



# INX INTERNATIONAL INK

## IMPROVING ENVIRONMENTAL, HEALTH, AND SAFETY COMPLIANCE

### QUICK FACTS

**Industry**

Chemicals – inks and coatings

**Revenue**

US\$300 million (\$1.1 billion worldwide)

**Employees**

1,200

**Headquarters**

Schaumburg, Illinois

**Web Site**

[www.inxinternational.com](http://www.inxinternational.com)

**SAP® Solutions and Services**

SAP® Environment, Health, and Safety Management application

**Implementation Partner**

Linx/AS

INX International Ink Co. is the third-largest producer of ink in North America and is a global supplier as part of Sakata INX Corporation. Seeking to automate the authoring of material safety data sheets as well as substance-volume tracking processes, INX implemented the SAP® Environment, Health, and Safety Management application. INX now has a fully automated solution to improve its compliance with local and foreign chemical and hazardous material regulations.

**Key Challenges**

- Integrate software for authoring material safety data sheets with SAP® software backbone
- Centralize data to improve visibility, integrity, and accessibility
- Automate shipping labels and bill-of-material changes
- Increase frequency of reports and improve reporting on chemical substances to customers
- Establish solid foundation to meet future regulatory requirements

**Implementation Best Practices**

- Conference room pilot to gather requirements and secure endorsement of solution and project
- ASAP methodology
- Templated rollout and preconfigured accelerators to speed implementation
- Time going live with business needs
- Dedicated hotline for postimplementation support to ensure timely problem resolution

**Financial and Strategic Benefits**

- Better foundation for future regulatory and compliance mandates
- Better process consistency and content accuracy due to solution-driven automation
- Better brand and revenue protection of U.S. and EU business units
- Increased employee efficiency through process automation and simplification
- Improved analysis capability and usability

**Why SAP Was Selected**

- Substance-volume tracking functionality
- Global label management functionality
- Integration with the company's SAP ERP application and existing product composition information
- Low total cost of ownership
- Strong existing relationship
- Leadership in the chemical industry

**Low Total Cost of Ownership**

- Rapid implementation time
- Minimal customizations required
- Elimination of legacy systems
- Reduction in number of applications to support
- Reduction in number of interfaces
- Reduction in IT spend and revenues
- Tightly managed product scope
- Leverage of existing infrastructure

**Operational Benefits**

- Reduced substance-volume tracking support time, from 4 days to 1 day per month, and reporting process time, from 1 week to 1 day
- Faster access to month-end customer reports – available 1 day after close
- Better management of bill-of-material changes, regulatory data, content, and rules
- Increased capacity to track 2 to 3 million transactions for over 500,000 product and substance items for specific regulations
- Better compliance with regulations through automated generation of shipping labels



“Had we not gone with a solution like the SAP Environment, Health, and Safety Management application, we would not be prepared to respond to today’s global regulatory requirements.”

Kevin Facklam, Director of Regulatory Affairs, INX International Ink Co.

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## Automating to Improve Regulatory Compliance Processes

With millions of pounds of ink each year churning out of its 25 U.S. and 50 worldwide production facilities, INX International Ink Co. prepares reams of documentation to comply with environment, health, and safety regulations. The old authoring software tool INX was using to generate material safety data sheets (MSDS) no longer met the company’s needs. “We wanted to adopt a solution that automated MSDS authoring and would help us better manage our substance-volume tracking information. We generate 300 to 600 bill-of-material documents each day, so automation is a must for us,” says Kevin Facklam, INX’s director of regulatory affairs. INX also wanted to automate the generation of shipping labels to comply with international standards.

## Selecting a Globally Compliant Solution

INX qualified two software solutions but hesitated. “We had implemented the SAP ERP application and wanted to see what SAP had to offer so we could realize the benefits of an integrated environment,” Facklam explains. INX worked with implementation partner Linx/AS, who performed a conference room pilot of the SAP® Environment, Health, and Safety Management (SAP EHS Management) application. INX made its choice. “SAP EHS Management had the functionality we needed,” Facklam says.

## Accelerating the Implementation

Linx/AS performed the implementation in six months, following the ASAP methodology and using preconfigured accelerators and third-party data content. The project’s data migration effort included over 75,000 formula, finished product, intermediates, and raw material substances; 2,000 listed substances; and 50,000 MSDS documents. “Linx/AS handled the template design and made some modifications so the MSDS documents matched our existing documentation,” Facklam adds. INX went live in phases, starting with North American plants. The company used in-house resources to conduct training and set up a dedicated support hotline.

## Working with Automated Processes

The integration of SAP EHS Management with the SAP ERP software eliminated many manual processes and interfaces and increased the productivity of the company’s product stewardship department. “Before, we had two dedicated full-time product stewards authoring all of the MSDS documents. Now we’ve been able to cross-train those individuals in other aspects of product stewardship resulting in more value-added work,” Facklam explains.

## Realizing Better Consistency and Efficiency

Automation has enabled INX to realize better process consistency and content accuracy, along with increased employee efficiency. For example, the software has

greatly automated our substance-volume tracking (SVT) functionality, which has facilitated Superfund Amendments and Reauthorization Act (SARA) reporting and heavy-metal content reporting to customers. “We prepare SVT reports for customers on a monthly basis,” Facklam adds. “We track 2 to 3 million transactions for over 500,000 product and substance items – so this process generates significant data volumes. We used to have a full-time person spend three to four days per month pushing and pulling data for the reports. Now the task only requires one person one day per month.” INX hopes to use this functionality in the future for Registration, Evaluation, Authorization, and Restriction of Chemicals (REACH) compliance coverage.

## Looking Ahead

With SAP EHS Management, INX has not only met its current needs but has also established a better foundation to meet future regulatory and compliance mandates. As Facklam explains, “We are becoming more of a global supplier. Being able to get into an SAP software framework, with a globally compliant solution, was of paramount importance to us.”

## Implementation Partner

Linx/AS is a privately held product lifecycle management consulting firm that provides strategic visioning for new product development and introduction as well as regulatory and compliance.



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