Aptean Process Manufacturing ERP

eBook

Navigating Constant
Change Successfully

Five ways an ERP system drives efficiency and profitability for chemical manufacturers.

aptean   Ready for What's Next, Now™

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Introduction

Only a decade or so ago, an enterprise resources planning (ERP) system was a novel new tool for chemical manufacturers that use batch processing. It helped integrate systems that had never been connected before, such as manufacturing processes, planning and execution, inventory, quality assurance, financials, compliance, sales and more. It gave users a more comprehensive view of their operations along with the ability to store, share and track critical data using one database.

In the report "The State of Manufacturing ERP Systems" by Manufacturing.net, a global news and opinions site, almost 63 percent of respondents had an ERP system that is at least four years old. If you fall into that category – or if you have an ERP that wasn't specifically developed for batch process chemical manufacturers – you may be missing the chance to take advantage of recent leaps in efficiency, integration and adaptability.

Your ERP system should be helping you develop quality products, ensure efficient and profitable operations and comply with government regulations – and not be getting in the way. The ability to navigate this constant change is even more urgent due to the latest Globally Harmonized System of Classification and Labeling of Chemicals (GHS) standards, the new labeling regulations on containers and Safety Data Sheets (SDS) that companies are scrambling to comply with accurately and cost effectively.

The Bottom Line

You have specific needs and scenarios that can't be addressed with an ERP designed for other industries. But you also must be able to generate an ROI that justifies your investment in new solutions. This eBook examines five ways the latest ERP systems can help you operate more efficiently, keep costs low and enhance customer service:

› Real-time lot tracking and inventory visibility

› Intelligent and relevant formula management system

› Regulatory compliance, including GHS standards

› Robust business intelligence tools and reporting

› Ability to adapt to custom requests

ERP for Process Manufacturers

Our robust ERP system is designed for batch process manufacturers. At Aptean, we have in-depth experience working with a wide variety of process manufacturers in the chemical industry that include specialty chemicals, polymers, plastics, resins, lubricants, adhesives, inks and paints and more. We also go one step further to provide the chemical manufacturing industry with specific functionality to maintain compliance with ever-changing regulations, including GHS standards.

We develop ERP systems for batch process manufacturers. With our complete solution, you have the power to make smarter decisions more quickly and profitably.

Lot Tracking and Inventory Visibility

Your biggest asset is your inventory, yet many chemical manufacturers are lagging in the ability to accurately track inventory and lot numbers. Knowing that you have the right materials when you need them is essential for keeping inventory costs low and complying with regulations. This feature should be the backbone of your ERP, not an add-on.

With an integrated ERP system, you have greater visibility into your inventory, which is key for determining the timing and quantity of purchases and production in order to meet demands. Lot tracking gives you a more comprehensive view of your inventory and its state.

You need an ERP provider that knows your industry, speaks your language and understands your specific concerns, such as managing inventory, increasing operational efficiencies and keeping costs down. ERP solutions help by:

› Providing real-time updates for on-hand, allocated and projected inventory levels to increase inventory accuracy.

› Connecting lot tracking to inbound materials giving you greater visibility into your operations, including knowing what the material is and its attributes, who sent it, its location, which products it was used in and more.

› Alerting you of when a material is nearing or past its expiration date.

› Tracking material yield or loss factors for better planning, costing, and margin analysis so you know how much inventory to buy, stage, use and how it is impacting your bottom line.

› Providing constant and accurate communication reduces production delays.

Formula Management

Perhaps you are a paint manufacturer and your customer wants a new color and sheen. An industry-specific ERP system will help you develop that formula, run cost scenarios, provide a sample to your customer and produce the product once approved. Or perhaps you are developing a product that comes in contact with food. Your ERP system can help monitor and track the information required by the FDA to ensure you are in compliance.

Formula management should be a core function of your ERP system, as it is critical for planning and helps ensure consistency in your manufacturing process and products. Therefore, it is important that the features of your ERP match how you operate, including taking into account mixed units of measurement, ingredient parameters, formula instructions, by-products as well as security and procedures for editing and managing formula information.

Some ERP software providers will try to attach formula management capabilities as an add-on module. With the high stakes of your business and your unique regulatory requirements, make sure the ERP system you are considering includes formula management as a core function. It will manage your quality and all it entails to make sure you are protected, including:

› Ability to create new formulas

› Observe physical property calculations as a formula is developed

› Ability to enter manufacturing usage or instructions

› Set up testing specifications for quality control

› Analyze the formula to determine what is required on the GHS label

› Identify costs for material, labor and overhead all from within one program

› Factor in and track landed costs for more accurate profit analysis

Regulatory Compliance, GHS Standards

Meeting regulatory requirements and staying in compliance are top priorities and concerns for chemical manufacturers, especially when it comes to the latest GHS standards. These new specifications are intended to help standardize the way companies manage and label hazardous material, and may require specific ERP system functionality to achieve compliance.

