Session 5:
Positioning SAP Best Practices for Chemicals for Divestitures

SAP Industry Business Unit Chemicals
Frank Kochendoerfer
November 2009
### Global Knowledge Transfer Session
### Overall Agenda

<table>
<thead>
<tr>
<th>Presentation</th>
<th>Details</th>
<th>Presenter/ Date / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session 1:</strong> SAP Best Practices for Chemicals Overview</td>
<td>An overview of the complete SAP Best Practices for Chemicals package - the preconfigured scenarios, key capabilities, available localizations, and customer projects.</td>
<td>Frank Kochendoerfer September 22, 2009</td>
</tr>
<tr>
<td><strong>Session 2:</strong> Innovation Management &amp; Manufacturing Scenarios</td>
<td>Presentation with demo examples of the preconfigured scenarios delivered with the SAP Best Practices for Chemicals package to cover innovation management and manufacturing processes. The session will highlight chemical-specific scenarios, such as transformation of general recipes, repetitive manufacturing with co-products and quality management, bulk manufacturing with process instruction sheet, active ingredient processing, blending etc.</td>
<td>Manoj Narang September 30, 2009</td>
</tr>
<tr>
<td><strong>Session 3:</strong> Midmarket Sales &amp; Marketing Tools for Chemicals</td>
<td>An overview for of the sales and marketing assets, as well as partner enablement information available for SAP Business All-in-One for the chemicals industry. The presentation will cover sales assets and tools for both the SAP Best Practices Baseline package and the SAP Best Practices for Chemicals Package. The SAP Business All-in-One for Chemicals DVD will be demoed, as well as the BPX midmarket roundtable and wiki for chemicals.</td>
<td>Natalie Bernzen October 26th, 2009</td>
</tr>
<tr>
<td><strong>Session 4:</strong> Quality Management and Compliance Scenarios</td>
<td>Presentation including demo examples of preconfigured quality management and compliance scenarios delivered with SAP Best Practices for Chemicals. The session will highlight chemical-specific scenarios, such as product safety and REACH Substance Volume Tracking. The session also introduces offerings from Technidata available for midmarket customers. (PSOD - product stewardship on demand).</td>
<td>Rainer Moeckel October 27th, 2009</td>
</tr>
<tr>
<td><strong>Session 5:</strong> Positioning SAP Best Practices for Chemicals for Divestitures</td>
<td>An overview of how spin-off companies are successfully using the SAP Best Practices for Chemicals template approach to get their ERP implementations up and running fast.</td>
<td>Frank Kochendoerfer November 3rd, 2009</td>
</tr>
<tr>
<td><strong>Session 6:</strong> Using SAP Best Practices for Chemicals for accelerated Implementation</td>
<td>An overview of the SAP Best Practices concept, and how to use the SAP Best Practices for Chemicals package, the Solution Builder and Solution Manager to accelerate implementation and deployment.</td>
<td>Manoj Narang November 10th, 2009</td>
</tr>
<tr>
<td><strong>Session 7:</strong> Supply Chain Planning &amp; Execution</td>
<td>Presentation with demo examples of preconfigured scenarios delivered with the SAP Best Practices for Chemicals package to cover supply chain planning and execution processes. The session will highlight chemical-specific scenarios such as, tank trailer filling, outbound logistics, totes handling, VMI etc, as well as scenarios for partner ORSoft solutions.</td>
<td>Justin Chen November 30th, 2009</td>
</tr>
</tbody>
</table>
1. Mergers, Acquisitions and Divestitures in Chemicals
2. Challenges for the New Company
3. The Solution: SAP Best Practices for Chemicals
4. Customer Experience and Successes
5. Summary
Mergers, Acquisitions and Divestitures (MAD) in the Chemical Industry

- In 2008, the global chemical industry completed $40bn in MAD deals - down from $55bn in 2007
- The pace of activity slowed to its lowest level in 13 years, with 55 deals over $25m in size completed in 2008, versus 81 in 2007

Distressed Selling

- companies need to sell to raise cash or prune their portfolios
- more distressed assets will hit the selling block as leveraged companies restructure

Sources: Young & Partners, 2009 / ICIS 02/09
Divestitures

- Over the past several years, of the approximate 6,000 global deals completed annually, nearly 40% have been divestitures.

