

## USA Sugar Co. Key Facts

### Assets:

- 180 000 acres of farmed land
- 12-story, 300,000-square-ft refinery
- 2000 Employees
- Own 156-mile railroad, 1000 railcars

### Annual Production, Sugar:

Approx. 700 000 tons

### Annual Production, Orange Juice:

Approx. 100 Million Gallons of OJ

### ERP Systems:

Centralized Procurement Team  
Using SAP ECC6  
Various Reporting Tools

### Level of In-House ERP Knowledge:

Excellent SAP experience

### Level of Purchasing Knowledge:

High. Sourcing Innovators. Looking to increase the level of spend coverage to include all indirects in detail.

### Refresh License:

Refresh Desktop & Refresh Server

### Current Status:

Tagged all SAP purchase order lines to UNSPSC as part of the medium term purchasing strategy

### Refresh Languages installed:

American English

### Combined Standards in Refresh:

UNSPSC Segment  
UNSPSC Family  
UNSPSC Class  
UNSPSC Commodity  
ISO 8000 Noun Qualifiers for all Items and Services category-wide  
HTS – Harmonized Tariff Codes  
Sugar Industry specific codes



# Refresh™ Data Standardization Software Project Case Study: Automatic Standards for the Largest Sugar Co. in USA



### The Solution:

Refresh Desktop was deployed within one week of purchase so the standardization of the purchase lines could commence in record time. The original Refresh dictionary already included an increased number of noun-modifiers especially from the agricultural, services and chemical families, given that Fresh International already had many agribusiness customers. The total number of individual noun-modifiers in the dictionary exceeded 27000.

The purchasing team and especially the lead purchasing analyst was quick to pick up the Refresh tools and actually start the full cleanse during the kick-off workshop itself.

### Business Challenge:

For one of the world's leading producers of sugar, a key challenge is always how to manage and optimize spend on an increasing amount of materials from such a large supplier base. Especially since their sugar plant is the largest, most technologically advanced, fully integrated cane sugar manufacturing facility in the world which means excellent production figures, but quite a diverse range of items of supply being bought daily through many purchasers.

In terms of in-house software tools, the organization had been running SAP for many years as well as some best-of-breed reporting tools. However, the current tools were not the main problem – the underlying raw data was the real issue. It was extremely tough to get users to provide trustworthy spend classes / material groups across an extremely varied range of commodities - from stationery and services all the way through to specific bagasse-fired boiler spare parts.

The main problem remained: **how best to automatically tag all materials and purchase line items to UNSPSC?**

A second, more labor intensive issue was also important to solve: **how to get standard Noun:Modifier material descriptions – reducing duplicates & off-contract spend?**

After investigating the market for a specialist tool and including in-depth and live demonstrations of own-material cleanse rates & SAP integration tests, Refresh™ Desktop and Server software was both selected to be rolled out across the entire supply chain material base.

Some factors key in the selection of Refresh™ included:

- + Low software license cost and low implementation effort
- + Ease of use allowing the right person to do the job quickly
- + Deep Global International Standards experience & content
- + Pre-Built dictionaries ready to use on day 1
- + No need to touch the SAP system / any SAP resource
- + Fresh's agility in customer customization of software
- + Coverage of diverse spend categories including special experience with other large agribusiness customers

