
becoming an agile chemical company

Helping Sample Company respond rapidly to
customer demands and industry trends

Your business technologists. Powering progress



Atos

Meeting the challenges faced by the Chemical Industry

The chemical industry, a vital contributor to the world economy, is starting to prosper again. Cost cuts, tight cash management, de-leveraging of balance sheets, and the divestment of underperforming businesses have helped the industry come through the recent turbulent times.

However, now is not the time to sit back and relax. The industry is becoming increasingly competitive, raw material and energy prices are volatile, customer expectations and demands are increasing, and regulatory requirements are becoming more onerous.

To meet all these challenges chemical companies will have to become more agile and flexible, able to respond quickly to customers and industry trends alike.

In this e-book we explore how SAP solutions delivered by Atos can help Sample Company achieve that by:



Accelerating product innovations



Easing compliance with global regulations



Increasing field force productivity



Real-time Cloud solutions



Specific solutions for the chemical industry



Consolidating and harmonizing Manufacturing with Smart



Factory

3.8%

“With improving economic prospects, headline growth for chemicals globally will improve to 3.8% in 2014.”

Source: Chemical Week article: Outlook 2014



Accelerating product innovations

Accelerating new product development depends on selecting the right ideas to pursue, as well as having highly efficient development processes. Our integrated solution for product development lets you manage all the data and costs and gives you full visibility and control of the entire product development process enabling you to:



Increase the speed of innovation



Enable flawless internal and external collaboration to avoid wasted time



Reduce product costs by optimizing components and streamlining design



Reduce idea to market lead times substantially by aligning product design and development with procurement and manufacturing



Involve suppliers earlier in the development cycle



Ensure regulatory compliance through transparency in the product definition phase

Atos and SAP product innovation offerings cover:








- ▶ Integrated product development
- ▶ Project portfolio management
- ▶ Product safety and compliance
- ▶ Product collaboration



Easing compliance with global regulations

Protecting consumers, workers, and the environment is a key concern of governments globally, which means the regulations Sample Company has to comply with are becoming increasingly stringent. At the same time, country trading requirements are becoming more complex.

Our solutions help you:

-  Protect company brand and image, and avoid trade with sanctioned or denied parties
-  Build compliance with REACH and emission regulations into your day-to-day business processes
-  Gain visibility into operational risks across processes and departments
-  Reduce the cost and effort of global trade compliance
-  Speed outbound and inbound customs clearance, reducing unnecessary delays
-  Keep the company's employees and assets and the environment safe with effective operational risk management
-  Proactively manage environment, health, and safety (EHS) tasks, changes, and risks to ensure operational continuity and long-term growth



Case study

Evonik Industries is a specialty chemical company with 150 years of glorious history. With a turnover of €13 billion, production sites in more than 28 countries, and more than 36,000 employees Evonik is always ahead in innovation.

Atos has implemented the Atos Label Print Cockpit solution to harmonize label print processes across Evonik sites, resulting in substantial savings in label usage and print costs.

Atos compliance solutions powered by SAP

Operational Excellence and Sustainable Growth

- ▶ Atos Quickstart Sustainability Reporting
- ▶ Energy Transparency
- ▶ Sustainable Operational Excellence
- ▶ Atos Product Compliance Pack

People Safety and Product Compliance

- ▶ Atos LabelPrintCockpit
- ▶ Atos People Safety Solutions
- ▶ Atos iEHS

Increasing field force productivity

In the next decade mobile connectivity will change the way business is done. Atos can help Sample Company take advantage of this revolution with mobile apps that improve the productivity of its field force – by more effectively scheduling field operations, reducing redundant travel to the office, optimizing inventory, and providing visibility of operational performance onto mobile devices.

As the world leader in SAP field service applications and the SAP Mobile Platform – a mobile application development platform that enables developers to simply and quickly build business-to-employee (B2E) and business-to-business (B2B) apps – Atos can help you use mobile apps to manage your field force and their work more effectively.

