

Chemicals in the Digital Economy

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The business of
chemistry is a \$5 trillion
enterprise¹

1. American Chemistry Council, "The business of chemistry", 2015

The business of chemistry is a \$5 trillion enterprise¹

More than 96% of all manufactured goods are directly touched by the business of chemistry

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The business of chemistry is a \$5 trillion enterprise¹

More than 96% of all manufactured goods are directly touched by the chemical industry¹

For every job created within the industry, **more than 6** are generated elsewhere in the economy¹

Classical competitive
advantage are
undergoing change

Customer proximity





Customer proximity



Feedstock advantage



Customer proximity




Feedstock advantage



**Intellectual property
and process know-how**

A close-up photograph of a person's hands holding a tablet computer. The hands are positioned as if they are about to interact with the screen. The background is a soft, out-of-focus grey. A solid yellow horizontal bar is located at the top of the image.

Hyper connectivity is
driving change **everywhere**
in real-time

A photograph of a server room with rows of server racks. A person is walking in the foreground, slightly out of focus. The text is overlaid on the image.

High-performance, low-cost
computing is accelerating
innovation and disruption

Re-imagine



Re-imagine



Business models

Competing on Outcomes
Competing as an Ecosystem

Re-imagine



Business models

Competing on Outcomes
Competing as an Ecosystem



Business processes

Slashing Cycle Times
Maximizing Uptime

Re-imagine



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Work

The Engaged Workforce
The Perfect Work process

SAP Business One Key Functions

 SAP Business One Client		 Mobile	 Analytics / Dashboards	 Multilingualism / Localizations	
 Financials	 Sales	 Service	 Purchasing	 Inventory	 Production
<ul style="list-style-type: none"> • Chart of accounts • Journal entries • Posting templates • Recurring postings • Exchange rates in multiple currencies • Financial reports • Budget mgmt • Cost accounting • Multiple posting periods • Incoming payments • Outgoing payments • Payment run • Bank statement processing • Checks • Credits • Deferred payments • Account reconciliation • DATEV / ELSTER • Fixed Assets • SEPA 	<ul style="list-style-type: none"> • Opportunity and pipeline mgmt • Contact mgmt • Activities mgmt • Calendar • Campaign mgmt • Blanket agreements • Quotations • Purchase orders • Deliveries • Returns • Invoices • Dunning • Price lists in multiple currencies • Special prices • Period and volume discounts • Customer mgmt • Gross profit calculation • Microsoft Office integration 	<ul style="list-style-type: none"> • Service mgmt • Service planning • Tracking across multiple customer interactions • Equipment card handling • Service Dashboards • Service contracts • Mobile Interaction • Recurring transactions • Human resource integration • Knowledge database • Service calendar • Service call processing 	<ul style="list-style-type: none"> • Purchase request • Purchase quotations • Web-enabled RFQ • Purchase orders • Goods receipt POS • Goods returns • A/P Invoice • A/P Reserve Invoice • Down-payment Invoice/Request • Cancel Marketing Documents • A/P credit memos • Landed costs • Intrastat • Import Process • Workflow 	<ul style="list-style-type: none"> • Item mgmt • Item lists • Price lists • Goods receipts • Goods issues • Inventory transactions • Transfers • Serial number mgmt • Batch number mgmt • Pick and pack • Recurring transactions • Inventory Tracking • Bin Location • Multiple Measurements • Inventory Counting • WMS • Container Management 	<ul style="list-style-type: none"> • Bills of material • Item Sets • Production orders • Goods issues • Goods receipts • Production Dashboards • GL Account Determination • Life Cycle mgmt • Item cost calculation • Forecasts • MRP • Drop Ship • Make to order • Order recommendations

Get started



Get started

1 Strategy Alignment



Get started

1 Strategy Alignment



2 Opportunity Assessment

Get started

1 Strategy Alignment



2 Opportunity Assessment



3 Solution roadmap and ROI



Get started



The SAP logo is centered in the image. It consists of the letters 'SAP' in a bold, white, sans-serif font, set against a blue background that is a right-angled triangle pointing to the right. A small registered trademark symbol (®) is located to the right of the 'P'. The background of the entire slide is a low-angle photograph of an industrial facility, likely a refinery or chemical plant, with large cylindrical storage tanks and complex metal scaffolding and ladders. The sky is a clear, pale blue, and the sun is visible as a bright flare at the bottom center, partially obscured by the industrial structures.

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