- The primary rationale for a divestiture is to focus a company's energies on core businesses that fit its strategic direction.

- Alternatives to divest a non-core business:
  - sale (for cash and/or stock)
  - split-off (by way of a share exchange)
  - equity carve-out (via an IPO)
  - spinoff (through a stock dividend)
1. Mergers, Acquisitions and Divestitures in Chemicals
2. **Challenges for the New Company**
3. The Solution: SAP Best Practices for Chemicals
4. Customer Experience and Successes
5. Summary
Divestiture Challenges

Seven Reasons Divestitures are harder than you think

1. IT integration efforts make divestitures difficult
2. Support services and facilities are hard to unravel
3. Outsourcing add third-party issues to divestitures
4. The divested business may require long-term support
5. Disruption threatens both seller and divested entity
6. The divestiture can impact the seller’s cost structure
7. Regulatory requirements

Source: Booz Allen Hamilton, Chief Executive, 05/07
Business and process-related activities represent basic prerequisites for a successful IT separation.
Divestiture Challenges for the New Entity

Typical Situation for the New Entity

1. Limited time to get off former parents IT systems - typically somewhere between 6-12 months
2. TSA’s (Transition Services Agreements) often costly - strong inventive to move fast
3. Limited time to make strategic decisions
4. Management and employees are often familiar with SAP systems
5. Limited IT staff and resources
6. Perception that SAP is too big, too complex and too costly
Divestiture Challenges for the New Entity

Focus on IT Situation

1. IT was managed corporately, no local experience with managing ERP
2. Parent has highly customized system which does not meet new entity’s needs
3. Lack of business knowledge, how to design business processes
4. Very limited knowledge of implementations and upgrades
5. No local hardware
6. Need to build IT services for new entity
Divestiture Challenges for the New Entity

CIO’s Task

1. Managing the expectations of legacy business users
2. aligning IT with corporate strategy
3. prioritize the software projects essential to business process improvements and increased revenues
Divestiture Challenges for the New Entity

Challenges: Juggling Priorities, Triaging Tasks

1. Pre-divestiture confusion about employee and vendor roles, timelines and post-deal status
2. Strained resources due to simultaneous ‘business as usual’ requirements and divestiture activities
3. Planning and executing cost reductions for IT infrastructure, data centers, networks, databases and software licenses across multiple global locations
4. Ripple effects of providing long-term support for dozens of services in the carved-out business
5. Isolation and security of data for regulatory purposes
Critical Success Factors

1. Establishing a robust project and program management office early in the planning process
2. Addressing employee-retention issues early and often
3. Proactively minimizing the number and complexity of system customizations
4. Building a repository and certified catalog of services that would help facilitate agreement among stakeholders on the choice of service offerings
5. Leveraging several crucial projects to demonstrate IT's value to executive management
1. Mergers, Acquisitions and Divestitures in Chemicals
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SAP in the Chemical Industry

- 35+ years of industry expertise – SAP’s very first customer was ICI
- Over 2,100 chemical customers with over 1,000,000 users
- 47 of the top 50 global chemical companies run SAP
- 1,700 chemical midmarket companies run SAP globally

100% of Global Fortune 500 chemical companies run SAP

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The Solution: SAP Best Practices for Chemicals

- SAP Best Practices addresses three key problem areas typically associated with ERP implementation projects:
  - Project cost reduction
  - Project time reduction
  - Project risk mitigation

- SAP Best Practices for Chemicals is an industry-specific, preconfigured solution (‘industry template’) that can be used:
  - for evaluation and/or demo purposes
  - for rapid implementation

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# SAP Best Practices for Chemicals – Scenario Overview

## Innovation Management
- Internal Order R&D Planning (177)
- Internal Order R&D Actual (185)
- Transformation of General Recipes (942)

