

prodware  
adjust

CHEMICALS

 Microsoft Dynamics

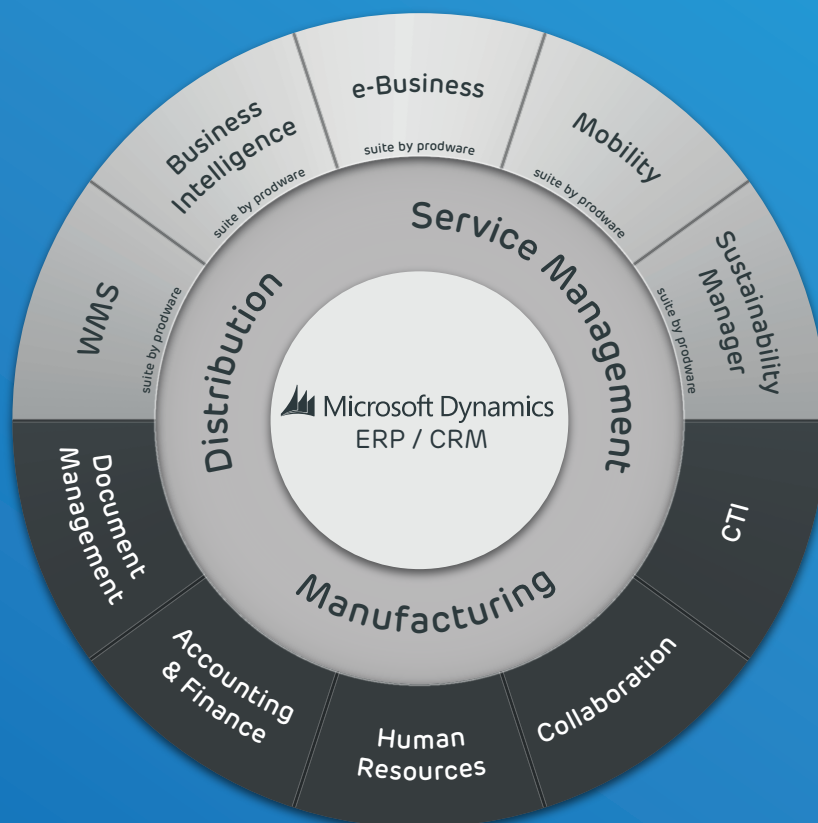
prodware<sup>TD</sup>

Create and deploy IT solutions for business

# Our research and development strategy: to be the most innovative IT solutions integrator

"Prodware's software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries."

Alain Conrard  
General Director - Prodware  
CEO - Prodware Group



\* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM) processes, its website and, also, human resources management, accounting and financial management.

\*\* The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



## With Prodware adjust Chemicals, chemical manufacturers and distributors\* can navigate the matrix of regulatory standards whilst increasing the quality of production processes.

For many companies within the discrete manufacturing industry their ERP business needs can be somewhat standardised. Semi-process industries have very distinct business processes dependent upon the sector they are operating within. Productivity and growth cannot be achieved with the same tools as discrete manufacturing. Complex mixtures and formulations, and clear labelling and packaging are just some of the challenges faced.

When operating within a semi-process industry subset it is essential to have visibility across your entire business.

In order to grow and streamline your business whether locally or globally you need functionality to:

- > Manage your technical data
- > Forecast purchasing and sales
- > Consolidate the cost of logistics throughout the supply chain
- > Automate repetitive processes to increase efficiency
- > View accountability and traceability data
- > Manage and respond to real-time trends
- > Monitor legislation and have agility to respond to ensure compliance
- > Manage quality control
- > Make management decisions based on accurate and timely reporting

(\*) Industrial gases , dyes and pigments , organic and inorganic chemicals, fertilisers and nitrogen, basic plastics, synthetic rubber, pesticides, paints, varnishes, inks , sealants, soaps, detergents, cleaning products, fibres artificial or synthetics

### + Core Solutions

Integration and customisation of the market-leading Microsoft Dynamics business management solutions.

### + Innovative Solutions

Development of innovative business applications and industry solutions with strong added value to improve the performance of existing platforms.

