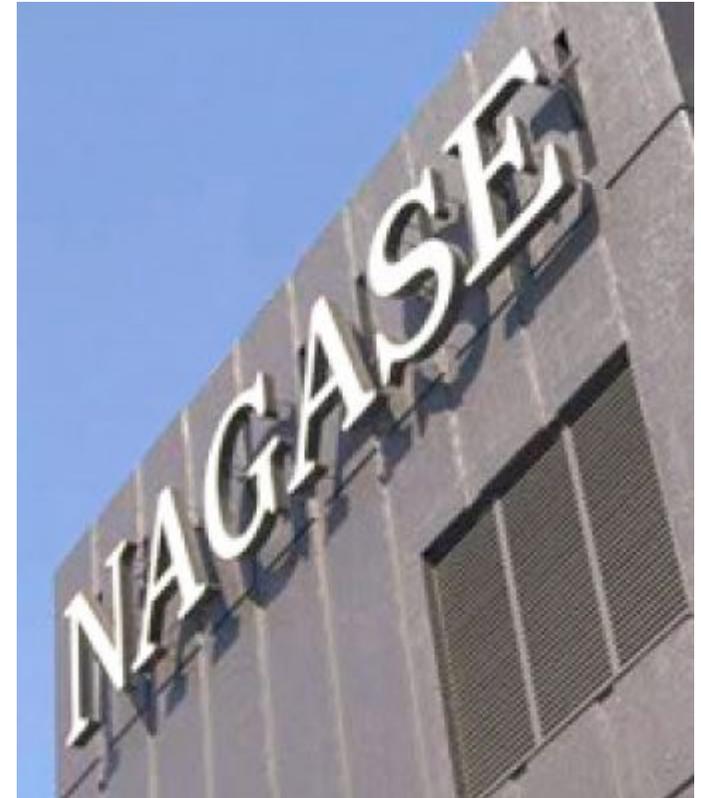# Nagase: Turning Wisdom into Business with a Combination of Technology, Intelligence, and the Ariba® Network

Nagase (Thailand) Co. Ltd. produces chemical materials such as polyurethane resin, additives for plastic, pigment for paint and ink, raw material for resin, agricultural products, metal-working materials, ingredients for cosmetics, and more. The company has aggressive growth goals, including developing new business, expanding market reach globally, and supplying raw materials to any industry for both import and export.

To help achieve its goals, the company turned to the Ariba® Network. Now it has reduced the time and cost of purchase order (PO) follow-up and acknowledgment. The result is greater visibility and efficiency of PO tracking and management – creating more time to focus on core business and accelerating response times to customer requirements by 80%.

Picture Credit | Nagase (Thailand) Co. Ltd., Bangkok, Thailand. Used with permission.

Better PO tracking and management

Company (Supplier)
Nagase (Thailand) Co. Ltd.

Headquarters
Bangkok, Thailand

Industry
Chemicals

Products and Services
Chemical industrial materials such as polyurethane resin, additives for plastic, agricultural products, metal-working materials, ingredients for cosmetics, all polyolefin plastic, and engineering plastic resin

Employees
140

Revenue
US$300 million

Web Site
www.nagase.com

Objectives
Move away from outdated and inefficient processes of e-mailing and faxing POs and invoices

Why SAP® Ariba® solutions
The Ariba® Network, which helps process purchase orders (PO) effectively

Resolution
- Easily adopted using the Ariba Network within a short period of time
- Gained the ability to receive and acknowledge POs through the Ariba Network

Benefits
- Reduction of PO follow-up and acknowledgment of time and cost
- Decrease in human error
- Increase in visibility and efficiency of PO tracking and management

80%
Faster response time to customer requirements

Faster
PO processing

Greater
PO visibility

More
Time to focus on core business

"Using the Ariba Network, we have a system to process purchase orders more effectively and time to focus on our core business and profitability. We feel more connected and respond to our customer requirements 80% faster. When you can trace a PO through the same system with customers, a pile of e-mails can be ignored."

Mr. Chaiyaboon Phaimanee, Assistant Sales Manager, Performance Chemical Section, Nagase (Thailand) Co. Ltd.

SAP Ariba

SAP