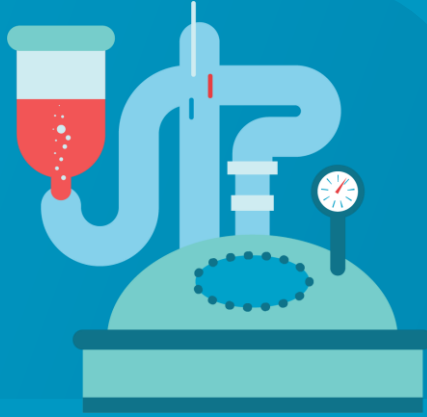


# Become a connected CHEMICAL company



Dynamics 365 for Chemical introduction

# Challenges faced by organizations



## Compliance & Safety

An ever-changing regulatory landscape, increasing traceability and certification demands and sustainability challenges require fast insights and flexible operations.



## Sustainability

Chemical industry enterprises face critical sustainability challenges like waste and by-product processing, water usage and climate impact. A connected supply chain and optimized production process unlock detailed product information and traceability.



## Operational excellence

Price volatility and heavy operational investments require optimal production planning, maintenance and operation efficiency insights. Stay ahead of these challenges with the right financial and operational overview.



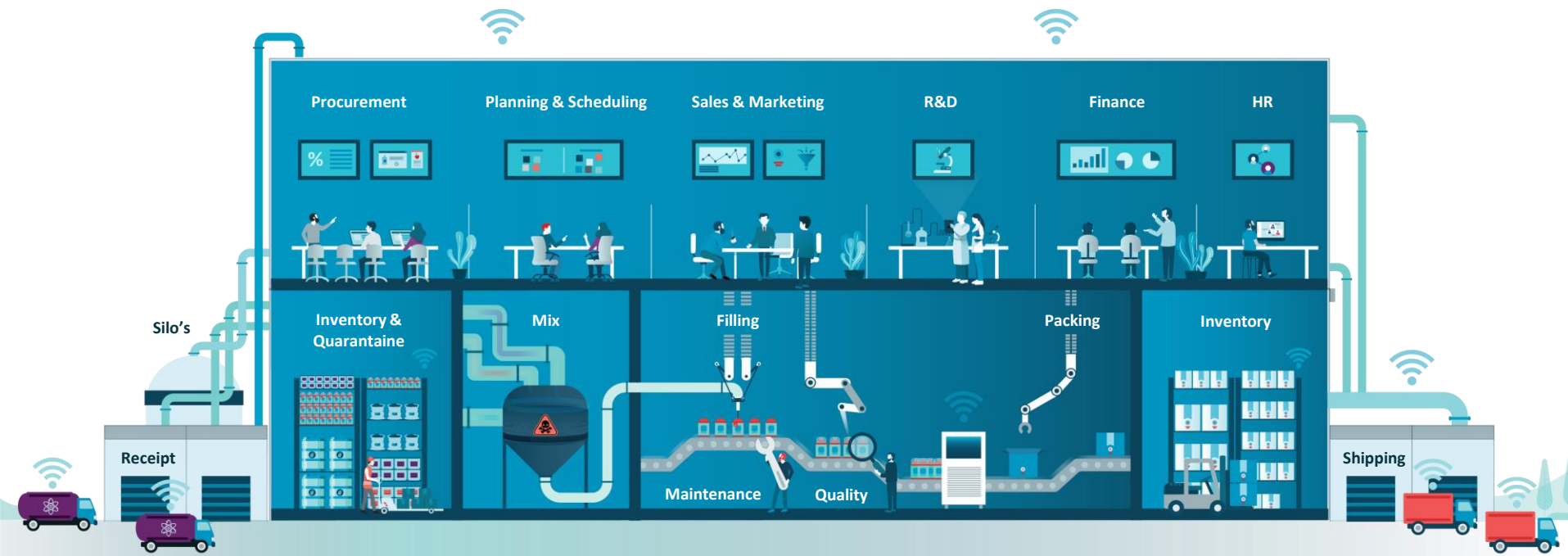
## Learning & development and safety

To meet increasing safety demands, your HR department faces continuous expansion and optimization of training and employee certification. These HR challenges need to be closely aligned with other business processes.

Dynamics for chemical helps you  
to overcome challenges and  
to become a connected company

# Dynamics for Chemical

## End-to-End Solution



# Chemical industry specific

## Overview of the Key Capabilities



	Process Manufacturing	Trade	Supply Chain Management	Advanced Warehousing	Quality Management
Microsoft Dynamics for CHEMICAL	Formula Management	Trading & Contract Management	Supply Chain Planning & MRP	RF Scanning	Integrated Quality control
	Scheduling & Sequencing	Assortment & Private Labels	Labelling, Barcoding & EDI	Picking & Put Away Strategies	Advanced Traceability & Recall Management
	Active ingredients & Batch Balancing	Potency Pricing & Valuation	Container and Pallet Management	Automated Replenishments	Specification Management
	Product Costing	Approved Vendor management	Vendor Managed Inventory	Lot Disposition & Blocking	Shelf-Life Management
	Co/by Products & Waste Management	Rebates & Trade Promotions	Available & Capable to Promise	Cross Docking	Complaint Management
	Consolidated production orders	Pricing, discounts & charges	Demand Planning	Transport Management	FEFO Picking
Microsoft Dynamics	Manufacturing & Executing	Warehouse Management	Research & Development	Product Information Management	
	Service Management (EAM)	Financial Management & Budgeting	Sales & Procurement Management	Human Resource Management	
Business Intelligence		Collaboration & Portals	Workflow Management	Integrations	

# Key Drivers

What our customers are looking for in a Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management

## Operate Agile Factories

- Improve production efficiency and reduce downtime
- Optimally plan and combine mixing, filling and packaging manufacturing processes
- Support production and raw material consumption in line with changing customer specific requirements.
- Offer insights in product costing and asset productivity



