



## Complexity demands an end-to-end solution.

Crowe customizes a solution for your competitive needs.

Global competition and cost pressures keep chemicals companies looking cautiously over their shoulders.

With suppliers, business partners, and customers widely dispersed, managers may have difficulty maintaining visibility from end to end – from sourcing, to production, to marketing and sales. When reliable information is difficult to find, managers may have a hard time staying ahead of fast-moving competitors.

Companies in the chemicals industry can benefit from a robust enterprise resource planning (ERP) system that:

- Is designed to streamline processes from end to end;
- Can be customized to meet your organization's unique needs;
- Encompasses the entire pipeline; and
- Offers management insight to enhance operations, sales, and profitability.

Crowe Horwath LLP helps chemicals companies build solutions for improved performance.

### **Start with an objective assessment.**

Crowe analyzes your business requirements and objectives, existing processes, and identifies ways to help you improve performance. At the close of the assessment, Crowe presents findings and a breakout of expected costs and estimated returns.

**Test drive the solution.** The Crowe assessment frequently leads to a “test drive.” Experience *Microsoft Dynamics*® AX capabilities before deciding to fully invest in the solution. Our consultants will assist you in piloting a few key functional needs identified as vital to the success of your business.

### **Pinpoint areas of opportunity for profitable global growth.**

Based on extensive experience in the chemicals industry, Crowe identified five performance improvement goals in which *Microsoft Dynamics* AX can help:

### **Improve management of costs, pricing, and margins.**

Get to the heart of actual costs by product, process, location, or line of business. Analyze profitability by customer and product for improved decisions on pricing and margins. To trim inventory costs, an integrated resource planning solution includes capabilities for management of co-products, byproducts, yields, scrap/waste, and rework. Management of formulas and recipes can help reduce costs, facilitate new product development, and increase speed to market.

### **Gain visibility throughout the supply chain.**

The ability to obtain accurate and timely information can lead to smarter management decisions. The right tools can facilitate collaboration among customers, suppliers, business partners, and manufacturing and warehousing locations. Forecasts can be synchronized with buyer/seller inventory levels to anticipate replenishment.

**Forecast demand and optimize inventory levels.** An integrated solution enables management's quick response to demand fluctuations and supply disruptions. Technology tools help you manage inventory in units pertaining to lot/sub-lot, grade/quality, shelf life/expiration, regulatory requirements/labeling, and customer-specific requirements. The right tools also enable you to manage production runs and changeovers for optimal efficiency and inventory investment.

**Enter new markets efficiently.** Successful penetration of new global markets can require having the right facilities supported by an efficient infrastructure. Integrated information systems can support global planning, international trade, formula deployment, and regulatory compliance in multiple nations. An ERP system can help assure quality while trimming operating costs to support profitable expansion.

**Differentiate by exceeding customer expectations.** Customers increasingly demand value-added services beyond on-time delivery and replenishment. Does your organization have capabilities to develop, offer, and integrate services such as vendor-managed inventory, application troubleshooting, and waste removal and disposal? Responding to customer preferences can lead to a continuous flow of innovative products and services.

### **Choose the seamless solution.**

Crowe frequently recommends *Microsoft Dynamics AX* due to its reputation for a competitive cost structure, reduced risks of implementation, and more predictable timelines. Because of the ease of integration with *Microsoft's* full range of productivity solutions, the learning curve is often reduced for employees, business partners, and customers – most of whom will have recognizable tools for communicating, tracking items, and sharing information.

Whether installing *Microsoft Dynamics AX* for the first time or upgrading to a new release, Crowe is dedicated to customizing the system to meet your needs. Our project charter clearly defines expectations, and our time-tested methodology helps you mitigate risks.

Crowe is one of the select few consultancies to be recognized as:

- A 2008 President's Club for *Microsoft Dynamics* member;
- A *Microsoft*® Gold Certified Partner in Information Worker, Integrated E-Business, Security, and *Microsoft* Business Solutions;
- *Microsoft* Security Partner of the Year; and
- *Microsoft* CRM Partner of the Year.

Crowe has consulted on a wide range of technology solutions for more than 30 years. Call Crowe to assess your technology environment and organize a pilot program that helps determine how *Microsoft Dynamics AX* can help you boost performance.

### **About Crowe Horwath LLP**

Crowe Horwath LLP is one of the largest public accounting and consulting firms in the United States. Under its core purpose of "Building Value with Values®," Crowe assists public and private company clients in reaching their goals through audit, tax, advisory, risk, and performance services. With 26 offices and 2,400 personnel, Crowe is recognized by many organizations as one of the country's best places to work. Crowe serves clients worldwide as an independent member of Crowe Horwath International, one of the largest networks in the world, consisting of more than 140 independent accounting and management consulting firms with offices in more than 400 cities around the world.

### **Contact Information**

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