### + Service Solutions

Consulting and guidance for integration, hosting and financing of solutions.

## Your six selection criteria

To guide you towards the right solution for your business

### ✂ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

### ✂ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

### ✂ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

### ✂ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

### ✂ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfill your requirements, for example: single instance, multi legislation, multi-company.

### ✂ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users' original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

## Prodware adjust Chemicals

With increasing competitiveness within the semi-process manufacturing industry, businesses must be at the forefront of innovation, insurance, quality, safety, communication and responsiveness. Companies must look to optimise their processes and increase functionality. **Prodware adjust Chemicals** can help companies by providing access to: accurate real-time data, quality management reporting, multi-level process analysis, formula management, work orders and local and international legislation monitoring. Prodware provide an all-encompassing solution for the chemical manufacturing industry. **With over 20 years experience implementing business management solutions, you can benefit from the technological expertise of a leading ERP provider.**

AX

Microsoft  
Dynamics

### ✍ The functional elements of Prodware adjust Chemicals

Customised to meet the industry requirements and specific to your business needs, **Prodware adjust Chemicals** is a differentiated offering.

- > Covering all ERP solution functionality, **Prodware adjust Chemicals** streamlines all major business processes: administration and finance, supply chain management, customer relationship management, service, production etc.
- > Multilingual, multi-currency and multi-laws, **Prodware adjust Chemicals** provides an international operations scope
- > Comprehensive monitoring of all of your business processes including: quality management, packaging management, purchasing and sales...

NAV

Microsoft  
Dynamics

### ✍ A comprehensive industry solution

An "all-in-one" solution, **Prodware adjust Chemicals** is a fully integrated solution that manages all business functions such as batch production administration, packing assignment, labelling standards for batch/lots/pallets, data management and storage, quality management and Material Safety Data Sheet security.

**Prodware adjust Chemicals** is a complete industry solution that enables you to overcome manufacturing challenges and make your daily work much more efficient.

## ebusiness

### suite by prodware

Flexible, wide-ranging, adaptable and natively integrated into ERP, ebusiness Suite is a single solution which meets all the requirements of B2B and B2C trading.

- > Native ERP connectors
- > Dedicated tool for upgrading product-marketing information
- > Simple, intuitive administration
- > Sustainability of a solution based on Microsoft standards
- > Profile and identification management
- > Research management and navigation universe
- > Shopping basket and preference list management
- > Monitoring of orders, history and budgets

ebusiness Suite supports you with your online sales and marketing strategy, while ensuring there is perfect consistency with your Information System.

## business intelligence

### suite by prodware

Designed as it is for small, medium-sized and large companies, Business Intelligence Suite is a vital and comprehensive decision-making solution when it comes to analysing and forecasting the activities of your customers.

The pre-set analysis functions and documents provide simple, fast ways of understanding, anticipating, planning and disseminating activity-based reporting.

Business Intelligence Suite adapts to all the standard software packages on the market. As a "Plug and play" programme, it is compatible with Microsoft and Sage management solutions.

Its openness means it can adapt to all market management solutions and standardise the decision-making tools in different kinds of software.

## WMS

### suite by prodware

WMS Suite is a physical management solution module integrated natively into your ERP which manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, WMS Suite manages and optimises locations and siting and enhances traceability by radio frequency.

WMS Suite uses barcode printers, embedded computing and EDI.

## Scheduling



When speeding up the roll-out of ERPs in manufacturing companies, collaborative scheduling and planning make it possible to incorporate industrial performance optimisation within the Information System.

- > Finite capacity scheduling subject to constraints
- > Interactive graphic planning
- > Detailed planning analysis
- > Incorporation of pop-up screens

There are many advantages:

- > Better customer service rate
- > Increased productivity through optimisation of capacity and adjustment times
- > Reducing the time taken

## MES



The Manufacturing Execution System (MES) delivers real-time production monitoring on workshop terminals and industrial PCs. It supplies answers to the problems facing today's manufacturers in terms of monitoring manufacture, scheduling, traceability, monitoring of logistical operations and production management.

