

<b>Company</b>	Eastman Chemical Company
<b>Location</b>	Kingsport, Tennessee
<b>Industry</b>	Chemicals
<b>Products/Services</b>	Fibers and plastics
<b>Revenue</b>	US\$7 billion in 2005
<b>Employees</b>	12,000
<b>Web Site</b>	<a href="http://www.eastman.com">www.eastman.com</a>
<b>SAP® Solution and Services</b>	SAP xApp™ Manufacturing Integration and Intelligence (SAP xMII) composite application

**“Improved use of data will help Eastman Chemical save more than \$10 million this year and next through improved productivity.”**

Jerry Hale  
Vice President and Chief Information Officer  
Eastman Chemical Company

## Challenges and Opportunities

- Free employees from serving as data integrators who manually collect data from multiple systems
- Achieve “single version of the truth” enterprise-wide based on “right-time” actionable data intelligence

## Objectives

- Integrate data from disparate systems to support rapid, consistent decision making
- Provide role-based information tailored to business processes and supported by right-time view into operations

## Implementation Highlights

- Early management commitment
- Application prototyping
- User involvement and in-house skill building

## Why SAP

- Clear superiority of SAP xMII when key criteria were evaluated against other market solutions
- Support for Eastman’s long-term IT goal of achieving a service-oriented architecture
- Ability of SAP xMII to transform data into visually rich, user-friendly, role-specific information

## Benefits

- Anticipated savings totaling more than US\$10 million in inventory, procurement, and other areas due to improved use of data as information
- Reduction in consignment inventory by 8% in the first month and by 23% as of May 2006
- 50% drop in emergency consignment shipments through better inventory tracking