## Supplier Collaboration
- Quotation for Procurement (128)
- Consumable Purchasing (129)
- Procurement without QM (130)
- Procurement Contract (133)
- Return to Vendor (136)
- Procurement & Consumption of Consigned Inventory (139)
- Procurement of Batch-Managed Stock Materials (901)
- Procurement of WM-Managed Stock Materials (902)
- Procurement of Pipeline Materials (903)
- Procurement of External Services (904)
- Quality Management in Procurement (905)

## Manufacturing
- Stock Handling: Scrap and Blocked Stock (131)
- Repetitive Manufacturing with Co-Products and QM (906)
- Bulk Manufacturing (without PI Sheets) (907)
- Bulk Manufacturing (with PI Sheet and SAP ODA Integration) (908)
- Make-to-Stock (Process Industry) with WM (909)
- Make to Order (Process Industry) (910)
- Multiple Product Campaign Run with MQC (911)
- Active Ingredient Processing (912)
- Blending (913)
- Repackaging (914)
- Relabeling (915)
- Storage Tank Management (916)
- Subcontracting (External & Internal) (918)

## Quality Management & Compliance
- Engineering Change Management (934)
- EH&S Product Safety (935)
- EH&S Dangerous Goods Management (936)
- EH&S Industrial Hygiene & Safety (937)
- EH&S Waste Management (938)
- EH&S Business Compliance Services (939)
- REACH: Substance Volume Tracking (940)
- REACH: Substance Volume Tracking for Non-EU Suppliers (944)

## Sales & Marketing
- Sales Processing using Third Party (with Shipping Notification) (107)
- Credit Management (108)
- Sales Order Processing: Sale from Stock (109)
- Free of Charge Delivery (110)
- Returns and Complaints (111)
- Sales Quotation (112)
- Sales Order Processing for Prospect (113)
- Sales Processing using Third Party (without Shipping Notification) (114)
- Sales of Non-stock Item with Order Specific Procurement (115)
- Debit Memo Processing (116)
- Sales Order Processing with Customer Down Payment (201)
- Sales: Period End and Closing Operations (203)
- Credit Memo Processing (204)
- Sample Processing (917)
- Presales Activities (920)
- Sales Order Processing (incl. PoD and CoA) (921)
- Sales Order Processing with WM (922)
- Returns and Complaints (including QM and Batch Recall) (924)
- Chemicals: Credit Management (925)
- Rebates Handling (926)

## Enterprise Management & Support
- General Ledger (156)
- Accounts Payable (158)
- Cash Management Status Analysis and Cash Concentration (160)
- Cost of Sales Accounting (161)
- Asset Accounting (162)
- Asset Acquisition for Constructed Assets (164)
- Segment Reporting (166)
- General Cost Center Planning (175)
- Internal Order for Marketing and Other Overhead Planning (180)
- Overhead Cost Accounting - Actual (184)
- Internal Order for Marketing Expenses and Other Overhead Actual (186)
- Time Recording (211)
- SAP ERP Reports for Accounting (221)
- Period End Closing Activities (224)
- Operational Maintenance (929)
- Preventive Maintenance (930)
- Investment Management in Plant Maintenance (932)
- Parallel Accounting (leading HGB, +IFRS) (943)
Example of Preconfigured Scenario: Procurement of Batch-Managed Stock Materials

- **MRP** = Material Requirements Planning
- **RFQ** = Request for Quotation
- **GR/IR** = Goods Receipt/Invoice Receipt
- **PPV** = Purchase Price Variance

**Event**: MRP Generated Procurement Needs

**Quotations from Vendor**

**Approve Purchase Order**

**Yes**

<table>
<thead>
<tr>
<th>Event</th>
<th>Vendor</th>
<th>Purchasing Manager</th>
<th>Buyer</th>
<th>Warehouse Clerk</th>
<th>Accounts Payable</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Yes</strong></td>
<td>Purchase Order (PO)</td>
<td>No</td>
<td>Yes</td>
<td>Print Purchase Order</td>
<td></td>
</tr>
<tr>
<td><strong>No</strong></td>
<td>Receive Batch-managed Goods from Vendor</td>
<td></td>
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<tr>
<td><strong>Send Purchase Order (to Vendor)</strong></td>
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</tbody>
</table>

