

# Scaling smart: Ingevity's global SAP TM story.

**Narrator:**

To purify, protect and enhance the world around us, Ingevity creates materials like polymer technologies and performance chemicals on a global scale.

Headquartered in North Charleston, South Carolina, the company employs around 2,000 people and operates from 24 locations, from which it delivers sustainable solutions for demanding applications shipping everywhere, every day.

**Jarrett Felder**, Vice President Global Supply Chain, Ingevity:

Our supply chain operation is very complex. Most chemical companies are. From a macro perspective, our biggest challenge is strikes, tariffs, weather those types of things. From an Ingevity perspective internally, I feel like we have way too many manual processes cost our teams way too much time and our focus is to try to move them to more value added activities. And Westernacher has been able to help us with that.

**Maggie Roby**, Engagement Lead, Westernacher Consulting:

Economic disruption is impacting all industries. But the chemical industry is unique because it's seeing disruption on 2 fronts, economic and regulatory. The companies that are going to be set up for success are the ones who are investing today in solutions that Westernacher and SAP provide. Because when we get through this hurdle, they're going to be ahead and seeing those cost efficiencies and their competitors are going to be chasing them to catch up.

**Narrator:**

Westernacher Consulting was brought in to identify the key requirements and design targeted improvements to streamline the planning process, enhance data quality and optimise Ingevity's existing SAP TM system through automation.

**Jessica di Francesco**, Business Transformation Office, Leader of Order-to-Cash of global business process, Ingevity:

Prior to going live on SAP S/4 in 2022, we were seeing some issues in the transportation space related to inaccurate routes, freight rate disputes, order changes and also everything was done 100% manually at all of our sites globally. And decided to go with Westernacher because they were very collaborative with us from the beginning and very clearly demonstrated their knowledge in this space and their ability to execute on the project.

**Stephen Christmas**, Commerical Logistics Manager, Ingevity:

One of the goals that Ingevity had with the Westernacher automation initiative was a broader scope to get to a no touch order process. We are moving towards exception based management approach and as we automate more of our processes, we are getting closer to what our end goal is.

**Jarrett Felder**, Vice President Global Supply Chain, Ingevity:

We want the system to work for us properly and as we have a kick out or an issue, we can put someone on that specific problem alone without having to manage every single order every single day from soup to nuts. So Westernacher has been able to reduce that amount of time that we've had to employ.

**Narrator:**

The result of 100% automated planning and carrier selection, 95% SAP S/4HANA order-aligned data management, and 100% live coverage across the US, EMEA, APAC and the UK enables faster decision-making and fewer exceptions. Consistency globally, responsiveness locally.

**Stephen Christmas**, Commerical Logistics Manager, Ingevity:

I absolutely would recommend Westernacher for any automation initiative that any businesses have based on the experience that we've had with them. Our teams are already seeing a 75% freight order creation for our sales orders, which is a lot higher than what we were expecting at this point.

**Narrator:**

Let's build the supply chain you want to run.

Run it today with Westernacher.