Challenges



# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

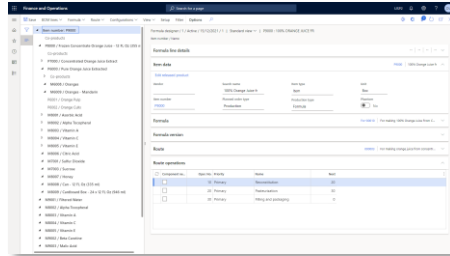
Trade

Supply Chain  
Management

Advanced  
Warehousing

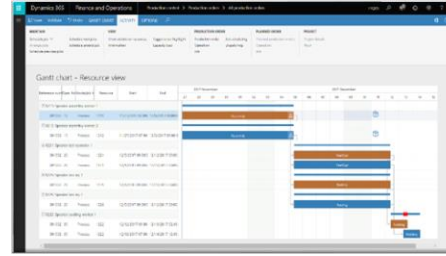
Quality  
Management

### Formula Management



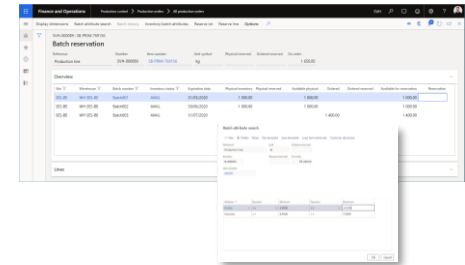
Manage and approve formulas and versions including Chemical Industry specifics such as co/by products, Catch Weight, size (tank volume), batch attributes, country of origin...

### Scheduling & Sequencing



Increase throughput with an optimal production schedule taking changeover setup times into account

### Active Ingredients



Improve production efficiency with dynamics formulas adapting the formulation based on the value of an active ingredient in the consumed lot



Solutions

# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

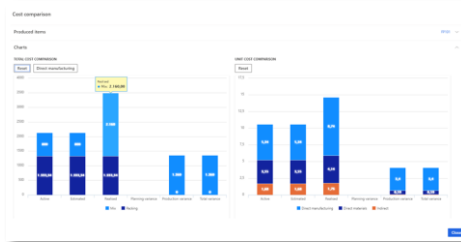
Advanced  
Warehousing

Quality  
Management



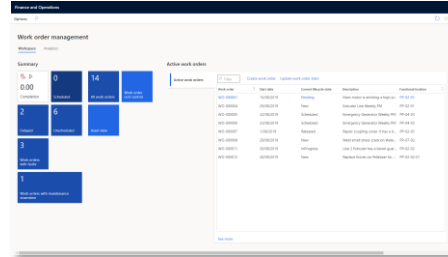
## Solutions

### Product costing



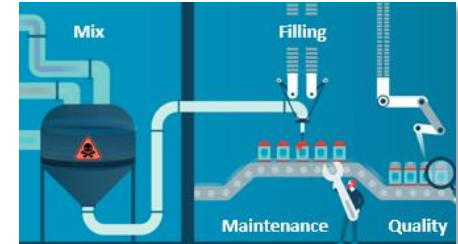
Enhance your production insights thanks to detailed product costing setup including the impact of co- and by-products, and monitor variations at different levels

### Asset Management



Improve uptime of your production lines with the integrated maintenance capabilities, maximizing your return on investment

### Mixed Mode Manufacturing



Combine mixing, filling and packaging processes in one single solution for optimal planning and visibility



# Key Drivers

What our customers are looking for in a Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management



## Challenges

### Deliver effective customer outcomes

- Enabling different pricing, discounting, contracting and promotional strategies
- Responding faster to customer demands with immediate insights into availability and capabilities across different sites.
- Understand the customer while engaging remotely and digitally across channels



# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

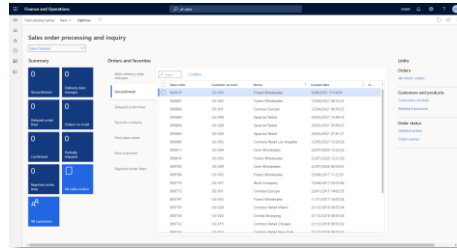
Advanced  
Warehousing

Quality  
Management



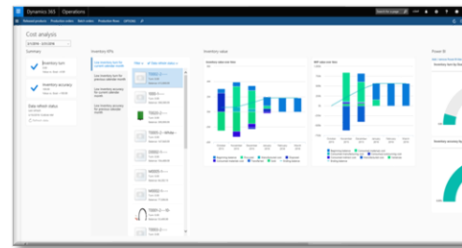
## Solutions

### Contract Management



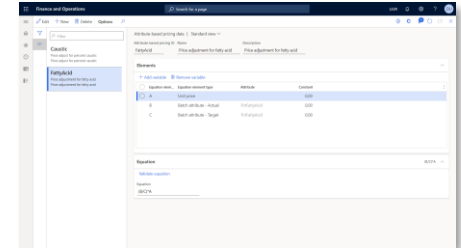
Setup and manage sales and procurement contracts for one or multiple companies within the group and monitor consumption for better supply chain predictability

### Intercompany trading



Reduce administrative efforts and increase supply chain visibility thanks to intercompany sales/purchase automation, interco planning and stock visibility

### Potency Pricing & Valuation



Align pricing and inventory valuation with the characteristics or quality of the received batch

# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management

### Available & Capable to Promise

Date	Available ship date	Available receipt date	Expected ship date	Confirmed ship date	Confirmation
Thursday 16/12/2021	Friday 17/12/2021	A			
Friday 17/12/2021	Saturday 18/12/2021	A			
Saturday 18/12/2021	Sunday 19/12/2021	A			
Sunday 19/12/2021	Monday 20/12/2021		21/12/2021	21/12/2021	
Monday 20/12/2021	Tuesday 21/12/2021				
Tuesday 21/12/2021	Wednesday 22/12/2021				
Wednesday 22/12/2021	Thursday 23/12/2021				
Thursday 23/12/2021	Friday 24/12/2021				
Friday 24/12/2021	Saturday 25/12/2021				
Saturday 25/12/2021	Sunday 26/12/2021				
Sunday 26/12/2021	Monday 27/12/2021				
Monday 27/12/2021	Tuesday 28/12/2021				
Tuesday 28/12/2021	Wednesday 29/12/2021				

Improve the productivity of your sales and their customer orientation by offering them immediate insights in best possible delivery dates based on stock and or production capabilities