**Maintain Quotation(s)**

**Print Purchase Order**

**Yes**

**Send Purchase Order (to Vendor)**

**Print Purchase Order**

**No**

**Create RFQ**

**Maintain Quotation(s)**

**Stock GR/IR PPV**

**GR/IR PPV**

Small differences

Use tax payable Vendor

*Example of Preconfigured Scenario: Procurement of Batch-Managed Stock Materials*

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Example of Preconfigured Scenario:
Procurement of Batch-Managed Stock Materials

http://service.sap.com/bp-demo
(click the arrow next to 'United States' to expand the list)
### Comprehensive Tools for Easy, Accelerated SAP Best Practice for Chemicals Implementation

#### SAP Best Practices for Chemicals

**Implementation Support for SAP Best Practices**
- Preconfigured Settings
- Preconfigured Reports
- Preconfigured Print Forms
- Sample Master Data
- Scenarios & Business Process Documentation
- Configuration Documentation
- Configuration Guide
- Quick Guide for Installation
- Training Material & Demos

#### SAP Solution Manager

**Life-cycle Management for SAP Solutions**
- Integrated Content, Tools, Methodologies (including SAP Best Practices for Chemicals)
- Solution Maintenance
- Real-time System & Business Component Monitoring
- Incident Management

#### SAP Solution Builder

**Activation Support for SAP Best Practices**
- Graphical Scenario Selection
- Organizational Structure Composer
- Master Data Personalization
- Automated Installation
How SAP Best Practices reduces deployment time by 32%*

Implementation without SAP Best Practices

Project Prep ➔ Blueprint ➔ Realization ➔ Final Prep ➔ Go Live & Support

Implementation with SAP Best Practices

Project Prep ➔ Gap Analysis ➔ Realization ➔ Final Prep ➔ Go Live & Support

compared to:

32% savings

30% savings

50% savings

40% savings

20% savings

20% savings

Project timeline

* Average savings compared to classic ‘from scratch’ implementations, based on a 2007 survey of SAP partners and customers

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A Non-trivial Task - Organizational and IT Landscape Separation

SAP ‘System Landscape Optimization’ Group Service

A typical Carve-out after Divestiture

Separation of existing Sales organization
1. Mergers, Acquisitions and Divestitures in Chemicals
2. Challenges for the New Company
3. The Solution: SAP Best Practices for Chemicals
4. **Customer Experience and Successes**
5. Summary
Chemical Companies Build upon SAP Best Practices

Chemical companies currently evaluating or having implemented Best Practices for Chemicals

Chemical Divestiture Projects based on Best Practices for Chemicals

[Logos of various chemical companies]
Chemical Companies Build upon SAP Best Practices

Chemical companies currently evaluating or having implemented Best Practices for Chemicals.

Chemical Divestiture Projects based on Best Practices for Chemicals.
**AZ ELECTRONIC MATERIALS**

“SAP Best Practices allowed us to reduce our risk and cost and create a stand-alone company in a record period of time.”

Ken Greathbatch, Chief Financial Officer, AZ Electronic Materials srl

“We wanted to implement best practices across our group, regardless of the size of each business unit. With SAP Best Practices for Chemicals, we had the flexibility to do that.”

Ken Greathbatch, Chief Financial Officer, AZ Electronic Materials srl

“We achieved a 15% reduction in our inventory in year one, a savings of €12 million.”

Ken Greathbatch, Chief Financial Officer, AZ Electronic Materials srl
### Customer Experience: SAP Business All-in-One for Chemicals

<table>
<thead>
<tr>
<th>Situation</th>
<th>Implementation</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit was carved out of a larger specialty chemicals manufacturer and sold to a private equity firm</td>
<td>■ Project duration: 9 months, across 9 countries and 6 manufacturing plants</td>
<td>■ 15% inventory reduction in first year, savings of EUR 12 Million</td>
</tr>
<tr>
<td>One year to get off parent’s IT system</td>
<td>■ Solutions deployed: SAP ERP, SAP NetWeaver BI, SAP EH&amp;S, Recipe Management</td>
<td>■ Faster month-end close – 3 day versus 7 days</td>
</tr>
<tr>
<td>Parent company was on SAP</td>
<td>■ Template was available on day one - elimination of business blueprint</td>
<td>■ Faster financial consolidation process – half a day versus 8 days</td>
</tr>
<tr>
<td></td>
<td></td>
<td>■ Reduced IT cost – less than 2% of revenue</td>
</tr>
<tr>
<td>Revenue: EUR 400M, 800 Employees</td>
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</tbody>
</table>
Customer Experience: SAP Business All-in-One for Chemicals

