



Why choose Hitachi Consulting for your Implementation Services?

- Strategic relationship with SAP since 1997
- Deep project management expertise for mid market clients:
 - \$200M-\$2B revenue
 - Very tight timelines, budget, resources
 - “Collaborative partner”
- An end user of SAP solutions with SAP installations in 24 divisions
- Proven capabilities to help companies improve profits, gain operational efficiencies and extend technology investments



Solution Overview: Chemicals for the Mid-Market

Business Need

Increased globalization of Chemical Markets, tightened environmental regulations and price pressures, raised material costs, increased production flexibility challenges and changed customer expectations are forcing middle market chemical companies to focus on Tier 1 ERP capabilities to meet their needs. Until now mid-market chemical companies refrained from investing heavily in Tier 1 ERP systems for fear of project risks and cost overruns. Hitachi Consulting is offering mid-market chemical companies a pre-configured ERP solution that lessens the risk and speeds implementation, saving time and diminishing cost.

Solution Offering

Hitachi Consulting is helping the chemical industry address key pain points by leveraging SAP's Best Practice Building Blocks. Using industry-specific scenarios, the implementation effort and project duration is reduced by 30-50 percent, over the traditional approach.

Implementation timeframes will vary based on the scope and complexity of the business; however, we estimate 100 working days to enable the key scenarios outlined in the Hitachi Consulting Packaged Offering.

Value Delivered

- SAP Best Practices for Chemicals
 - Preconfigured building blocks
 - Industry-specific configuration and master data
 - Scenario documentation
- Specific Mid-Market Methodology
 - Project Management toolkit
 - Implementation roadmap
 - Pre-filled accelerators
 - Data conversion templates
 - Change Management Support
- Faster implementation
 - Early exposure to the full capabilities of the scenarios to accelerate the learning curve
- Lower cost
 - Reduced customization and project duration
 - Reduced maintenance through standardized industry processes
- Lower Risk
 - Scalable solution to support future growth
 - Reduction of configuration issues through proven industry specific scenarios

Solution Overview: Chemicals for the Mid-Market

Included Services

- Project Management
- Delta Requirements Workshops
- Implementation
- Key-User Training on the Job
- User Documentation
- Predefined Sheets for Master Data Migration
- Predefined Test Catalogs
- Predefined Forms
- SAP-Standard Reports
- Go-Live Support

Additional Services

- BW Customized Chemical Cubes
- Offshore Support
- Custom Forms
- Custom Reports
- Data Migration
- Authorization concept
- Organizational Change Management
- End User Training
- Communication
- Organizational Landscape
- Leadership and Stakeholder Commitment
- Post Implementation Support
- Hosting

Available Scenarios

- Research and Development
 - Transformation of General Recipes
- Supplier Collaboration
 - Procurement of Materials and Services
 - Storage Tank Management
 - E-Commerce (CIDX)
- Manufacturing Planning and Execution
 - Manufacturing Execution (Includes QM)
 - Subcontracting
 - Blending
 - Repackaging
 - Active Ingredients Processing
 - Plant Maintenance
 - Relabeling
- Sales and Marketing
 - Sales and Distribution
 - Inter- and Intracompany Processes
 - Cross-Company Business
 - Third-Party Processing
 - Tank Trailer Processing
 - Samples Processing
 - Foreign Trade
 - Active Ingredients Processing
 - Drums Handling
 - Vendor Managed Inventory (VMI)
- Quality Management and Compliance
 - Dangerous Good Management
 - Product Safety
 - Industrial Hygiene and Safety
 - Waste management



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

Hitachi Consulting - Inspiring your next success@.

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