In today's hyper-conscious world, standards will be changing and evolving, so detailed tracking of all materials, accurate material labeling and comprehensive reporting capabilities are a must. Whether you work with specialty chemicals, plastics, lubricants, inks, paints or another material, the right ERP software helps ensure you not only weather the transition to new standards, but your business thrives because of them.

> Labeling: Inventory traceability and visibility leads to more accurate labeling practices, which are at the heart of the GHS changes. The ability for your ERP software to help you accurately label your materials must go beyond the simple labeling of a pre-determined set of data.

> Analysis: Your ERP system can analyze composition data that helps you understand the results of material mixing. For example, if you mix three hazardous materials together, the system knows how to accurately label the hazards resulting from the finished product.

> Best practices: ERP software specific to chemical batch processors stresses the importance of best practices along with domain expertise that give you the data intelligence and tools to keep your operations efficient and compliant.

When it comes to compliance, your ERP software should provide you the peace of mind that your business is optimized, not hindered.

Business Intelligence and Reporting

With graphical, real-time data and dashboards, ERP software paired with a Business Intelligence Suite (BI), can be the ultimate tool for tracking your company-specific goals while ensuring compliance. By remaining flexible to your needs, users can create different reports based on their materials or compliance needs, and not be confined into one way of reporting or organizing the information.

Flexible, industry-specific ERP software also allows you to perform self-service reporting, such as the data you need to meet GHS standards, along with your company's own particular KPIs. You can run reports on lot number, raw materials and more.

❯ With industry-specific ERP architecture, you can generate the reports you need in minutes instead of hours.

❯ Reporting and business intelligence tools help you identify problem areas more quickly.

❯ Automated alerts tell you when there is a risk of a reaction or negative effect of the mixing and batching.

Closely tracking inventory, formulas and regulations isn't helpful if you don't have a real-time view of what's happening within your operations or the intelligence needed to make the right decisions. Alerts, reports and data analysis help maximize the value of your ERP system and your ROI.

Flexibility for Custom Product Needs

New product development is key to your continued success, whether you are developing your own products or creating them in response to a customer request. You must conceptualize it, create it, test it and get the right approvals before going to market. The development process involves many formula adjustments, test runs and cost reviews prior to approval, but it cannot affect the mass production of your original product.

› An industry-specific ERP system can help you isolate, test and manage iterations without impacting your mass production side.

› Store new product development information and various product iterations in the ERP system without ever impacting live production data.

› Maintain and manage R&D information; including materials, costing and margins, instead of attempting to maintain this information within your mass production data and fight through the clutter.

› R&D formulas can be copied to the mass production environment once approved.

The flexibility of a top-rated ERP solution gives you the power to evolve as your customers demand - without losing efficiency, reliability or data integrity.

Aptean Process Manufacturing ERP Meets your Business Needs

Manufacturing

❯ Formula and Recipe Management

❯ Production Planning and Scheduling

❯ Manufacturing Execution

❯ Allergen or Other Key Attributes / Chemical Properties

Financials

❯ AR and AP

❯ General Ledger

❯ Lot / Batch Costing

❯ Project Costing

❯ Payroll / HR

Quality

❯ Quality Control

❯ Lot Traceability

❯ Certification and Validation Tools

❯ FDA Compliance and Validation

❯ GHS / SDS

Sales

❯ Quoting and R&D

❯ Order Entry

❯ CRM

❯ Contract Management

❯ EDI

Inventory

❯ Purchasing

❯ Inventory Control

❯ Material Requirements Planning

❯ Warehouse Management

What our Customers Say

"ProcessPro's support team is **very helpful and patient** no matter what issues or concerns we have. I appreciate that ProcessPro **listens to their clients** and utilizes their feedback in future product improvements."

– Angel Fekete, Finance Manager, Hampford Research, Inc.

"ProcessPro's implementation staff went **beyond the call of duty** – working through a blizzard and over the New Year holiday in order to reach our abbreviated go-live date."

– Shawn Thicksten, Director of Operations, BRANDT

"ProcessPro's implementation specialist **talked us through each stage** of the process. He was an **excellent teacher** and made the start of our project a great one."

– Jennifer Kalas, President, IRMCO

"Being able to ship complex mixtures within three days of order receipt is a key to the success of Arylessence. ProcessPro does what we want by **helping us to execute a complex process efficiently**. As a result, we **gain business** while our competitors make excuses as to why their systems won't allow them to ship as promptly."

– Bret Tanner, Vice President of Operations, Arylessence, Inc.

Appendix: Hampford Research
Case Study

Hampford Research, Inc. (HRI) is a custom chemical manufacturer that specializes in photochemicals and radiation-cured monomers. HRI serves the electronics, personal care and dental, printing and imaging, optical lens and curable adhesive and coatings industries.