### Rebates & Trade Promotions

Name	Type	Status
01000001	Standard Discount	Discount
01000002	Volume-based Discount	Discount
01000003	SKU-based Discount	Discount
01000004	SKU-based Discount	Discount
01000005	SKU-based Discount	Discount
01000006	SKU-based Discount	Discount
01000007	SKU-based Discount	Discount
01000008	SKU-based Discount	Discount
01000009	SKU-based Discount	Discount
01000010	SKU-based Discount	Discount
01000011	SKU-based Discount	Discount
01000012	SKU-based Discount	Discount
01000013	SKU-based Discount	Discount
01000014	SKU-based Discount	Discount
01000015	SKU-based Discount	Discount
01000016	SKU-based Discount	Discount
01000017	SKU-based Discount	Discount
01000018	SKU-based Discount	Discount
01000019	SKU-based Discount	Discount
01000020	SKU-based Discount	Discount

Improve customer loyalty by implementing promotion programs together with your customers without administrative burden and with a view on the financial impact

### Pricing, discounts & charges

Product	Price	Discount	Charge	Total
01000001	100.00	0.00	0.00	100.00
01000002	200.00	0.00	0.00	200.00
01000003	300.00	0.00	0.00	300.00
01000004	400.00	0.00	0.00	400.00
01000005	500.00	0.00	0.00	500.00
01000006	600.00	0.00	0.00	600.00
01000007	700.00	0.00	0.00	700.00
01000008	800.00	0.00	0.00	800.00
01000009	900.00	0.00	0.00	900.00
01000010	1000.00	0.00	0.00	1000.00

Be agile and responsive in deploying different types of pricing and discounting tailored to the customer needs



Solutions

# Key Drivers

What our customers are looking for in a Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management



## Challenges

### Realize a resilient supply chain

- integrated with your trading partners
- with visibility in your stock levels at different sites and different countries
- For a wide variety of products and taking batch attributes and shelf-life into account



# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

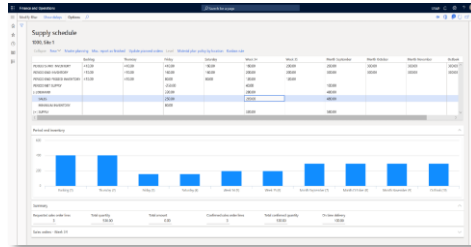
Trade

Supply Chain  
Management

Advanced  
Warehousing

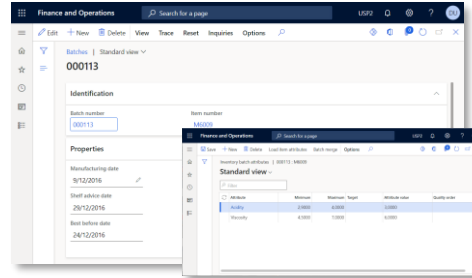
Quality  
Management

### Supply Chain Visibility



Gain full Inventory visibility from  
Vendor to Customer in Real-time

### Batch Attributes



Meet increasing customer demands  
by taking Batch attributes into  
account for planning & order  
fulfilment

### EDI & Portals



Connect with vendors and customers  
using EDI and collaboration portals



## Solutions

# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

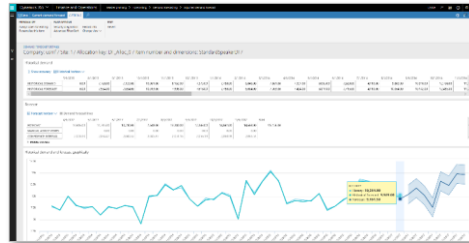
Trade

Supply Chain  
Management

Advanced  
Warehousing

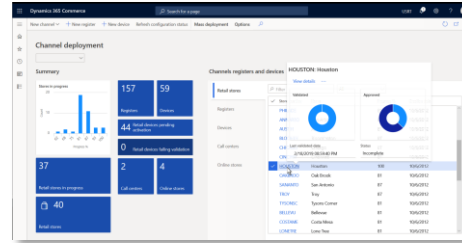
Quality  
Management

### Forecast Accuracy



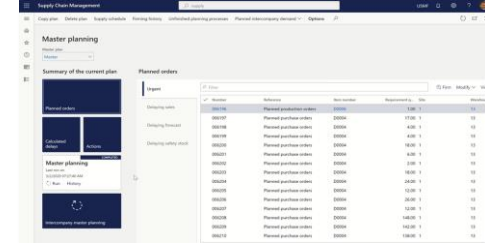
Improve your demand planning and overall supply chain efficiency

### Consignment stock



Integrate with your customer and get better insights in demand patterns by managing your stock at his warehouse.

### Global planning



Optimize your resource utilization with the inter and intra company planning capabilities



Solutions

# Key Drivers

What our customers are looking for in a Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management



## Challenges

### Streamline your warehouse processes

- Enhancing the productivity of the warehouse workers with optimized picking and replenishment strategies
- Reducing errors using mobile devices
- Taking regulations and storage dimensions into account



# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

Trade

Supply Chain  
Management

Advanced  
Warehousing

Quality  
Management



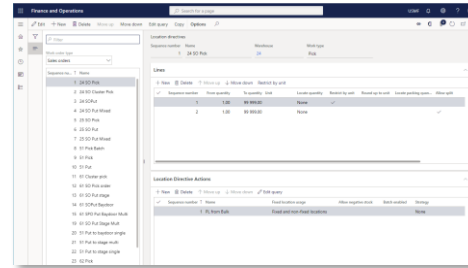
## Solutions

### RF Scanning & barcoding



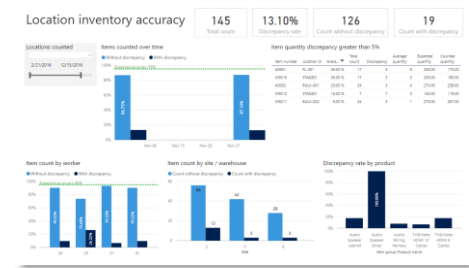
Improve your productivity with the built-in mobile warehouse capabilities

### Picking & Put Away Strategies



Optimize time and movements by adopting the best picking and put away strategies taking regulations and storage conditions into account

### Automated Replenishments

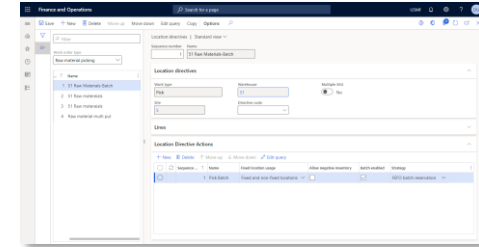


Make sure production lines and picking locations are replenished on time and in the right quantity



# Overview of the Dynamics for Chemical Solution

## FEFO Picking



Pick, ship or consume inventory lots according to industry standard first expired principle.



