

SAP Intelligent Spend Management Chemical Industry



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Spend – Strategic Customers



Business Objectives and Strategies



ASSURANCE OF
SUPPLY



COMPLIANT EXT
WORKFORCE



CULTURE OF
SIMPLIFICATION



ASSET UPTIME



COST
PRESSURES



AUTOMATION



SUPPLIER
COLLABORATION

Better manage direct & planned materials, inventoried parts, indirect, services and external labor

EXPERIENCE IN CHEMICAL INDUSTRY

CHEMICAL CUSTOMERS

SAP ARIBA 100+ CHEMICAL CUSTOMERS



CHEMICAL SUPPLIERS

SAP ARIBA 100,000+ SUPPORTING CHEMICALS



Chemicals CPO Think Tank



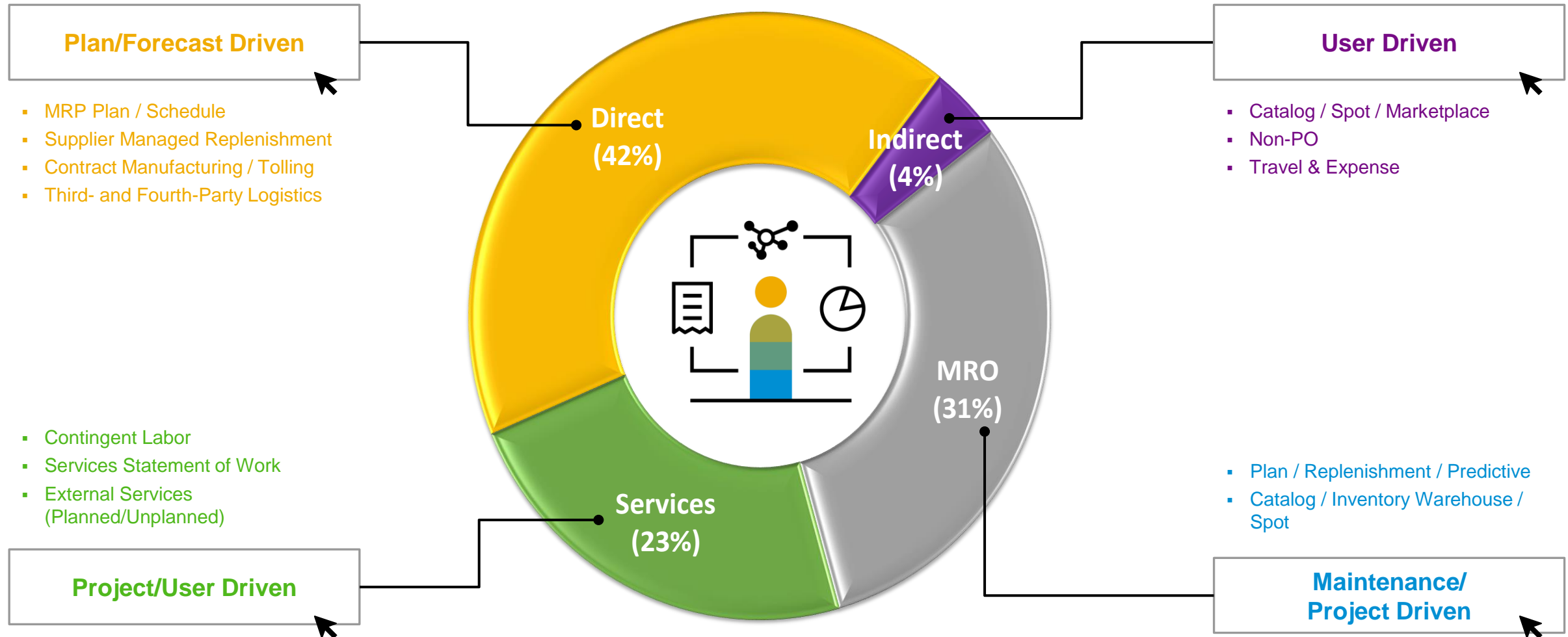
Experience = Industry Specific Innovations