FUTUREFUEL

Biofuels and Specialty Chemicals Firm Implements Project in Record Time with SAP® Best Practices

"There’s no way we could have designed and implemented our system in five months, and kept our ongoing IT costs so low, without SAP Best Practices."

Michael Thompson, Systems Manager, FutureFuel Chemical Company

Biofuel and Specialty Chemicals Firm Implements Project in Record Time with SAP® Best Practices

BioFuel Chemical Company was in a very unusual situation when a chemical industry group decided to use SAP. The company was looking for a software solution to help manage its chemical and specialty chemical operations. To put it simply, it was looking for a way to manage its operations in a way that would allow it to compete more effectively in the market.

FUTUREFUEL, a biofuels and specialty chemicals company, was chosen as the preferred software solution for this project. The company selected SAP Best Practices for its chemical industry expertise and the ability to customize the solution to meet the specific needs of the business.

The project was completed in just 5 months, and the company was able to achieve significant cost savings and improve its operations. The company was also able to improve its customer satisfaction and increase its market share.

BioFuel Chemical Company is now able to manage its operations more effectively and efficiently, and the company is now poised to compete more effectively in the market. The success of the project has also helped to improve the company’s reputation and attract new customers.

For more information on SAP Best Practices, please visit www.sap.com/bestpractices.

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## Customer Experience: SAP Business All-in-One for Chemicals

**FutureFuel Corp.**

<table>
<thead>
<tr>
<th>Revenue: USD 150M, 470 Employees</th>
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</table>

### Situation
- Unit was carved out of a large basic/specialty chemicals manufacturer
- 6 months to get off parent’s IT system
- Heavily customized parent IT system unsuitable for new company
- Parent company was on SAP
- Limited experience performing many key business functions

### Implementation
- Project duration: 5 months, 1 month ahead of schedule
- Solutions deployed: SAP ERP, SAP Railcar Management
- Close fit to business model provided by SAP Best Practices for Chemicals
- SAP was considered as fastest and least costly implementation

### Benefits
- Minimal staffing requirements associated with ongoing support
- Lower ongoing IT costs
- Empowerment of business users to learn key processes
- Positioning of company to grow without limiting enterprise resource planning functionality and scalability
Customer Experience: SAP Business All-in-One for Chemicals

CABB
Best Practices Jump-Starts New Chemical Company In Four Months, Reduces IT Costs by 20%

“We picked SAP Best Practices for Chemicals because, as a smaller, independent company, it was the best solution for a rapid implementation.”

Theo Geeroms, Chief Financial Officer, CABB GmbH

“We reduced IT costs by 20%, compared to our previous IT costs as a subsidiary.”

Theo Geeroms, Chief Financial Officer, CABB GmbH

“We SAP Best Practices for Chemicals and the ERP software gave us a strategic advantage. We have a proven system that can be implemented quickly when we develop business in other regions and open new offices and manufacturing plants.”

Theo Geeroms, Chief Financial Officer, CABB GmbH
## Customer Experience: SAP Business All-in-One for Chemicals

<table>
<thead>
<tr>
<th>CABB</th>
<th>Revenue: EUR 150M, 300 Employees</th>
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### Situation
- Unit was carved out of a large specialty chemicals manufacturer and sold to a private equity firm
- 12 month deadline for establishing new infrastructure
- Parent company was on SAP

### Implementation
- Project duration: fast 4 months rollout
- Solutions deployed: SAP ERP, Recipe Management
- Interface to 3rd party logistics provider