# Key Drivers

What our customers are looking for in a Chemical Solution

Process  
Manufacturing

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Advanced  
Warehousing

Quality  
Management



## Challenges

### Be Compliant

- With regulations varying from country to country
- With increasing and changing customer demands
- And be in control of the quality of your products



# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

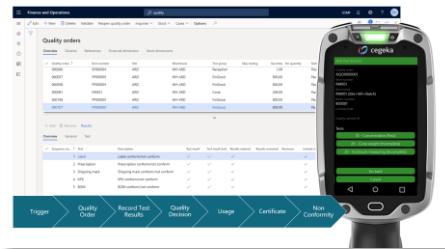
Trade

Supply Chain  
Management

Advanced  
Warehousing

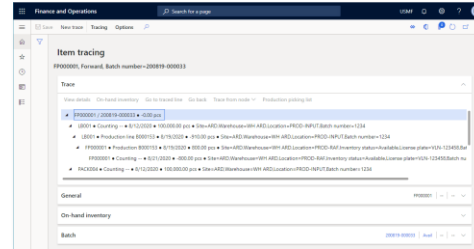
Quality  
Management

### Integrated Quality Control



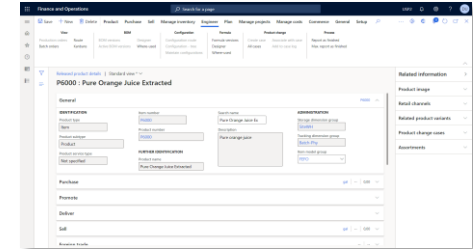
Control the sample process and the automatic release or blocking of a lot based on quality test results

### Advanced Traceability & Recall Management



Get a complete end-to-end view on the process flow of every single lot and the involved customers, suppliers, locations, production orders, quality orders... allowing appropriate and immediate actions in case of a recall

### Specification Management



Centralize and make product related information available



## Solutions

# Key Drivers

## Overview of the Dynamics for Chemical Solution

Process  
Manufacturing

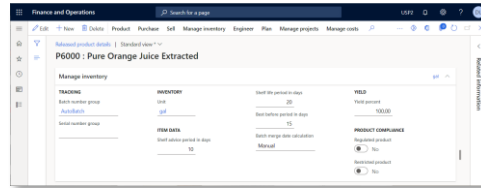
Trade

Supply Chain  
Management

Advanced  
Warehousing

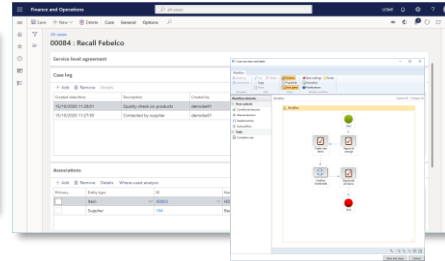
Quality  
Management

### Shelf-Life Management



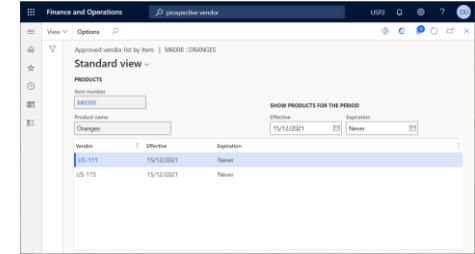
Keep track of shelf-life in your inventory management, planning, receipt and delivery (customer required sellable days) processes.

### Complaint Management



Automate the complaint handling process, centralize information and offer the customer service department the necessary insights to respond appropriately

### Approved vendor Management



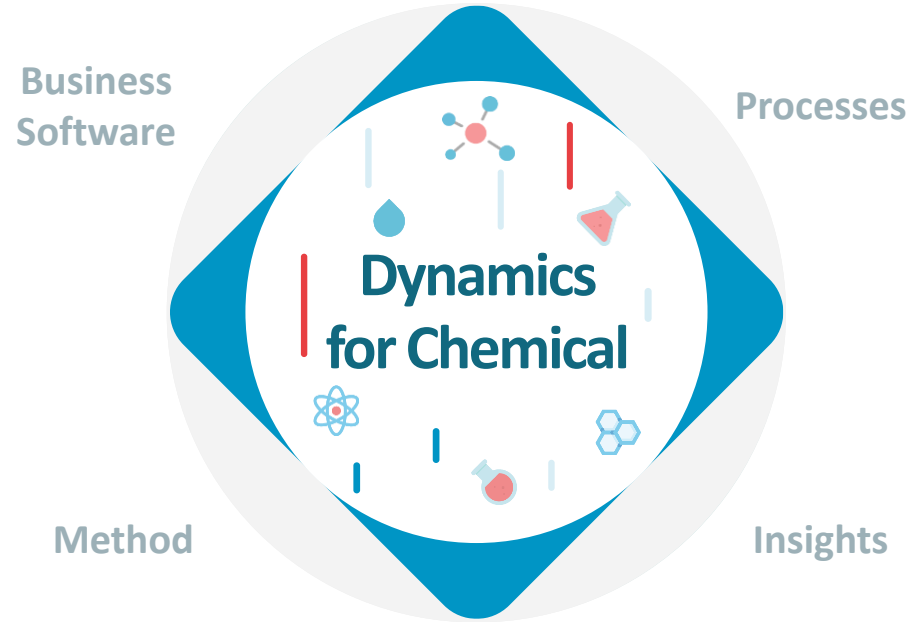
Control quality, certification and delivery reliability of your raw materials by evaluation your suppliers and adopting vendor approval process