Challenge

HRI was previously operating on a homegrown ERP system that was difficult to maintain and didn't allow for any upgrades. With a lack of real-time data and complete visibility to all manufacturing operations, they weren't able to judge what was happening within the company on a daily basis. There was always an information delay, from inventory status to warehouse management to simple financial reporting.

Solution

HRI implemented ProcessPro, a fully integrated and industry-specific ERP solution that seized the ability to grow along with their company. Approximately a year after their initial implementation, HRI added additional features including Project Accounting, Safety Data Sheet (SDS) and Warehouse Management Solution (WMS) to further streamline their processes and improve operational efficiencies.

Software Add-on Applications

› WMS

› SDS

Benefits Achieved:

❯ Gained Real-time View of Inventory

❯ Increased Company-wide Visibility of Operations

❯ Streamlined Processes and Reduced Costs

❯ More Informed Decision Making using Accurate Data

Results

Gained Real-time View of Inventory: Now with the ability to observe its manufacturing process across the board, HRI has access to live inventory updates and on-hand, allocated and projected inventory levels by combining batch tickets, sales orders, purchase orders and current inventory levels.

Increased Company-wide Visibility of Operations: Each manufacturing department now has complete visibility of its partnering areas. By sharing reports in ProcessPro's Business Intelligence Suite (BI), team members are able to make informed business decisions regarding scheduling, lot tracking, inventory and sales.

Streamline Processes and Reduced Costs: HRI has been able to streamline their processes and reduce operational costs. They've eliminated dual recording of a majority of their inventory transactions, cut down on paperwork clutter and removed the frustration of delayed data at month's end closeouts.

More Informed Decision Making using Accurate Data: Utilization of BI provides a familiar reporting environment that has enabled HRI to retrieve, analyze and share critical business information allowing them to make better informed, timelier and knowledgeable business decisions. The interactive dashboard provides direct drill-down capabilities to transactions, the ability to export data to Microsoft® Excel and allows for posting of informational reports to HRI's entire organization.

Appendix: BRANDT **Case Study**

BRANDT is a leading agricultural company consisting of three divisions – Specialty Formulations, Retail Agronomy and Dealer Support – serving growers around the globe. Founded in 1953 to help Illinois farmers adopt new and profitable technologies, the company has experienced aggressive growth, expanding coast to coast and internationally. BRANDT provides the products and services that provide growers the best opportunity for maximum return while building a healthier and more abundant food supply.

Challenge

In 2013, BRANDT acquired Monterey Chemical Company, Inc. (aka Monterey AgResources) which was already a ProcessPro client. At the time, BRANDT was operating on Macola ERP software. BRANDT desired a fully integrated ERP solution that bolstered its growth initiative post-acquisition with robust manufacturing-specific functionality.

Solution

BRANDT quickly unified its business processes and began implementing ProcessPro's ERP solution within its remaining facilities. The solution needed to manage accounting and financial information and provide real-time and accurate inventory and production information. ProcessPro was the answer they needed.

Benefits Achieved:

> ❯ Increased Accuracy with Real-time Inventory

> ❯ Greater Control of Business Expenditures and Finances

> ❯ Scalable Growth

Results

Increased Accuracy with Real-time Inventory: With the use of ProcessPro's real-time physical inventory solution, BRANDT has been able to maintain accurate, manageable inventory levels, reducing waste and lag time. They have experienced improvement in operational efficiency through the use of WMS for inventory transactions. The Inventory Control application simplified the inventory process, automatically tracking balances and lot numbers making it traceable in real-time. This fully integrated feature has produced the needed visibility that BRANDT previously lacked.

Greater Control of Business Expenditures and Finanaces: Combining a complete billing and accounts receivable system, including accounts payable, and the ability to create checks, track credits, discounts, etc. provides BRANDT the capability to effectively manage its business expenses.

Scalable Growth: BRANDT needed a software system that would be able to meet their long-term requirements and grow with them, especially after the Monterey AgResources acquisition. ProcessPro offered a fully customizable ERP software system that could handle their current situation and the projected future growth.

Are you Ready to **Learn More?**

We'd love to show you how chemical companies like yours are benefiting from Aptean Process Manufacturing ERP technology.

Contact us at **info@aptean.com** or visit **www.aptean.com**.

aptean Ready for What's Next, Now™

Aptean provides very specific industries with very specific ERP, supply chain management, and customer experience solutions. In today's fast-paced, highly competitive economy, organizations don't have time to waste forcing homegrown software, spreadsheets, and one-size-fits-all solutions to do things they were never designed to do. Aptean is on a mission to end those workarounds – with industry-specific solutions instead of generic software, expert support instead of making you go it alone, and a steady influx of new ideas instead of the status quo.

For more information, visit **www.aptean.com.**