-  Almost 50% of all implementations of what is now called the SAP Work Manager mobile app across the globe were done by Atos, for which it was awarded with the Syclo Partner of the year 2012
-  The SAP Work Manager mobile app is an industry proven solution and leader in its segment of workforce scheduling and task management for field forces
-  Field service management mobile apps are tightly integrated with SAP and provide real-time visibility of inventory and service management
-  The SAP Mobility Platform from Atos offers numerous ready to use mobility solutions



Atos offers a comprehensive portfolio of mobile solutions that cover

Asset management

- ▶ Work orders
- ▶ Time and attendance
- ▶ On the spot notifications
- ▶ Measurement documents

Materials management

- ▶ Work orders
- ▶ Time and attendance
- ▶ On the spot notifications
- ▶ Measurement documents

Field services

- ▶ Service orders
- ▶ Customer and territory data
- ▶ Entitlements
- ▶ Vehicle inventory

Asset management

- ▶ Service orders
- ▶ Customer and territory data
- ▶ Entitlements
- ▶ Vehicle inventory

Delivering real-time business insights

Atos provides companies with real-time business insights by delivering end-to-end business analytics and business transformation solutions on the SAP HANA platform, including proven business assessment, preparation, implementation, and hosting services.

A global center of excellence for HANA, over 120 SAP HANA professionals, and a fully-fledged SAP HANA Lab, combined with our position as an official hosting partner for SAP HANA, uniquely positions Atos to help the chemical industry in its quest for real-time business analytics and business transformation using the SAP HANA platform.

The SAP BW application powered by SAP HANA, including a near-line storage archive, enabled a high availability, disaster-tolerant set up. It helps us provide high-performance access to BI data across all time zones and has set the stage for further enhancements in reporting and business process performance using SAP HANA

Dr Harald Claus, Information Officer, Corporate IT, Evonik Industries AG

Real-time Cloud Solutions

Atos is a leader in cloud solutions and offers multiple SAP applications on its cloud platform called Canopy. In partnership with EMC, the number one storage cloud solutions provider, and VMware, the number one cloud virtualization company, Canopy provides advanced cloud services for the benefit of large and upper mid-sized enterprises and organizations.



Learn More

Find out more about Canopy and the benefits of cloud solutions

[Watch the video >>](#)

Solutions for the chemical industry provided by Canopy include:

- ▶ SAP Business Warehouse powered by SAP HANA
- ▶ SAP Business Suite powered by SAP HANA
- ▶ Atos Chemical in a Box
- ▶ Atos multiple use cases on SAP HANA for Finance; Governance, Risk, and Compliance; Fraud detection
- ▶ SAP Business ByDesign
- ▶ SAP Business One for subsidiary integration
- ▶ SuccessFactors solutions
- ▶ Ariba solutions

Atos specific solutions for the chemical industry

Atos Chemical Company in a Box

This is our cloud-based solution for the Chemical industry. Running on the SAP HANA platform, it includes the SAP Best Practices for Chemicals package and can optionally be extended with analytics, mobility, manufacturing integration and intelligence, screen persona and ERP solutions from SAP. Hosted in the Atos cloud and ready to go, Chemical Company in a Box can be implemented in as little as 16 weeks, with no capital expenditure. And you have the benefit of just one contract with one vendor.

SAP Best Practices for Chemicals from Atos

Based on SAP Best Practices for Chemicals, this preconfigured solution is available on SAP HANA or the SAP NetWeaver technology platform. Implementation can be completed in four to five months at a 40% lower cost than a typical implementation.

Atos value added chemicals solution

These comprehensive solutions combine the power of SAP for Chemicals with SAP mobility solutions for Environmental Health and Safety, compliance and sustainability applications, and the Atos LabelPrintCockpit solution



Case study: US Chemical leader

US Chemical leader is the world's largest producer of naturally-derived specialty resins and pine-based chemicals for the adhesives, inks and coatings, lubricants, fuel additives, mining, and oleo chemicals market. Atos helped Arizona Chemical implement the SAP Best Practices for Chemicals package across its operations in the US and Europe. Atos also helped the company implement Customer Relationship Management, Business Intelligence, and Advanced Planning and Optimization for a global view of corporate performance.

Learn More

See how Atos iEHS integrates with SAP ERP.

