



**Vertellus Specialties, Inc., is a mid-market international chemical manufacturer, providing chemicals for the agricultural, pharmaceutical, personal care and performance material markets.**

**Hitachi Consulting delivers a qualified SAP All-in-One Partner solution for chemical companies focused on an accelerated evaluation and implementation process.**

**This solution has been certified by SAP and is based on the SAP All-in-One Solution from the North America SME Solution Center.**



## C Case Study: Vertellus Specialties, Inc.

### Business Challenge

Vertellus Specialties, Inc. was created following the consolidation of Reilly Industries and its sister company Rutherford Chemicals. With plans for aggressive global growth, the mid-market, international chemical company needed an upgrade from their old, unsupported SAP 3.1i to a current SAP platform that would provide a stable, supportable, robust and tightly integrated base that would support future company growth.

Since Vertellus also was realigning the company from a product-based organization to one with more of a market focus, they needed the platform to allow for rapid product division realignment as well as the ability to enhance global integration and leverage information for key competitive advantages.

Along with the systems upgrade, Vertellus was looking for a strong training program for the full suite of business systems that would be easy to adapt and implement over time.

### The Solution

Hitachi Consulting, an alliance partner with SAP since 1997, combined its extensive SAP product knowledge with Vertellus' in-depth business knowledge to develop an overall strategic viewpoint of the chemical company's business challenges. Rather than looking solely at immediate ROI, Vertellus and Hitachi Consulting outlined a long-term solution geared specifically for the unique challenges of the chemical industry and Vertellus' business goals.

Hitachi Consulting's breadth of knowledge and familiarity with the SAP Best Practice Building Blocks program meant a strong out-of-the-box mySAP ERP 2004 solution with the applicable training Vertellus was looking for. Hitachi Consulting applied its Hi-Pace Rapid SAP Upgrade at Vertellus to maximize benefits and reduce project costs. The new platform provided a solid foundation to rapidly grow and optimize its business. It also provided for improved internal profitability reporting while being able to consolidate business intelligence and general reporting.

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## Key Success Factors

Several pieces came together to make this SAP upgrade implementation successful. First, after only two weeks of preparation, Hitachi Consulting and the Vertellus team worked closely to develop a strong business plan. Second, Vertellus' savvy tech team quickly saw the need and benefit of taking immediate action on the solution.

In addition, three key factors played a role in the upgrade implementation's success:

- Vertellus dedicated a team 100 percent to the implementation
- The team focused on the end goal and was not distracted by excessive customization
- Hitachi Consulting's Hi-Pace Rapid SAP Upgrade offering and toolset

With these key components in place, Hitachi Consulting and Vertellus were able to complete the enterprise-wide upgrade in the relatively unheard of turnaround time of only 16 weeks.

## Business Benefits

With the upgraded mySAP ERP 2004 system, Vertellus has a:

- Solid base for operational and financial system enhancements
- Post-merger acquisition platform for easier future integration as they grow
- More efficient security maintenance system with a decreased request-response time
- Formalized training system with standards and procedures that can be repeated for any organization within the parent company's portfolio

Overall, the solution means maximum flexibility for Vertellus, and positions them for rapid expansion and greater business functionality.

*"Our business is benefiting from a solid ERP foundation that supports our business, the ability to leverage the technical advances of SAP, and optimize global work processes and empower our knowledge workers."*

Mike Boster  
Chief Information Officer  
Vertellus



## About Hitachi Consulting

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies across many industries. We leverage decades of business process, vertical industry, and leading-edge technology experience to understand each company's unique business needs. From business strategy development through application deployment, our consultants are committed to helping clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting's client base includes nearly 30 percent of the Fortune 100 as well as many leading mid-market companies. We offer a client-focused, collaborative approach and transfer knowledge to our clients throughout each engagement. For more information, call 877.664.0010 or visit [www.hitachiconsulting.com](http://www.hitachiconsulting.com)

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