## Solutions

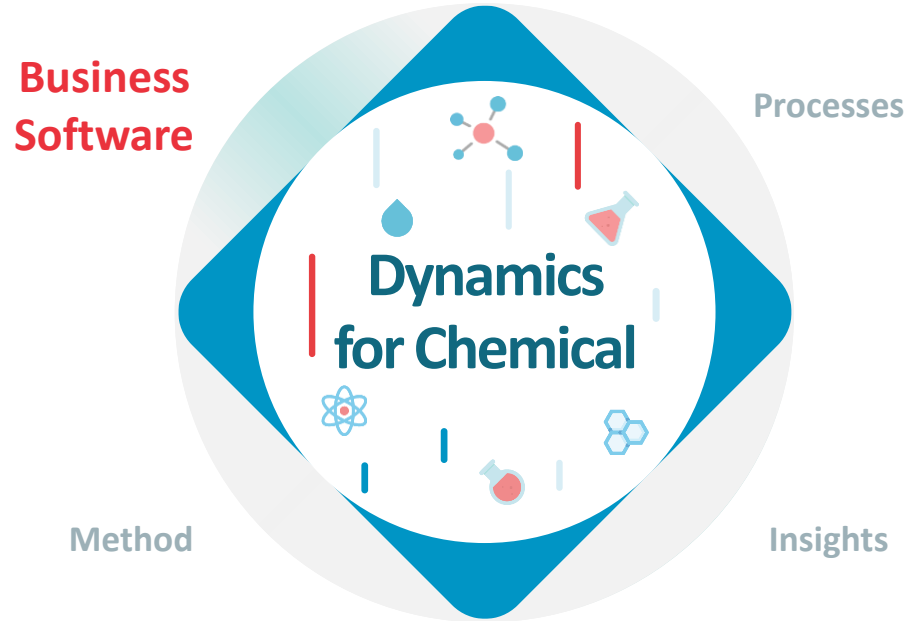
# Building business continuity through intelligent, unified systems

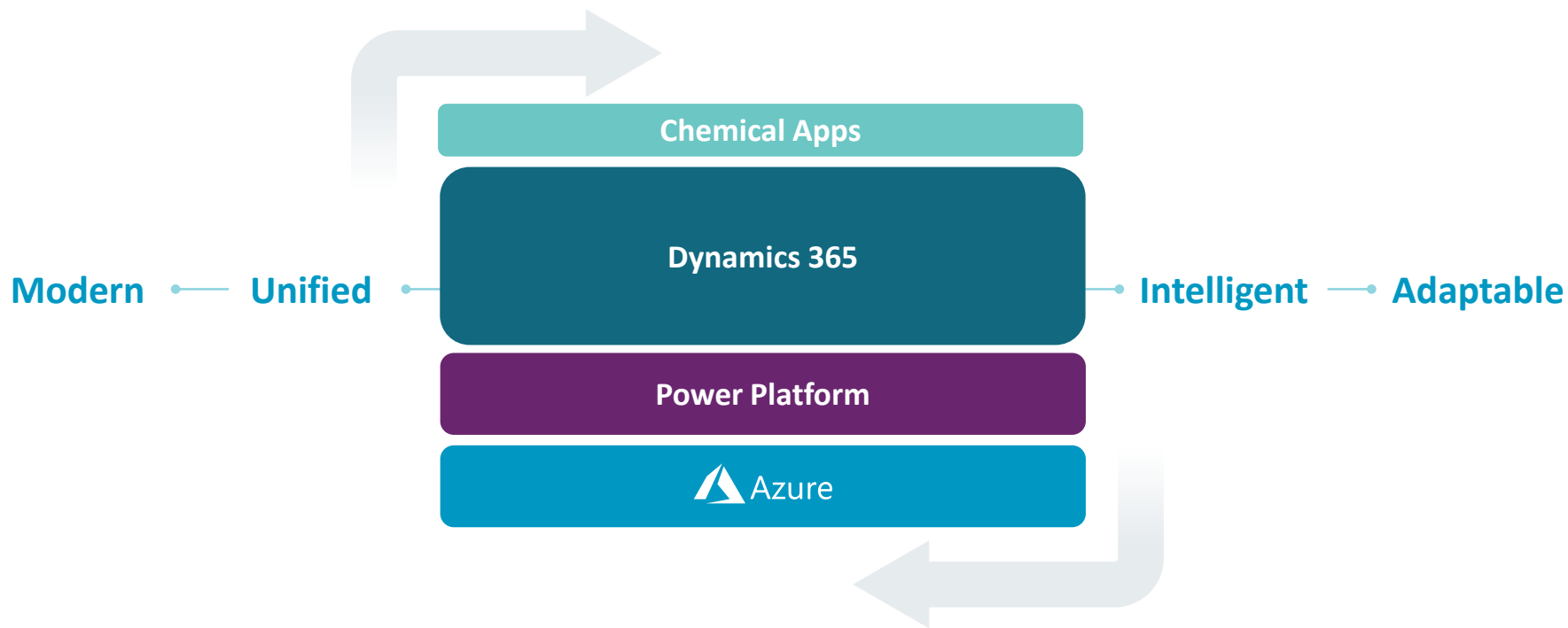
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# Building business continuity through intelligent, unified systems

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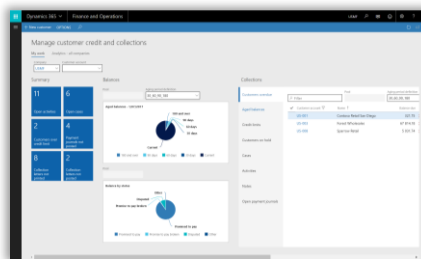


# Modern

Chemical Apps

Dynamics 365

Power Platform



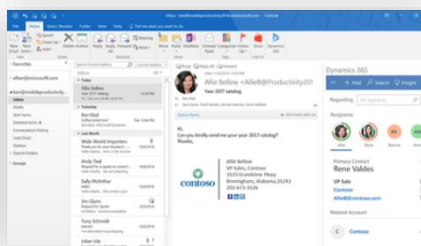
## User friendly boosting adoption

The interface is intended to guide the user to those processes that need attention (manage by exception). It offers a modern user experience and enables faster adoption.



## Available Anywhere Anytime

The user interface is web based and enriched with specific apps making the solution anywhere available, on any device and any time. Fully secure thanks to the underlying Microsoft Azure cloud.

