

Infor Chemical Essentials



➔ More than 1,000 manufacturers in the cyclical chemical industry achieve sustainable, profitable growth by using Infor Chemical Essentials to respond with greater speed and precision to changing market conditions.

Be enterprising.

Manufacturers in the cyclical chemical industry face the burdens of limited pricing power, rising input costs, and mounting compliance mandates by region. But the tough challenges don't stop there. They also struggle with low asset turnover, restricted production flexibility, and plummeting product innovation. To successfully navigate unpredictable market conditions—and achieve sustainable competitive differentiation—chemical companies must be equipped to effectively meet variable demand, and better leverage their core competencies and partnerships.

Enterprising chemical manufacturing companies know the importance of employing end-to-end business processes and capitalizing on extended ERP functions. They require a configurable, chemical-specific solution that will allow them to execute predictable product strategies by shaving the cost of quality, service, and compliance.



Leverage experience.

With a 20-year track record of successfully supporting the needs of chemical manufacturers, Infor™ understands the problems they confront. This industry experience is built into our Infor Chemical Essentials solution to give these companies the tools they need to win in the marketplace. Capitalizing on our configurable, best-in-class applications, configurable processes, and actionable information, companies like yours can achieve greater profitability and sustainable growth while minimizing manufacturing costs. And these costs can represent 80 percent of a bulk chemical manufacturer's total supply chain expenses and average more than 40 percent of revenue.

Using Chemical Essentials, you gain a solid foundation—one that can help improve your ability to effectively and profitably satisfy unpredictable demand, while executing predictable product supply strategies. With Infor Chemical Essentials, you can:

- Extend your core competencies
- Reduce your total cost of quality
- Cut your total cost to provide service
- Meet your customer service and sustainability goals
- Lower your total cost of compliance

Get business specific.

A core part of Infor's concept-to-customer process manufacturing offering, Chemical Essentials can empower you to compete effectively—and boost your bottom line. How? By showing you better ways to cut your costs, while responding more efficiently to variable demand and executing more predictable product supply strategies. To help you meet your goals for success, Chemical Essentials delivers:

Order-to-cash processes

Today's customers demand responsive service. They want customized products, lead times as short as a few hours, and low prices. Infor ERP *Adage* has order-to-cash capabilities aimed at helping you meet service level agreements (SLAs) and minimize service costs, which improves product and customer profitability and cash flow. With order to cash, you can manage diverse customer and product hierarchies. This is crucial for accurate pricing—and for eliminating errors to achieve higher perfect order rates. In the process, you'll increase your ability to tackle complexities like products in multiple package options, customer-specific product specifications, multiple UOM with pricing-based variable UOM, and regulatory restrictions by product and plant, and customer by market. By boosting perfect order rates, you can ship the right product, at the right price, at the right time, reducing your cash-to-cash cycle by up to 60 percent. What's more, integrated actual cost elements at the lot/sublot level enable profit-based allocations, so you can optimize the profitability of every shipment.

Plan-to-produce processes

From planning at the bulk and product levels to turning initial raw material receipts into products, you'll gain chemical-specific modeling of packaging, bulk products, processes and alternate processes, tanks, and more with integrated quality specification matching capabilities. The solution also captures actual and standard costing that provides more accurate profit visibility by lot, while benchmarking operational efficiencies. Bulk production with integrated packaging supports deferment strategies, enabling you to improve agility, react to short-term demand fluctuations, and improve fill rates.

Pack types and single order production/pack eliminate the need for extraneous package BOM maintenance, while packaging production orders ensures simplicity, fewer




errors, and production process efficiency. Also, by integrating packaging and production, you'll increase agility and fill rates, improve capacity utilization, and cut the total cost of quality, while minimizing stock outages. If your directive is Lean, integrated quality and specification matching will enhance your quality and consistency, as well as reduce waste and lead time, while you focus on meeting customer demands.

Procure-to-pay processes

By leveraging Infor's compliance processes, you're better equipped to meet financial compliance mandates and reduce your indirect and procurement sourcing costs. You can also increase collaboration and implement supplier-enablement processes by benchmarking supplier quality and performance. This insight sharpens your focus on supplier-enablement activities that result in lower costs, better quality, and shorter lead times. What's more, in an environment of rising input costs, attribute-based lot selection and actual costing can minimize material usage and provide a more accurate profit picture. You'll also benefit from commodity-based pricing and true customer and product profitability.

Design-to-deploy and sample management processes

Processes to develop and release standard products, formulate-to-order products, or ingredients can significantly improve sustainability, product success rates, and competitiveness. With Infor Chemical Essentials you can implement processes that mirror your business. Using gated processes and portfolio management, you'll be able to allocate resources and focus activities on more profitable products. Plus, you can integrate partners to improve innovation, reduce costs, and enhance quality. Beyond that, by integrating costs, specification targets, and compliance constraints feedback, you'll eliminate non-value-added iterations and minimize time to market. Companies using sample management to develop customized products enjoy support for sample activities like initial specification, impact and risk analysis, quoting, development certification and generation of regulatory documents, sample approval, customer line approval, and release activities.

 Using Infor Chemical Essentials, you gain a solid foundation that can help improve your ability to effectively and profitably satisfy unpredictable demand, while executing predictable product supply strategies.

Integrated sales and operational planning

To help our customers strengthen agility and asset performance, Infor provides integrated best-in-class demand planning and scheduling capabilities that leverage core process attributes, specifications, and costs. Starting with statistical forecasting, many companies can now identify seasonality and slow-moving products. Armed with this information, they can implement profit improvement strategies, boosting inventory accuracy and fill rates. With multiple channels, product proliferation, and changing customer infrastructures, traditional MRP or spreadsheet-type forecasting cannot meet the demands of today's environment. If you have multiple sites using toll operations, Infor SCM Advanced Planner offers multi-site planning and can help lower total supply costs for energy, transportation, materials, and production.

When your customers deliver mandates limiting the number of lots in a shipment, recipe optimization can help you optimize inventory to increase profitably while meeting those demands. For most companies, advanced scheduling boosts capacity utilization by 10-40% and improves plant profitability. To produce a feasible plan with high profitability, or when reacting to unplanned issues, you can optimize your current material and capacity usage to meet current demands. The key to achieving these goals lies in this solution's tank support, and sequencing across processes and into packaging.

See results now.

By looking to Chemical Essentials to reduce their manufacturing costs, as well as their total cost of quality, cost to provide service, and total cost of compliance, companies in the cyclical chemical industry can compete more effectively and profitably. What's more, they enjoy stronger, more sustainable growth. They also strengthen their ability not only to meet highly variable demand, but also to execute predictable product supply strategies. Since Infor solutions implement quickly, these organizations see impressive returns on their software investment sooner—just another reason Infor is the ideal partner for today's enterprising chemical manufacturers.

Using this proven solution, your company can earn rapid returns by:

- Transitioning to products with higher profits and marketability
- Increasing perfect order rates
- Improving the management of diverse customer and product hierarchies
- Enhancing agility
- Maximizing capacity utilization
- Reducing stock outages
- Meeting compliance mandates more efficiently

About Infor.

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.

Cimatic de México S.A. de C.V.
Río Tíber 66 Piso 7
Col. Cuauhtémoc
México DF
Tel. (55) 1500 0780
info@cimatic.com.mx
www.cimatic.com.mx