Main aims:

- > To optimise and enhance performance by production teams
- > To assist in preparing tasks
- > To streamline internal processes
- > To react rapidly to variations in production
- > To monitor production in real time with variance analysis
- > Automated data entry

## Collaboration



Companies must constantly evolve to incorporate industry developments, changes to quality standards, changes in consumer behaviour and fluctuation in price models. Based on recognised standards, Collaborative Suite supports a dynamic organisation and helps build a flexible business strategy.

Collaborative Suite provides:

- > A collaborative intranet
- > Online navigation
- > An interactive portal
- > Workflow reporting
- > Process automation
- > Project quality and dematerialisation
- > Electronic document management

## The services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS  
OPTIMISE COSTS AND IMPLEMENTATION  
TIMESCALES



Business Applications  
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION  
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment  
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY  
CONSOLIDATING YOUR INFORMATION AND  
KNOW-HOW



International Deployment  
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT  
FROM THE LATEST FEATURES TO INCREASE  
YOUR PRODUCTIVITY



Upgrade  
Methodology

Choose the help, training and service levels which suit you

✍ **Training and Help** to make your workforce more productive and support their skills enhancement - Online or on site.



✍ **Application Management** to steer your workforce towards value-added tasks with a guaranteed minimum security level.

✍ **Financing**  
Prodware offers you tailored financing contracts which satisfy individual needs and constraints.

# Traditional infrastructure or Cloud deployment

Our expertise in infrastructure management, integration and hosting enables us to deliver the complete range of application solutions in order to support your growth no matter what your company's strategy and requirements are:

- **Traditional** solutions deployed on premise
- **EasyCloud** solutions hosted on a shared platform
- **CustomCloud** solutions hosted on a dedicated platform

			
APPROACH	Traditional	EasyCloud	CustomCloud
FINANCE	Investment	Pay-per-use	Pay-per-use
CORE & INNOVATIVE SOLUTIONS	Leased or perpetual licence	Included	Leased or perpetual licence
SERVICE LEVELS	Customised	Standard	Customised
RESOURCE LOCALISATION	Customer	Prodware Datacentre	Prodware Datacentre
TECHNICAL SUPPORT	Service contract	Included	Included
SECURITY	***	**	***

## TYPES OF ACCESS ADAPTED TO YOUR FINANCIAL AND TECHNOLOGICAL OBJECTIVES:

### IT MANAGERS

- A customised solution: from the traditional approach to Cloud models, our options fit your IT strategy
- Business requirements taken into account: our expertise in Infrastructure ensures that we can customise our offerings and guarantee you the high availability levels expected
- Gain the benefits of new technologies: Prodware has the right certifications for leading hardware and software platforms

### DECISION MAKERS

- A market-leading range of offerings from an experienced systems integrator
- On-premise solutions: the traditional mode of deployment, customisable to fit your strategic requirements
- Cloud Adjust solutions: a pay-per-use fee without hidden costs with SLAs

## Customers who have implemented- Prodware adjust Chemicals



DRT are specialist in products made from pine resin. DRT's products are sold to manufacturers and are used in the manufacture of many types of products, ranging from rubber, adhesives, perfumes and chewing gum to ink.



Euriso-Top, leading European producer of solvents and non-radioactive compounds, has the most complete product offering on the market. Since 2001, Euriso-Top Euriso-Haut has been a wholly owned subsidiary of Cambridge Isotope Laboratories.



INTEREP has, since 1929, been a global leader in cellular rubber production. INTEREP holds ISO 9001, version 2000, certification and designs, manufactures, and distributes its products worldwide.



PENOX is one of the world's leading lead oxide producers, with sites in France, Germany, Italy and Spain and sales amounting to 140,000 mt/year.



Quaron S.A.S is a leading distributor of high quality chemicals in France. Its strengths are quality, safety, and respect for the environment (GMP+, ISO 9001 and 14001, member of the Chemical Industry Responsible Care initiative).