### Benefits
- 20% reduction in IT cost
- Streamlined operations – Order-to-Cash, Procure-to-Pay, production planning, QM, financial management, controlling, corporate reporting
- Reporting systems provides business transparency – sales, margins, orders, manufacturing etc.
Customer Experience: SAP Business All-in-One for Chemicals

EMERY OLEOCHEMICALS
COMPLETE ERP SOLUTION LEVERAGES SAP CHEMICAL INDUSTRY EXPERTISE

QUICK FACTS
- Company: Emery Oleochemicals
- Industry: Chemicals
- Products and services: Oleochemical products
- Revenue: €1.7 billion
- Employees: 1,000
- Website: www.emery-oleo.com
- Implementation partner: Accenture

Challenges and Opportunities
- Establishing independent company and business processes
- Ensuring high performance for the entire value chain
- Increasing productivity and efficiency

Objectives
- Implementing a complete enterprise resource planning (ERP) system in 6 months
- Automating business processes according to industry best practices
- Integrating with other SAP and third-party solutions
- Outsourcing routine functions such as hardware and software maintenance

SAP Solutions and Services
- SAP Best Practices for Chemicals packaged solution
- SAP Business All-in-One for Chemicals solution
- SAP ERP application

Implementation Highlights
- Leveraged 75% of SAP-built processes
- Completed internal implementation in 6 months
- Successfully outsourced business functions such as hardware and software maintenance

Why SAP
- Advanced package of industry-standard best practices for the chemical industry
- Comprehensive solution appropriate to Emery Oleochemicals
- Monopolization of liquid product
- First experience with SAP interfaces and process automation

Benefits
- Denmark and within budget implementation
- Simplified inventory control and reporting compared to former SAP solution
- Improved data transparency for greater insight into inventory movement
- IT focused on business processes and operational efficiency

Third-Party Integration
- Multiple systems including: Accounting, environmental health and safety compliance
- Foreign trade
- Optical scanning for incoming invoices

EMERY OLEOCHEMICALS
COMPLETE ERP SOLUTION LEVERAGES SAP CHEMICAL INDUSTRY EXPERTISE

“Because SAP Best Practices for Chemicals provides 75% of the functionality we need, we knew it would shorten our implementation time and lower our costs.”
Ralf Petersohn, Head of IT, Emery Oleochemicals Group

“With SAP and Accenture, we have been able to rapidly establish Emery Oleochemicals as a stand-alone company equipped with tools that provide full data transparency and control over our processes so that we can manage them strictly to our needs.”
Ralf Petersohn, Head of IT, Emery Oleochemicals Group

“SAP has helped us to streamline our operations. We have appreciated the fact that the predefined business processes allowed us not only to quickly implement industry-standard practices, but also to question and redefine...”
Andreas Meier, Vice President, Emery Oleochemicals Europe
# Customer Experience: SAP Business All-in-One for Chemicals

## Situation
- Unit was carved out of a large specialty chemicals manufacturer, then became a JV
- Needed to establish IT organization
- Need to establish an independent company, business processes, and systems
- Parent company was on SAP

## Implementation
- Project duration: 9 months
- Solutions deployed: SAP ERP
- Integrate with other SAP and 3rd party systems
- Best Practices for Chemicals provided 75% of needed functionality
- Outsourced hardware and software maintenance

## Benefits
- On-time and within-budget implementation
- Simplified inventory control and reporting compared to former SAP solution
- More data transparency for greater insight into inventory movement
- IT focus on business processes and operational efficiency
**Customer Experience: SAP Business All-in-One for Chemicals**

**Quickshots**
- **Company**: WeyChem Frankfurt GmbH
- **Industry**: Chemicals
- **Products and Services**: SAP solutions for chemicals, pharmaceuticals, and industrial markets
- **Revenue**: €178 million
- **Employees**: 550
- **Website**: www.weychem.com
- **Implementation Partners**: Accenture (Munich, Germany), TecData (Hamburg, Germany), DHH International GmbH & Co. KG (Hanover, Germany)

**Challenges and Opportunities**
- Rapidly scalable IT solution for newly independent company
- Support sustainability as an environmental criterion