- Automated COA signature & storage per CFR Part 11
- MSDS Attached to ASN
- Paris Agreement - Carbon Footprint Targets
- Assignment Management
- Focus on Direct Spend
- Business Network
- Post Deployment Services for Success
- Global Local Support



All Spend, All Buying Channels

Broader than just Indirect



SAP Intelligent Spend Management Platform



PURCHASING



SUPPLY CHAIN



FINANCE

PERSONA-BASED EXPERIENCE



Persona-based
Landing Page



Guided
Experience



Actionable
Insights



One Central
Inbox



Conversational
AI



Mobile

SOURCE

PLAN

PROCURE

PAY

Supplier
Management



Spend
Visibility



Collaborative
Sourcing



Contract
Management



Forecast and
Scheduling



Inventory
Collaboration



Procurement



Order
Execution



Invoice and
Exception
Management



Dynamic
Discounting



SAP BUSINESS NETWORK



Supplier
Portal



B2B
Connectivity



Commerce
Automation



Trading Partner
Directory



Supplier
Catalogs



Spot Buy
Marketplace



EXPERIENCE



SUPPLIERS



SERVICE
PROVIDERS

What SAP Intelligent Spend Management Can Offer

SOURCING

1-7%

IN AVERAGE UNIT
PRICE REDUCTION

PURCHASING

\$22M

REDUCTION IN CONTRACT
LEAKAGE

PROCESS EFFICIENCY

40%

INCREASE IN PO
PROCESS EFFICIENCY

AUTOMATION

\$9M

DIGITIZED INVOICES
AND SELF SERVICE

Inventory Reduction

12%

in inventory
reduction

Assurance of Supply

8-23%

Lower Revenue Loss
due to Stock Outs

Improved Asset Uptime

3-5%

improvement in
return on assets

Worker Quality

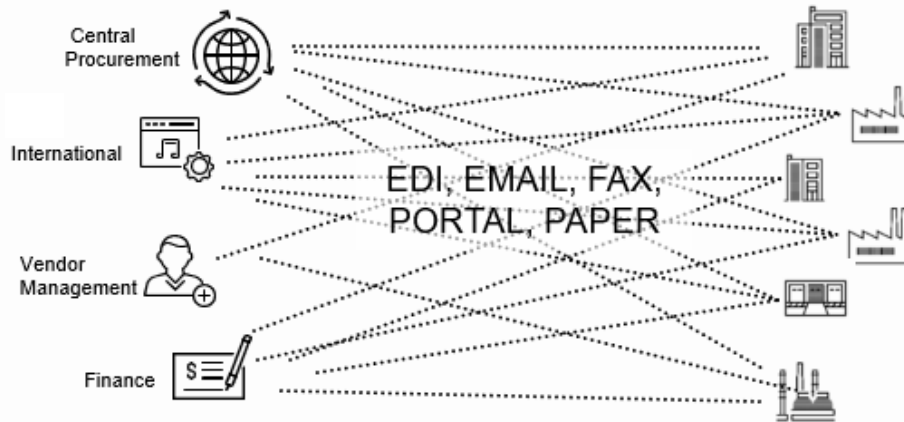
30%

Improvement in cycle time for
onboarding and offboarding
external workers

Improve Supplier Collaboration

SAP Business Network

POINT TO POINT. NO SYNERGY.



Complicated and Difficult.

ONE INTELLIGENT BI-DIRECTIONAL CHANNEL



Simple and Seamless.

