



SAP Solution for Specialty Chemical Producers and Distributors

Dell combines proven experience with SAP technology to help chemical providers improve inventory management, compliance, and process efficiency while reducing costs and improving profitability.

For producers and distributors who have grown through acquisition or have maintained multiple sets of business processes and reporting approaches, the continuing use of different financial, procurement, and supply chain systems can make enterprise-wide visibility and management difficult – even impossible. To run a successful specialty chemicals business, executive management must have timely and accurate access to comprehensive Business Intelligence (BI). The ability to make decisions based on real-time information is vital to achieving higher margins and meeting customer needs.

Get a solution tailored to your business needs

Based on lessons learned from years of developing and implementing ERP solutions for industry-leading manufacturers and distributors, and in close collaboration with SAP, Dell has successfully implemented SAP software solutions at numerous U.S. chemical companies both large and small. Through this experience and our work with SAP, we have developed a proven approach that makes implementations highly predictable while providing the high degree of customization that chemical businesses require.

Enjoy Predictable Results at a Predictable Price

To enable specialty chemical companies to reap the benefits of an SAP solution as quickly and easily as possible, Dell has developed a best practices-based solution based on SAP 6.0. The Dell/SAP solution provides chemical producers an optional 16-week, fixed-cost base implementation that combines proven business processes, software, user role documentation, target metrics, target data templates, testing material, and training materials tailored to specific requirements of the chemicals industry. Dell can also provide additional customization based on specific customer needs.

Our base SAP solutions provide a strong foundation of features and functionality to enable producers and distributors to take advantage of efficient industry best practices and processes, and enjoy greater control of extended supply chains, closer customer and supplier collaboration, more efficient inventory management, and greater visibility of key financial indicators and accountability processes.

To help deliver the results you expect, Dell has a fully staffed and experienced SAP chemicals team that includes seasoned process consultants, architects, and technologists. Combined with our proven on-shore and offshore applications and infrastructure solutions teams, Dell has a full range of capabilities to help your business achieve success.

Dell can help you design, implement, and manage your enterprise-wide SAP implementation. Our experience as a leading technology and systems integrator means you get the results you need at a predictable price

The Dell SAP Solutions for Chemical Companies Offer:

- Efficient user execution of processes
 - » Streamlined user interfaces for sales order capture, production order management, production data recording, linking of inventory with shipments, coordination of shipments across internal and external locations, coordination of outside processors, customer claims, and supplier claims
 - » Balance of efficiency and visibility in the capture and display of third-party production and shipping transactions
 - » Graphical association of input and output batch numbers for production operations with multiple inputs and multiple outputs
- Efficient control of an extended supply chain
 - » Flexible, timely sourcing

- » Cross-plant order promising (available to promise) without need for APO implementation
- » Streamlined and sequence-controlled shipping and receiving processes for inter-plant, outside processor, and outside warehouse movements
- » Baseline and add-on functions to automate reconciliation of multiple units of measure across order capture, purchasing, production, material management, shipping, and billing
- » Support for international accounting requirements
- » Automatic currency conversion
- Customer collaboration services
 - » Focused management processes for customer consigned and customer allocated inventory
 - » Chemicals planning and scheduling processes suitable for integration to electronic customer demand information
 - » SAP new product introduction collaboration framework
- Strategic use of inventory
 - » Streamlined cross docking
 - » Visibility of third-party inventory for planning purposes
 - » Add-on capability associating intermediate material forms, including by-products, with end-item demand
 - » Automated cross-plant inventory planning based upon visibility of actual inventory and demand at each site
 - » Chemicals-specific adjustments to demand planning and MRP material replenishment processes
- Timely and accurate visibility of profitability and related accountability processes
 - » Standardized multi-site key metrics, metric analysis processes, and accountability processes
 - » Order entry display of past sales, past margins, prices, and lead time information
 - » Key exception reports and management processes highlighting past due sales orders, past due shipments, past due production orders, past due purchased items, shipped not billed, largest purchase price exceptions, production plan vs. actual, inventory days of supply exceptions, and exceptions for contribution margin vs. plan
 - » Management analysis best practices for cost and profit analysis across selling, producing and warehousing sites
 - » Baseline and add-on options available to support P&L reporting for customers, products, product lines, regions, etc.
- Efficient management of compliance reporting and processes

At a Glance

Working with SAP, Dell has developed best practices-based industry solutions that leverage the mySAP software specifically for chemical producers, enabling fast, easy, and cost-effective implementation of the SAP industry-leading ERP solution.

Dell SAP Solution for Chemical Producers includes:

- Fixed Cost Implementation Option
- Predictable Timeline with a 16-week Base Implementation Model
- Data Templates
- Assistance with Use of Standard Reports and a Target Set of Tailored Reports
- User and Technical Training Templates
- Business and Process Consulting

For more information about solutions for your business or organization, contact your Dell account representative or visit dell.com.



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