## Prodware in figures



174,4 M€

TURNOVER



1,450

EMPLOYEES



N°1

MICROSOFT DYNAMICS  
(EMEA)



+19,000

CUSTOMERS



15

COUNTRIES



LISTED ON ALTERNEXT  
(ALPRO)



42

OFFICES

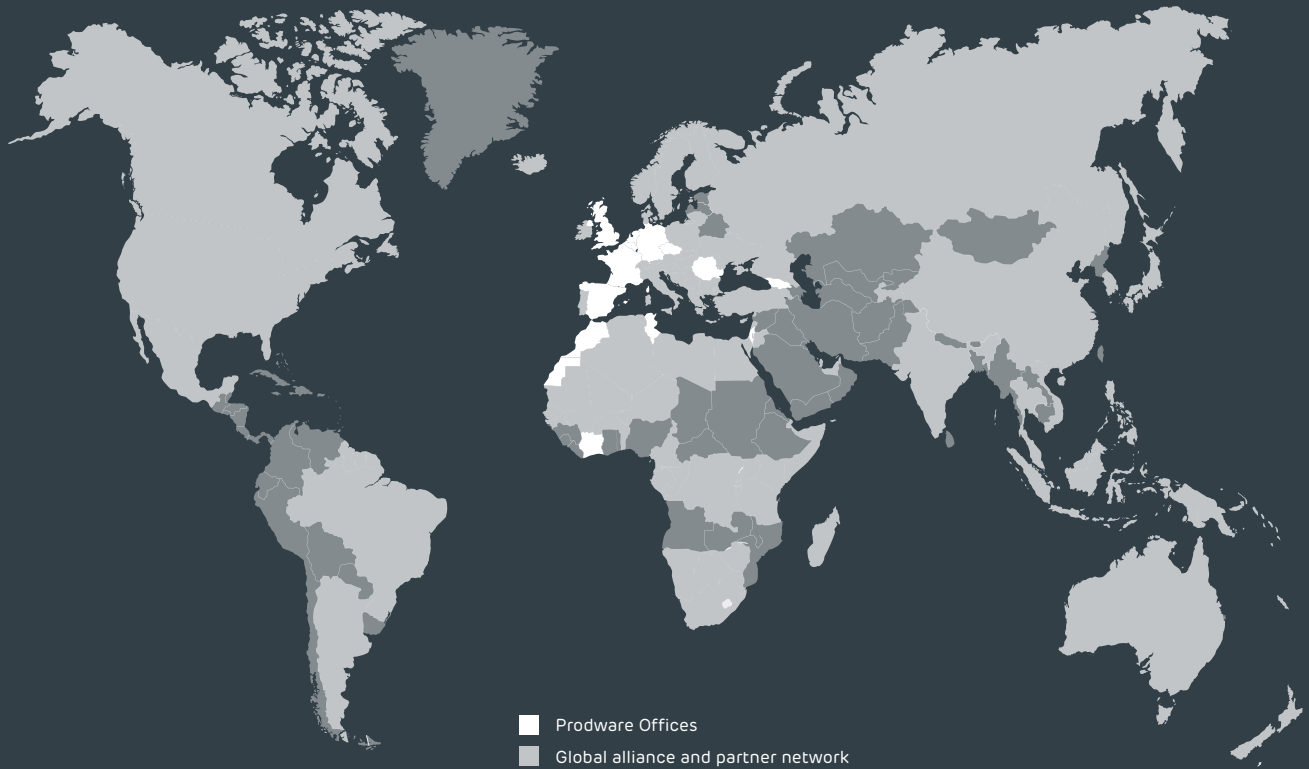
Since being founded in 1989, Prodware has created, integrated and hosted IT solutions for businesses. A Microsoft Gold Partner and a key player for the installation and management of global IT solutions and applications, we specialise in Microsoft Dynamics CRM and Microsoft Dynamics ERP solutions and currently serve more than 20,000 active customers, offering industry designed solutions and strong IT expertise.

Our Prodware managers are all experienced with a professional background and are qualified in the fields of management and computer sciences. Each of our teams are eager to assist business managers by offering service, advice or support throughout the development and deployment of our software.

Prodware has established an international network and ensure deployment of your solution in more than 75 countries.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

# Prodware's global coverage



[www.prodware.co.uk](http://www.prodware.co.uk)

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