



**Outbound order-to-cash,
invoice, get paid quick,
track inventory levels**



Elemica Sell | Enrich

Manage Customer Data Value Variability

ELEMICA SELL PRODUCTS

ENRICH	Vendor Managed Inventory
QuickLink Email SELL	Delivery Schedule
QuickLink Email OCR	Invoice Compliance
Customer Portal Assistant	Sales Order Management

BUSINESS CHALLENGE

Customers have different data values in their systems than you have in yours. For example, a customer location may use one product identifier, but you have classified with three product identifiers. The problem gets exacerbated across locations. Acquisition and divestiture of business units can further muddy the waters. You may have an product records that

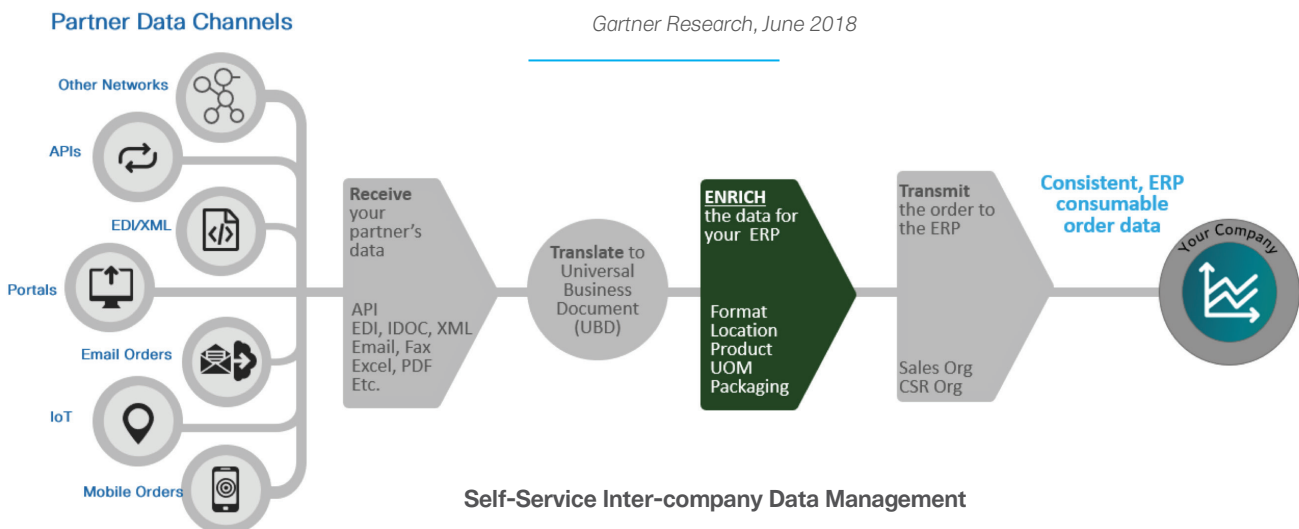
you want to make obsolete in your system, but because critical trading partners use them you cannot cleanse your internal records.

“Those with multiple business units and operations in several geographic regions, and with many customers, employees, suppliers and products will inevitably face more severe data quality issues.”

Gartner Research, June 2018

SOLUTION OVERVIEW

ENRICH is a flexible network data management tool that works across your partner base. It allows you to optimize your SKUs to meet your business needs using your internal Product Lifecycle Management (PLM) and Product Information Management (PIM) solutions. ENRICH does not eliminate these systems, instead it lets you use them more effectively run your business as you grow, acquire, and divest. ENRICH manages external partner variability easily and efficiently.





EXAMPLES OF DATA ENRICHMENT

- Basic cross-referencing: Convert product and location identifiers to supplier values
- One-to-many products: Customer fulfills same product differently for small/large orders
- Packaging unit alignment: Customer MRP needs partial pallets. Contract is for full pallets
- Product obsolescence: Convert obsolete customer product IDs to correct ERP values
- Corrective action alerting: Be alerted to order lines with unrecognized IDs for corrections

BENEFITS OF ELEMICA ENRICH

- Manages data as a strategic asset
- Simplifies data management
- Improves data insight
- Ensures compliance
- Enhances the customer experience
- Improved data routing across business units and systems
- Less costly channel integration
- Faster merger/spin-off analysis & execution

FEATURES OF ELEMICA ENRICH

Data pre-processing:

- Location, product and UoM
- Bulk to packaged
- Packaging size increments
- Volume based product cross-reference

Business routing:

- Sold to, sales org, and source plant determination
- Route orders to the correct people

Governance model

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Elemica is the leading Business Network for the process industries. We drive bottom line results by promoting reduced cost of operations, faster process execution, automation of key business processes, removal of transactional barriers, and seamless information flow between trading partners. Elemica transforms supply chains by replacing manual and complex approaches with efficient and reliable ones.

FOR MORE INFORMATION, PLEASE VISIT ELEMICA.COM

