts in all aspects of implementation consulting, they advise and assist your team with proven tools, accelerators, and methods in areas such as business process analysis, system installation, integration, and technical planning.

In addition, all customers that purchase the solution have access to the entire SAP Services portfolio, which includes services such as education, support, custom development, and hosting. The best industry practices implemented by your SAP consultant or partner address your specific business processes and are supported with clear documentation. The implementation methodology defines project timelines and responsibilities.

Specifically, implementation of SAP Business All-in-One for Chemicals includes the following:

- **Project road map**
This road map, tailored for chemical industry, is designed to deliver your implementation at a defined cost in the shortest time possible.
- **Preconfiguration for chemical industry business processes**
This wide array of business processes covers all important aspects of a chemical company. Implementation is supported with data-conversion tools, test cases, authorizations, print forms, and authorization roles.
- **Comprehensive documentation**
The solution provides industry- and business process-specific documentation that covers your configuration, data migration formats, and business process procedures and templates. It also includes test catalogs, which can be used for system evaluation, self-study, and project-team and end-user training.

Why Phased Implementation?

SAP's phased implementation approach provides a number of tangible benefits by implementing what you need, when you need it. SAP Business All-in-One for Chemicals is your first step toward achieving these benefits. When implemented, this solution enables you to do the following:

- Address key business issues and processes from a chemical industry perspective
- Limit business disruption through predefined services based on industry best practices
- Complete your implementation within budget and on time
- Provide fast ROI
- Implement the functionality you need now and defer other investments until required
- Leverage and extend existing investments (by deciding what you should add or replace)
- Support future growth
- Improve your overall business operations

Consultants who install the SAP Business All-in-One for Chemicals solution leverage experience gained from thousands of projects worldwide.

Why SAP?

When you implement SAP Business All-in-One for Chemicals, you are leveraging SAP's extensive knowledge base, gained while serving more than 43,400 customers in over 120 countries. SAP has widespread experience with companies of all sizes, not just large enterprises. In fact, 65% of SAP customers are small and midsize companies. SAP helps you in driving efficiency and supports your growth.

Find Out More

To find out how SAP can help your company achieve higher levels of business success, contact your SAP representative or visit us at www.sap.com/chemicals.

Summary

Chemical companies today are faced with an array of tough challenges, and midsize companies in particular need ways to counter them. The SAP® Business All-in-One for Chemicals solution is an affordable option designed for smaller companies. Implemented in about 20 weeks or less, the solution offers the benefit of a predefined price and project schedule.

Challenges

- Deal with fluctuating prices, changing demand patterns, increasing competition, and heightened regulatory pressures
- Find ways to improve operations and profitability
- Control cost

Supported Business Processes and Software Functions

- Supply and demand chains – Combine sales planning and production planning cycles in one integrated process, eliminating unplanned production and expedited-shipping costs
- Performance monitoring and improvement – Get the visibility and flexibility you need to respond to changing customer demand with reporting features specially designed for the chemical industry
- Order-to-cash, plan-to-make, and procure-to-pay cycles – Manage complex business rules and relationships efficiently across your organization
- Batch, continuous, or third-party processing – Execute all manufacturing options, including blending, repackaging, and tank-trailer processing

Business Benefits

- **Reduce inventory** through better planning
- **Shorten** closing cycles by improving all financial processes
- **Slash supply chain costs** by expediting and streamlining the flow of materials
- **Realize speedy ROI** by taking advantage of a fixed-price, fixed-scope implementation

For More Information

Call your SAP representative or visit us online at www.sap.com/chemicals.

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