Refresh - USS\_1000 - English

Project: Cleansing De-duplication Settings Help

Edit results

| Material | Filter | Configure columns                | Clean | Material no | Old description                  | Vendor | Certainty | Material group | UNSPSC #    | New d     |
|----------|--------|----------------------------------|-------|-------------|----------------------------------|--------|-----------|----------------|-------------|-----------|
| 20004050 |        | SWITCH, STARTER...               |       | 20004050    | SWITCH, STARTER...               |        |           | MODA ECU       | 39.12.15.71 | STARTE... |
| 20001351 |        | SWITCH, TOGGLE, 120V 15A, 3...   |       | 20001351    | SWITCH, TOGGLE, 120V 15A, 3...   |        |           | ELECTRIC       | 39.12.15.07 | SWITC...  |
| 20001812 |        | SWITCH, TOGGLE, 120V 15A, 0...   |       | 20001812    | SWITCH, TOGGLE, 120V 15A, 0...   |        |           | ELECTRIC       | 39.12.15.07 | SWITC...  |
| 20004136 |        | TAPE, DUCT, 2" X 60 YD, SILVE... |       | 20004136    | TAPE, DUCT, 2" X 60 YD, SILVE... |        |           | IND SUPPLY     | 31.20.15.01 | TAPE-D... |
| 20004059 |        | TAPE, ELECTRICAL, 1/2", VINYL... |       | 20004059    | TAPE, ELECTRICAL, 1/2", VINYL... |        |           | ELECTRIC       | 31.20.15.02 | TAPE-D... |
| 20004058 |        | TAPE, ELECTRICAL, 1/2", VINYL... |       | 20004058    | TAPE, ELECTRICAL, 1/2", VINYL... |        |           | ELECTRIC       | 31.20.15.02 | TAPE-D... |
| 20004050 |        | TAPE, ELECTRICAL, 1" X 30' R...  |       | 20004050    | TAPE, ELECTRICAL, 1" X 30' R...  |        |           | ELECTRIC       | 31.20.15.02 | TAPE-D... |

Possible Dictionary matches: 116

| eO... | Title                   | Score | Type        | UNSPSC #            | UNSPSC Title              | Description            |
|-------|-------------------------|-------|-------------|---------------------|---------------------------|------------------------|
| 16542 | SWITCH-ELECTRONIC       | 6 N   | 39.12.15.00 | Switches and con... | An electronic device w... | provides for the trans |
| 18554 | SWITCH-ENCLOSED         | 6 N   | 39.12.15.01 | Safety switches     | electrical signal inpu    | component to another,  |
| 6302  | SWITCH-ENGINE START...  | 6 N   | 39.12.15.00 | Switches and con... | two or more components    | also provide a continu |
| 6300  | SWITCH-ENGINE TEMPE...  | 6 N   | 39.12.15.00 | Switches and con... |                           |                        |
| 94146 | SWITCH-FIBER DISTRIB... | 6 N   | 43.22.26.12 | Network switches    |                           |                        |
| 18752 | SWITCH-FIBER OPTIC      | 6 N   | 39.12.15.00 | Switches and con... |                           |                        |
| 18555 | SWITCH-FIBER            | 6 N   | 39.12.15.00 | Switches and con... |                           |                        |

Refresh Desktop identified many items automatically at 1<sup>st</sup> pass

This purchasing automation is now also being embedded in the procure to pay transactions themselves within the purchasing process and inside the ERP system.

Short and long descriptions

| Short description | Additional languages                | Basic data long text | Inspection text | Purchase order text | Short descriptions in additional languages |
|-------------------|-------------------------------------|----------------------|-----------------|---------------------|--------------------------------------------|
| Language: EN      | Description: SUGAR ANALYSIS MACHINE | Standardize          |                 |                     | Language: Description                      |
|                   | New description: ANALYZER SUGAR     |                      |                 |                     | FR ANALYSEUR SUCRE                         |
|                   |                                     |                      |                 |                     | DE ANALYSATOR SUCER                        |
|                   |                                     |                      |                 |                     | ES ANALIZADOR DE AZÚCAR                    |

Basic data / MRP data / Purchasing data / Plant data / Accounting data / Additional data / Standards / Classification / Approvals

| Standards   | UNSPSC code                                 | UNSPSC Title |
|-------------|---------------------------------------------|--------------|
| 34461       | ANALYZER SUGAR                              |              |
| 41.11.33.23 | Sugar analyzers                             |              |
| 90270000    | Instruments and apparatus for physical o... |              |
| 90270000    | Outros instrumentos e aparelhos             |              |

Refresh Server is being rolled out to automate all texts and classes

### Key Business Benefits:

The company has been using the Refresh software to cleanse and manage materials across all departments - for all products, from all suppliers. For the Operations team the main benefit is simple: **finding their materials easily**. For Strategic Purchasing the main benefit is **a detailed view of each purchase, highlighting common purchasing trends** across all divisions, and showing any category areas which require further improvement. The Purchasing department can use this data to develop their purchasing strategies accordingly, ensuring that the company is achieving true value for money from all stakeholders.