

**Top 3 Chemical Company
Key Facts:**

Fortune 50 Company:
- USD 60 Billion Turnover
- 60 000 Employees

Assets:
USD 70 Billion at 200 sites making:
Coatings, Agricultural Products,
Performance & Electronics Materials
& Plastics, Feed stocks and Oils.

Refresh Materials Current Scope:
2.5 Million SKU's Globally

Refresh License:
Global license including
Refresh Desktop for all standards
Refresh Server for material create/
requisition create / voucher request
create / change governance workflow

Live with Refresh since:
2012

ERP Systems:
ERP Systems & Procurement Teams
split geographically and by Business
Unit. Includes a global SAP R/2 to
ECC6 upgrade & various other tools

Level of In-House ERP Knowledge:
Outstanding ERP experience

Level of Purchasing Knowledge:
High. Sourcing Innovators. Looking to
increase the level of in-house
standardization at all sites.

Current Status:
Live with Refresh since 2012, all
Raw, Semi-Finished and Finished
Products already tagged to required
standards. Project ongoing.

Refresh Languages installed:
English, French, Spanish,
Portuguese, Swedish, Finnish,
German & Others

Combined Standards in Refresh:
UNSPSC Segment
UNSPSC Family
UNSPSC Class
UNSPSC Commodity
ISO 8000 Noun Qualifiers
HTS – Harmonized Tariff Codes
INTRASTAT
Older UNSPSC versions for full tax
compliance / SABRIX reporting
NCM - Mercosur Common
Nomenclature
In-house industry-specific codes



Refresh™ Data Standardization Software Project Case Study: Auto Data Standards for Global Top 3 Chemical Co.



Business Challenge:

The world's largest companies tend to have an enormous amount of items that they purchase globally in multiple languages and systems. There is often a significant hidden saving to be unlocked through prudent and targeted standardization efforts on these items, but it's not without significant effort. In the past it didn't make much sense to do it since, without algorithmic automation it ends up being an impractical task to do quickly and well. With Refresh software automation it remains a formidable task but stubborn savings that were previously impractical are now firmly within reach.

This particular customer is a household-name Fortune 50 Chemical multinational with many materials – around 4 million SKU's in their ERP systems spread around 200 sites in 35 countries worldwide. As part of a global efficiency drive, about USD 500 Million in EBITDA savings had been targeted, with a similar amount in CAPEX reduction promised over the next few years. After demonstrating potential for tangible savings on a successful test set of 10 000 global Raw, Semi Finished and Finished SKU's as well as two Refresh demonstrations on global MRO samples, the global HQ in the USA signed up for a full global enterprise license of both Refresh Desktop and Refresh Server.

Some factors key in the selection of Refresh™ included:

- + Success in testing match rates on own in-house data
- + Low software integration / implementation effort
- + Ease of use allowing the right people to do the job quickly
- + Deep Global International Standards experience & content
- + Fresh's agility in customer customization of software
- + 50 000 strong noun-modifier dictionary - multilingual
- + Pre-Built chemical dictionaries ready to use on day 1
- + Coverage of diverse spend categories including special experience with other large specialty chemicals customers
- + Raw, Semi and Finished products tagged to UNSPSC within a few weeks
- + Good references from larger customers and references from US based global companies in their own Industry
- + Practical experience in South America including customers working with NCM (Mercosur) codes / Nota Fiscal Processes

"I wish this kind of functionality came out of the box in an ERP system!"

Director of Purchasing for Europe & Africa

The Solution:

The combined project team kick-off workshop for Refresh Desktop and Refresh Server was held at the global HQ soon after purchase. The initial scope (after all the Raw, Semi-Finished and finished SAP material masters had been done) included roughly 300 000 other SKU's in multiple languages. The original Refresh dictionary already included an increased number of Oxford chemical noun-modifiers especially from the chemical and agricultural families; leveraging existing customers in these industries, but the global in-house purchasing team did a fantastic job to include global brand names and other localizations into the shared Refresh custom dictionary. The team also deployed Refresh Desktop in a unique and innovative local way, not just using the intranet but also SharePoint and other standard Microsoft technologies. The localizations in the custom dictionary made a suitable foundation for the standardization of so many line items, whether in Desktop in bulk, or one-by-one in live PO's and voucher requests:

Create Purchase Requisition

Short and long descriptions

Basic data long text Inspection text Purchase order text

Language: EN Description: * ELEC MOTOR 30W 6.3A 460V 1720RPM
Standardize New description: MOTOR:AC 30W 6.3A 460V 1720RPM

X	18972	MOTOR:ALTERNATING CURRENT
	18970	MOTOR:CONTROL
	18973	MOTOR:DIRECT CURRENT

Basic data

Base unit of measure: * EA Suggested vendor: MOTORS & SUPPLIES
Material group: * 011065

Standards

eOTD class:	18972	MOTOR:ALTERNATING CURRENT
UNSPSC code:	26.10.11.00	Electric alternating current AC motors
HS code:	85011093	AC motors of an output <= 37,5 W (excl. ...

Row 11 of 47

No match Select

Refresh automates Requisitions ME21N & Voucher Requests VR01

Key Business Benefits:

The project continues, but the company has been using the Refresh software mainly to cleanse and tag materials across the enterprise post go-live. For the Operations teams the main benefit is simple: **finding and tagging their materials easily, highlighting common purchasing trends** globally, and giving procure-to-pay a solid data foundation for continuous improvement.