Watch the video >>

Atos consolidation and harmonization offering

With the global trend of consolidation within the chemical industry increasing, and a growing need to harmonize processes, Atos consolidation and harmonization solutions can help Sample Company significantly streamline and accelerate its processes. Your business transformation, merger and acquisitions, and subsidiary integration projects are in safe hands with us.

As a global leader in consolidation and harmonization, with our own intellectual property and tools, we can help Sample Company develop a consolidation and harmonization strategy



Consolidate multiple systems, integrate subsidiaries, optimize landscapes, and harmonize business processes



Design, build, and roll out global templates



Deliver integrated learning and compliance solutions

Watch the Video

See how we can help you cut cost and complexity to unleash your growth potential.

[Watch now >>](#)

Learn More

See how Manufacturing Operations management bridges the information gap between manufacturing and business systems for global manufacturers.

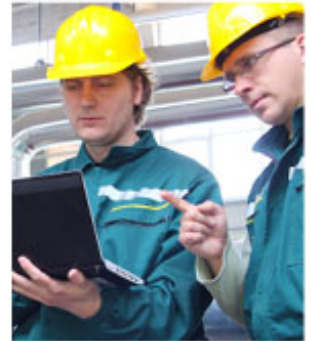
[Watch now >>](#)

Manufacturing with Smart factory

Atos manufacturing execution offerings

Atos has a strong global experience of SAP and manufacturing execution system integration.

- ▶ Over 400 Manufacturing Execution System (MES)/ Manufacturing Operations Management (MOM) implementations worldwide
- ▶ Patented MES/MOM Framework called "M4MES"
- ▶ Over 190 MES/MOM consultants in North America, Europe, and Asia Pacific
- ▶ Fully integrated solution for ERP MES/MOM automation
- ▶ Strong partnerships with leading MES/MOM vendors including Siemens, SAP, OSIsoft, and Wonderware
- ▶ End to end solutions in Smart factory including SAP Manufacturing intelligence and Integration Offerings




Akzo Nobel


Atos implemented an ERP and MES integration project for Akzo Nobel for six different process control systems, two different ERP systems, and three plants.


Atos and SAP





At Atos our focus is not on technology alone.
We are Business Technologists.


 The Atos SAP chemical practice has more than 1,000 chemical experts around the world, who use their knowledge and experience to add value to SAP's industry leading chemical offerings. In addition, 10,000+ SAP professionals spread over three continents support them.

 We have a loyal customer base of leading chemical industry giants that gives us a deep understanding of the chemical industry.

 At Atos we believe in creating value for our customers by continuously innovating and improving the solutions and services we provide.

 Our dedicated Center of Excellence (CoE) for chemicals works in tandem with other COEs within Atos to develop industry-specific extra capabilities to SAP's chemical offerings, like special label printing, unique material balancing features, or offering compliance applications in the cloud.

 Plus, to help you take advantage of new innovations fast, we have developed a whole range of methodologies, rapid deployment options, testing automation options, and project quality control techniques, including the SAP HANA platform and SAP Cloud portfolio.

 As a result, we can help Sample Company become more agile and responsive to the ever-changing chemical industry environment.

Next Steps

Now that you have an overview of how we can help Sample Company, why not spend some time talking to us about your particular situation?

It's always the best place to start, so that we can get an understanding of your unique needs and explore how technology innovation can help you achieve your goals.

Simply use one of the methods below to get in touch and we'll arrange an introductory meeting.

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Keep in touch with us:

[Watch our YouTube channel >>](#)

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About Atos

Atos SE (Societas Europaea) is a leader in digital services with 2013 pro forma annual revenue of €10 billion and 86,000 employees in 66 countries. Serving a global client base, the Group provides Consulting & Systems Integration services, Managed Services & BPO, Cloud operations, Big Data & Security solutions, as well as transactional services through Worldline, the European leader in the payments and transactional services industry. With its deep technology expertise and industry knowledge, the Group works with clients across different business sectors: Defense, Health, Manufacturing, Media & Utilities, Public Sector, Retail, Telecommunications and Transportation.

Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, and Worldline.

For more information, contact: <mailto:dialogue@atos.net>

About SAP

As market leader in enterprise application software, SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 253,500 customers to operate profitably, adapt continuously, and grow sustainably.

For more information, visit www.sap.com.

For more information, contact

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