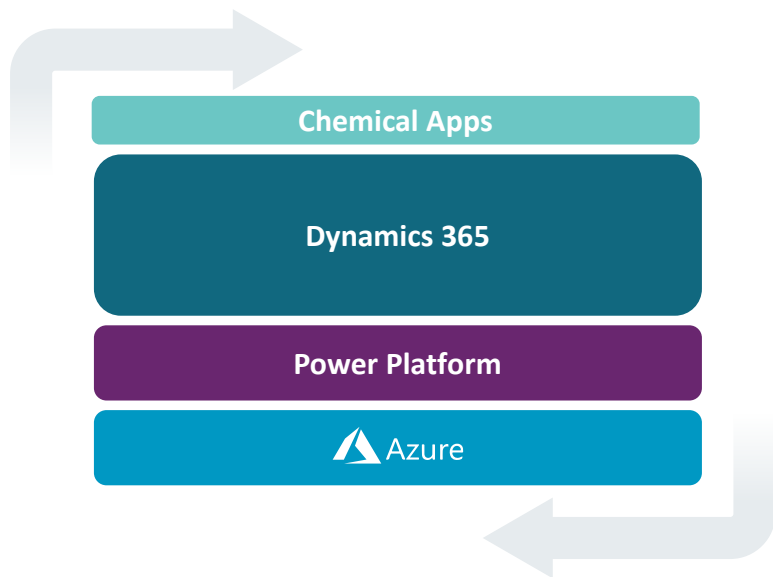


## Higher Productivity

Dynamics 365 is deeply integrated with Microsoft Office apps such as Excel or Outlook. This offers users additional capabilities and improves their productivity.



# Unified



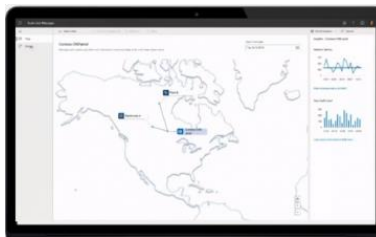
## Unified Data Model

Get rid of data silos. Dynamics 365 brings all data into one unified data model. This allows your organization to work together cross department or cross countries.



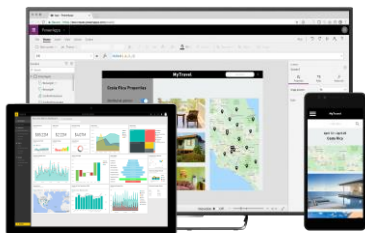
## Integrated

Dynamics 365 and the underpinning Azure cloud platform offer extensive integration service to connect Dynamics internally and externally



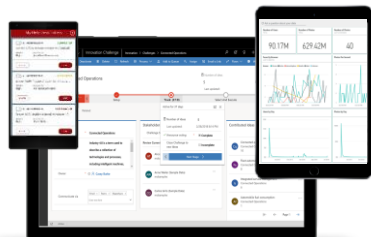
## Business continuity

Dynamics 365 allows you to run mission critical processes in manufacturing and warehousing off line to ensure continuity during connectivity, latency issues or application updates



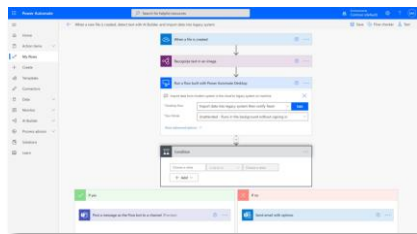
## Scalability – grow with you

Within the Dynamics 365 platform you can easily add additional workloads, countries and/ or users allow you to grow with your business.



## Extend & Automate

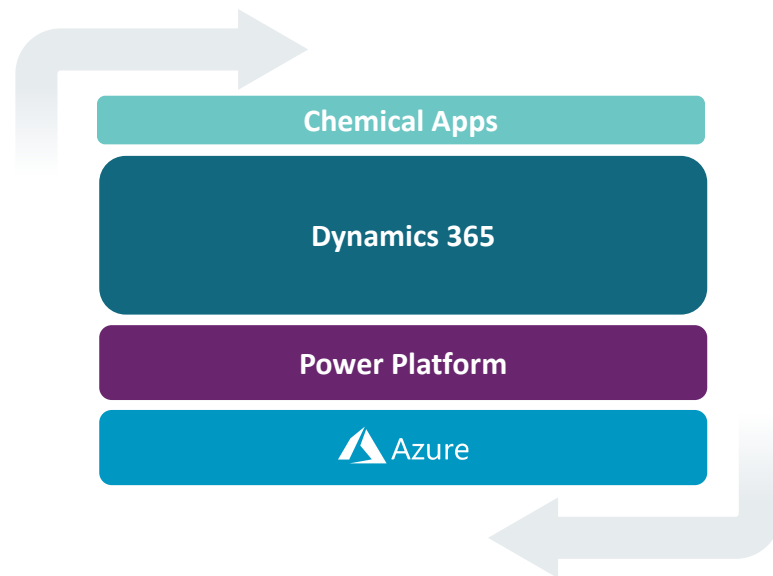
Thanks to the Power Platform, the Microsoft low code solution embedded in Dynamics 365, you can easily extend the capabilities and automate processes between different applications.

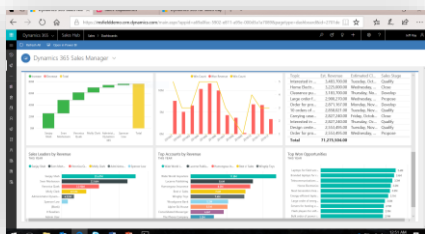


## Flexible - Ownership

You can take ownership and modify, processes and workflows without the need for external partners to adapt to changed business circumstances and grab new opportunities.

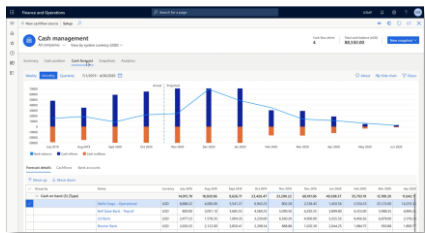
# Adaptable





## Business Intelligence

Power BI dashboards are embedded in Dynamics 365 offering advanced insights. Drill down to details without switching apps and allowing users to take better decisions.