**Objectives**
- Implement comprehensive, industry-specific chemical solutions in three stages
- SAP Business One for WeyChem
- SAP Best Practices for Chemicals
- SAP Environment, Health, and Safety Management application

**Improvement Highlights**
- On-time implementation
- Within budget
- Good cooperation between partners

**Why SAP**
- The company’s satisfaction with SAP software and how it was part of a larger corporate strategy
- Reliable functionality, matching business expectations
- SAP’s experience and support for local production and other chemical safety

**Benefits**
- Reduced IT costs by 15% or more
- Lowered IT costs to below 1% of total corporate expenditure
- Reduced costs and increased compliance assurance via integrated processes related to product safety and regulatory requirements
- Improved management of working capital
- Enhanced decision-making and more effective analytical tools

**MIDSIZE CHEMICALS FIRM DEPLOYS SAP® INDUSTRY SOLUTION IN SIX MONTHS**

"The SAP applications work together like clockwork."

Dr. Thomas Büttner, Managing Director, WeyChem Frankfurt GmbH

"SAP Best Practices for Chemicals saved us time that we otherwise would have spent thinking through how to configure each process."

Dr. Thomas Büttner, Managing Director, WeyChem Frankfurt GmbH

"SAP Best Practices for Chemicals saved us time that we otherwise would have spent thinking through how to configure each process."

Dr. Thomas Büttner, Managing Director, WeyChem Frankfurt GmbH

"We significantly lowered our IT costs. Even early on, during this transformation period, we saved 18% or more. Our current IT costs are less than 1% of total corporate expenditure."

Dr. Thomas Büttner, Managing Director, WeyChem Frankfurt GmbH
## Customer Experience: SAP Business All-in-One for Chemicals

<table>
<thead>
<tr>
<th>Situation</th>
<th>Revenue: EUR 175M, 500 Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit was carved out of a large specialty chemicals manufacturer</td>
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</tr>
<tr>
<td>Main objective was to switch over from the parent system as quickly as possible, with the least interruption, on a tight budget</td>
<td></td>
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<tr>
<td>Parent company was on SAP</td>
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</table>

<table>
<thead>
<tr>
<th>Implementation</th>
<th></th>
</tr>
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<tbody>
<tr>
<td>Project duration: 6 months</td>
<td></td>
</tr>
<tr>
<td>Solutions deployed: SAP ERP, SAP EHS Management</td>
<td></td>
</tr>
<tr>
<td>On-time, within-budget implementation</td>
<td></td>
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<tr>
<td>SAP Best Practices for Chemicals was the key to the rapid implementation</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Benefits</th>
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</thead>
<tbody>
<tr>
<td>15% IT Cost reduction</td>
<td></td>
</tr>
<tr>
<td>Lowered IT cost below 1% of total corporate expenditure</td>
<td></td>
</tr>
<tr>
<td>Increased compliance assurance through integrated processes</td>
<td></td>
</tr>
<tr>
<td>Enhanced decision making via more effective analytical tools</td>
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</tbody>
</table>
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2. Challenges for the New Company
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5. Summary
Prerequisite

- Software required for your solution in your system landscape (SAP ERP 6.0) already installed

**SAP Best Practices offerings contain two components**

- **Documentation DVD** with business documentation, technical documentation, documentation templates, and conversion forms
- **System add-on DVD** contains all elements necessary (eCATT procedures, Business Configuration sets, programs, transactions, project IMG, and test catalog) for the installation process

To prepare for the installation of SAP Best Practices, import the SAP Best Practices add-on into your system
Implementable Best Practices Speed Chemical Industry SAP ERP Deployments

Chemical companies operate in a complex and demanding environment. They must deal with multiple regulatory agencies, complicated supply networks, and sophisticated trading relationships, while competing with large multinationals as well as nimble niche players. In a difficult economy, chemical producers are at the mercy of large oil and gas companies who have the market power to set prices on feedstocks. Energy costs are increasing. And big retailers and consumer products companies are pushing harder than ever to lower prices. The chemicals industry is caught in the middle, and is being squeezed on both ends. Chemical companies need cost-effective systems to help them meet these challenges.