TRANSACTION MATCH

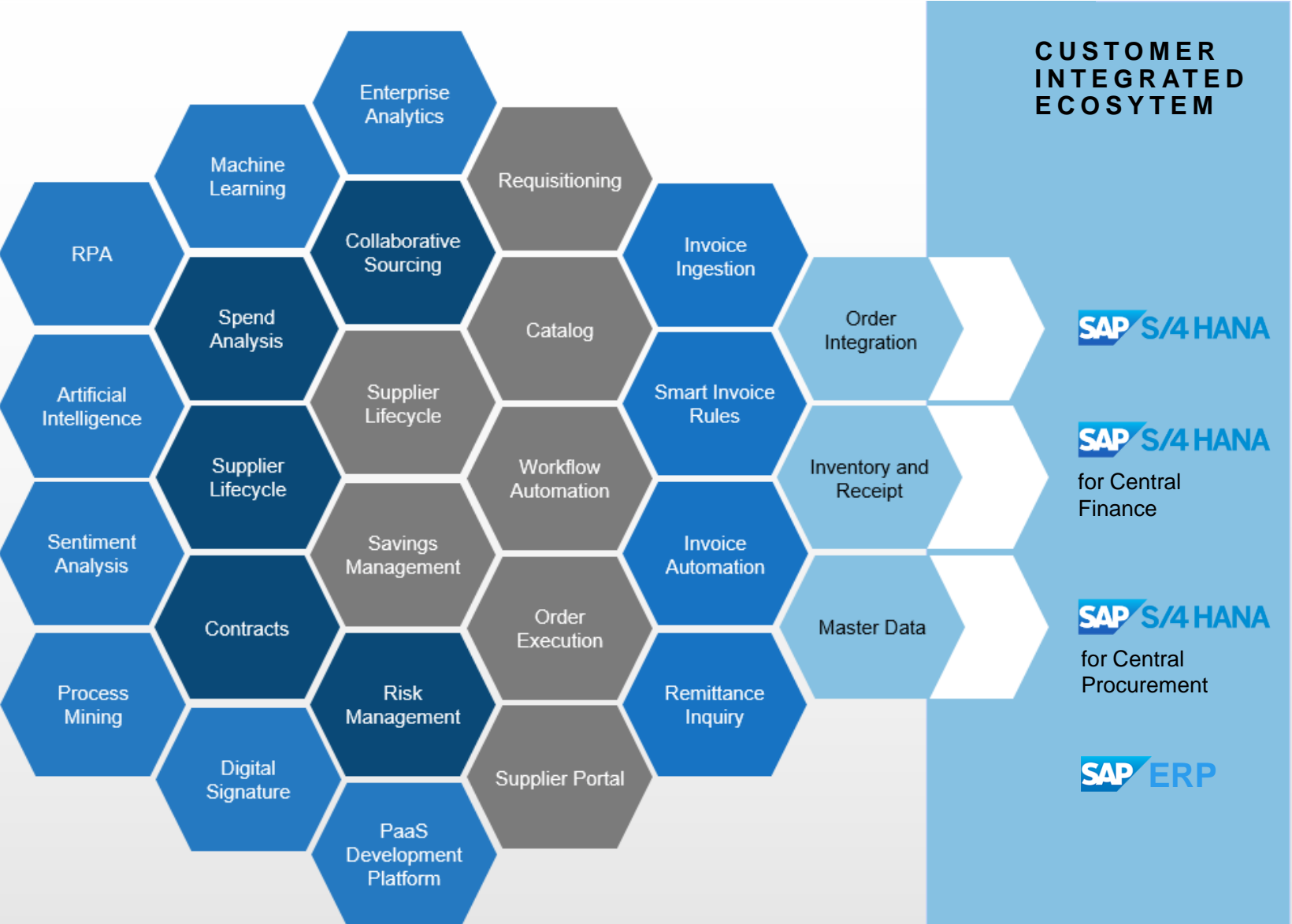
60+
FOR CHEMICALS

TOUCHLESS INVOICING

98%

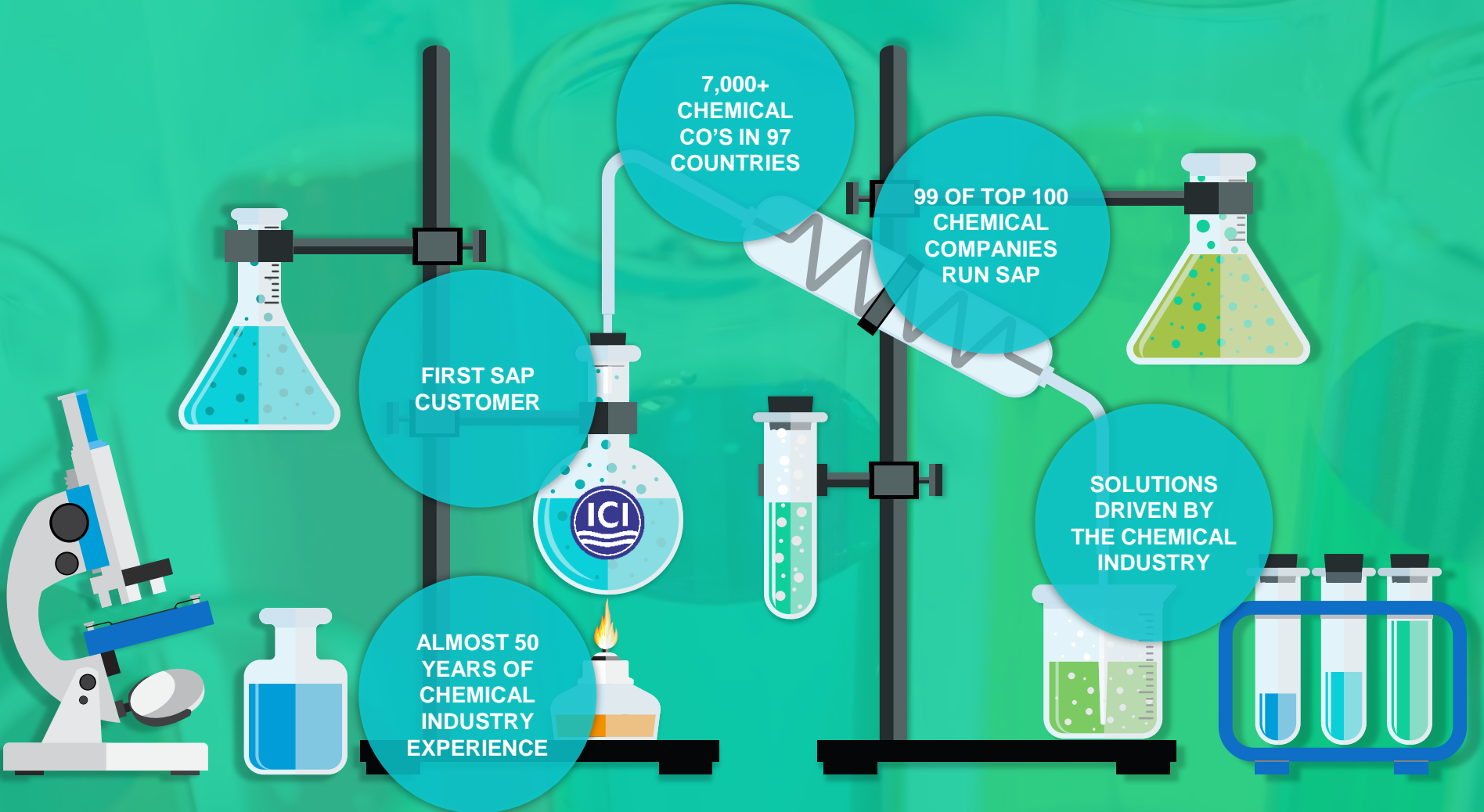
Milliken

Connected & Integrated



- Connect the Source-to-Pay process tightly with the SAP S/4HANA and ERP foundation
- Integrated Business Processes that are delivered and supported by SAP
- Real-time inventory visibility & replenishment process
- Real-time financial accounting & budget validations to support capital procurement process
- Aligned master data models, common User Experience, one workflow inbox, consistent user identities & governance

EXPERIENCE MATTERS





2300 Suppliers on Network
2% Savings self-funds digital transformation



\$77M savings achieved against \$75M target in 1st Year!



15% Sourcing Savings that led to 3% increase in profitability!!



Ariba makes up for **30% of MSC total ePro sales** and has seen a CAGR of 22% over the past four years!

Appendix

Chemical Industry





Paperless factory!

Eliminated manually entry of PO's and input of Invoices



Nouryon

Your partner in essential chemistry

\$1.8M Sourcing Savings through Auctions



Lyreco manages **80% of transactions electronically**