## Intelligent processes

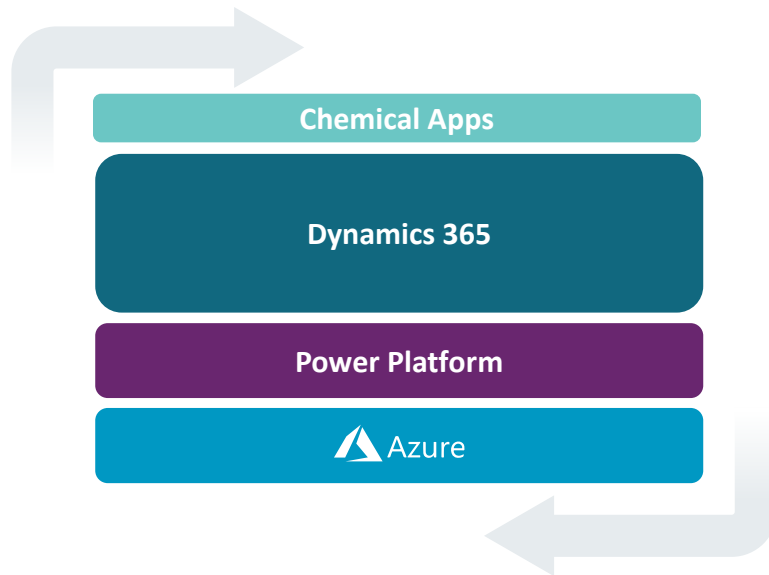
Offering AI-powered capabilities such as customer payment predictions or intelligent budget proposals. Making innovative technologies easily availability to improve your efficiency.



## Advanced guidance

With Mixed Reality capabilities in Dynamics 365, you can give your employees the expert guidance wherever they are.

# Intelligent



**Dynamics for Food** comes with two ERP-flavours, Business Central and Finance & Operations, each of them with different sets of appliances.



## Business Central

Industry capabilities through partners

One country solution

Fast implementation



## Finance & Operations

1

Built-in Industry capabilities

2

Multi country solution

3

Extended implementation time & complexity



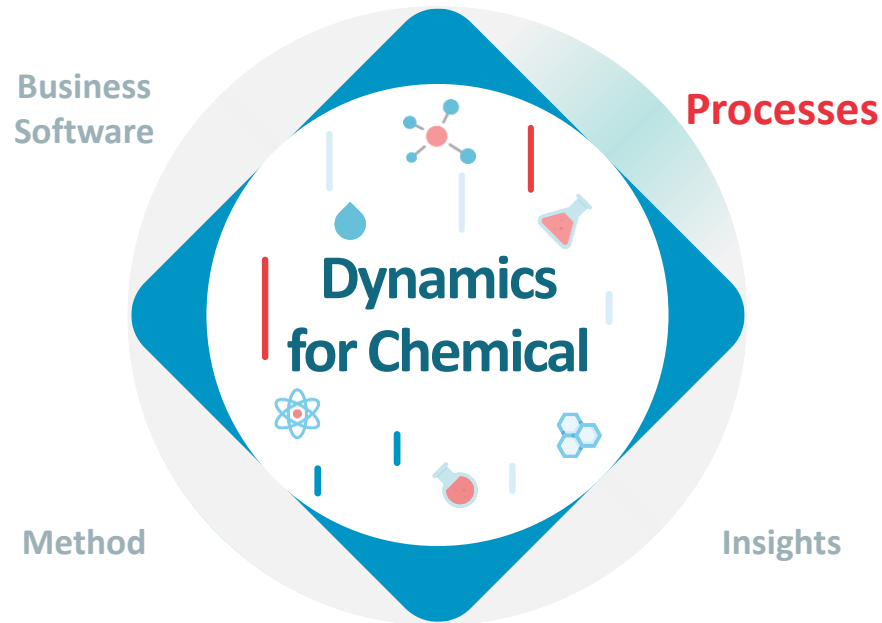
*“Every company is unique; we always look for **the right solution for each organization**. At Cegeka, we offer both applications and can help you to make the best fitting choice.*



**Thibaut Heeren**, Business Unit Manager at Cegeka

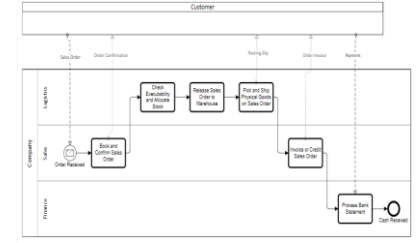
# Building business continuity through intelligent, unified systems

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## Dynamics for Chemical offers chemical industry specific processes