SAP has a long history of serving the chemical industry. SAP’s first customer was a chemical company (ICI), and today they have over 2,100 chemical customers around the globe. Tapping this experience as well as the chemical industry community, SAP has updated and expanded their chemical industry business process templates. Known as SAP Best Practices for Chemicals, this collection of business scenarios provides a quick and flexible means to help generate the SAP ERP system configuration and rapidly implement the system. This release more than doubles the number of available process scenarios - with 84 scenarios compared to 32 in the last version - and chemical companies can create their own scope of implementation by selecting only the desired scenarios.

In addition to rapid implementation and the associated cost savings when using solution templates, chemical companies also benefit because both implementation project risk and ongoing maintenance costs are reduced by leveraging proven best practices.
Manufacturers can get a fast start with their SAP implementation using predefined business scenarios. “Live in Five” (months) is not just a slogan, and “Best Practices” are real, proven, industry-specific business processes, supported by trained implementation partners.
Appendix
# SAP Best Practices for Chemicals

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**Building Block Library:**

The **Building Block Library** provides access to all the SAP Best Practices building blocks based on SAP ERP 6.0 enhancement package 3.

**Note:**

* Software Requirements:
  - To display some content files you need:
    - Microsoft Office 97/2000/XP
    - Adobe Acrobat Reader
    - Microsoft Internet Explorer 5.0 or higher

**Additional Information**

- SAP Best Practices
- Getting Started
- Help on Help
- SAP Glossary
- How to Get a Best Practices Documentation DVD: Availability

**Customers & Partners**

- Release Notes
- Installation & Upgrade Guide
- SAP Notes
- SAP SMB Portal
- SAP Service Marketplace

**SAP Education**

- SAP Education

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Go to: Download -> SAP Installations & Upgrades -> Entry by Application Group -> SAP Best Practices -> SAP BP for Chemicals

SAP BP FOR CHEMICALS

INFO PAGE

- SAP Best Practices packages are currently available in different country versions. For an overview of all available packages and versions see the SAP Best Practices availability matrix at [http://service.sap.com/bestpractices](http://service.sap.com/bestpractices) (select the section 'Release Planning').

- Name, release and version information: The SAP Best Practices packages are named and versioned according to the following logic: "SAP Best Practices for [area] - [version number] - [release]."

  - [area] refers to the industry/baseline or cross-industry the SAP Best Practices is intended for.
  - [version number] refers to the release number of the main technical component covered by the specific SAP Best Practices version. Example: The main system component of "SAP Best Practices for Customer Relationship Management - V1.50" is SAP CRM Rel. 5.0.

  - [version number] refers to the version of SAP Best Practices. Example: "SAP Best Practices for CRM - V2.50". In this case V2 indicates that it is the second release of "SAP Best Practices for CRM" that is based on the main component SAP CRM Rel. 4.0. The next version then will accordingly be named "SAP Best Practices for CRM - V3.50", and so on. When SAP Best Practices is based on a new release of the main component, the SAP Best Practices numbering again starts with "V1", e.g. "SAP Best Practices for CRM - V1.50" (the first SAP Best Practices for CRM version that is based on SAP CRM 5.0).

- Please note: It might be possible that two different release versions of the same SAP Best Practices package are available at the same time, e.g. "SAP Best Practices Baseline Package - V1.600" and "SAP Best Practices Baseline Package - V2.600". This is due to the fact that these packages contain different country versions, e.g. the "SAP Best Practices Baseline Package - V1.600" contains the first version of the SAP Best Practices package.
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Start-Up
When you insert this disk, it starts automatically. If your auto-run setting is turned off, double-click <filename>setup.exe</filename> in the main directory of the disk.

Minimum REQUIREMENTS
- Pentium III processor or better
- 128MB RAM
- Graphic: 64MB 32-bit color
- Microsoft Windows 2000, XP, Vista
- Microsoft Internet Explorer 6 or higher
- Adobe Acrobat Reader 6 or above
- MS Windows-compatible sound system
- Microsoft Office package
- Windows Media Player

Recommended
- Internal, supported
- Adobe Shockwave Player

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