## End-2-end

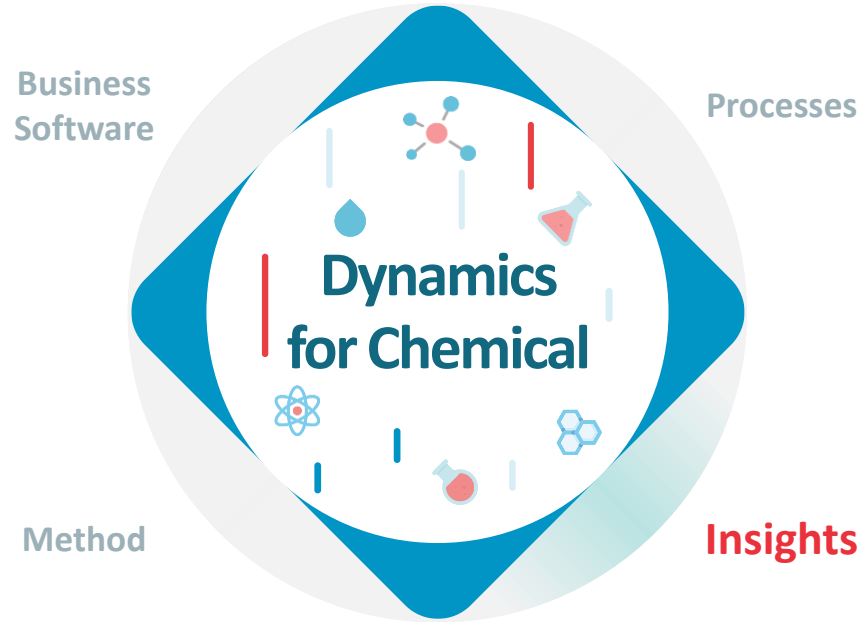


- Cross department value streams
- Helicopter view

## End-2-end Optimization

# Building business continuity through intelligent, unified systems

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# Business Insights

Dynamics for Chemical offers out of the box insights and dashboards



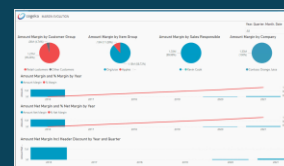
Sales Actuals vs Forecast



Customer Payments



Delivery Performance



Margin Evolution



Costing Details



Contract Fulfilment



Customer Profitability



Stock Expiry



Margin Analysis



Sales Analysis



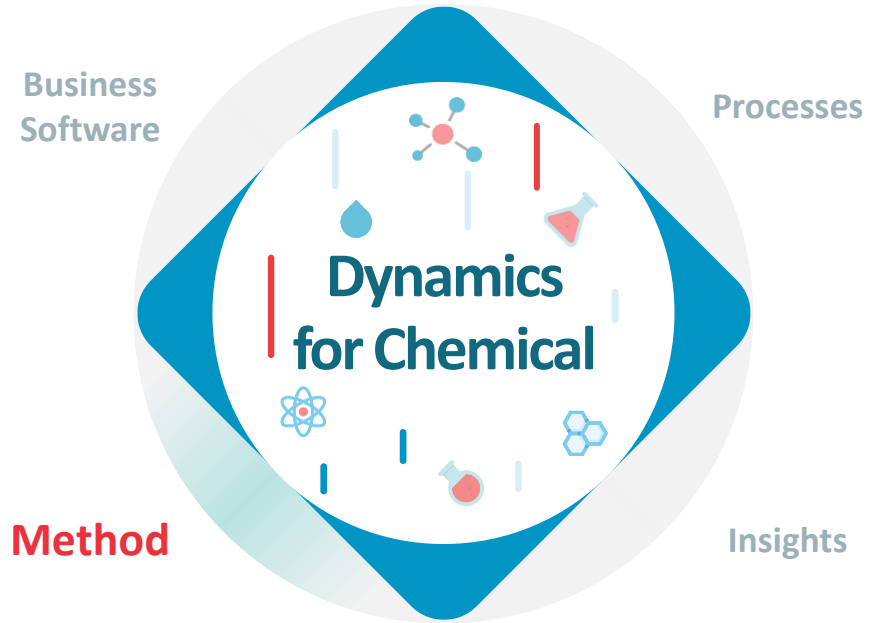
Get insights out of your data

with more than **+75** dashboards for your industry



# Building business continuity through intelligent, unified systems

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*"It's not just about technology, you need to step up the effectiveness of your processes across the departments. The technology enables this. Therefore, we offer a set of Best Practice Processes as starting point of your project."*

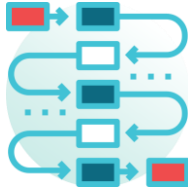


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Stijn Geeroms, Sales Manager at Cegeka

# Proven Methodology

Dynamics for Chemical is implemented using a proven methodology



## Fully Documented

- Templates
- Instructions

**Transparent &  
Predictable**



## Supporting Tools

- Collaboration tools
- Documentation & Reporting

**Collaborative &  
In Control**

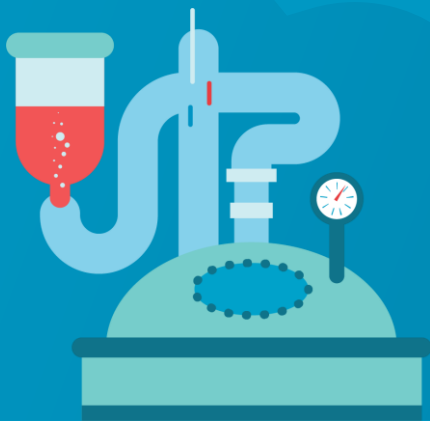


## Academy & Guidance

- Trainings
- Coaching

**Professional &  
Proven**

# Become part of our *Chemical Family*



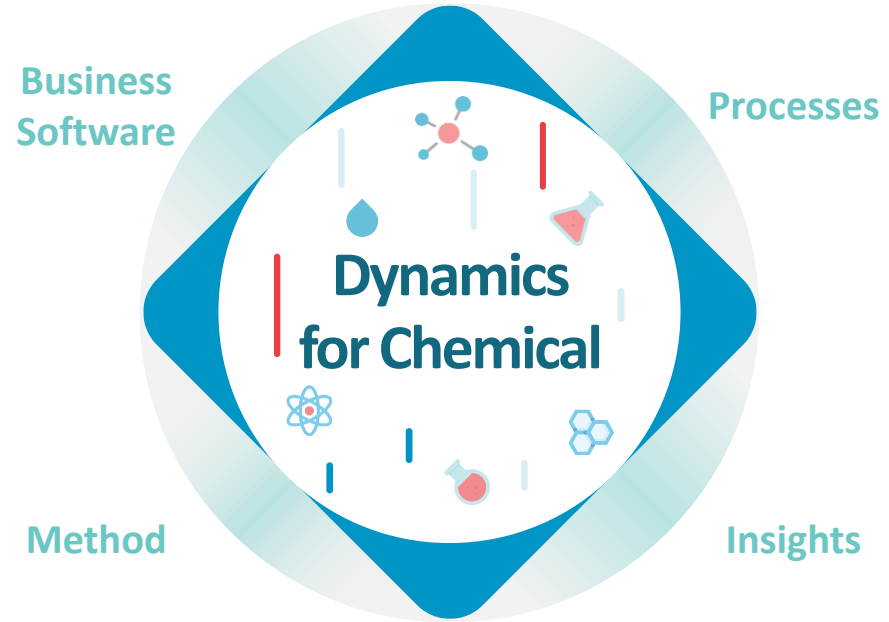


**“Cegeka's approach is to build the ERP around the company, around the user's needs. This mindset led to the creation of an engaged team of both users and consultants that worked together to optimize company processes and make work more efficient.”**



MARIO DI LEVA - COUNTRY MANAGER COPYR

**Achieve process driven  
business improvements  
based upon a modern and  
intelligent technology in a  
controlled method offering  
useful insights to take the  
best decisions**



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