

WAM Systems delivers advanced supply chain planning and visibility solutions designed for companies in the process industry.

Our enterprise solution, Picaso™, provides industry-leading functionality and visibility to enable supply chain executives to optimize production, minimize costs and inventory, react to unplanned disruptions and maintain high customer service levels.

To help maximize the benefits of our solutions, we also offer industry best-practices benchmarking and consulting services which help companies assess tangible benefits for process and toolset improvement.

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The New Normal : The Economy and Its Affect on Inventory Management Strategy

A Message from WAM Systems' CEO, Jack Weiss

"There is a glimmer of hope that we are in the early stages of economic recovery. This means different things to different people. Anecdotally speaking, for WAM customers it means wait and see.

Demand remains way below historical levels in many process industry verticals and margins remain thin for many of you.

Supply chain planners in the markets we cover are not convinced that they've turned the corner and they are certainly not yet building inventory in anticipation of a turnaround.

In discussing the current state of SCM with WAM's customers and services team, I confirmed the 'new normal'.

Manufacturers are getting by with lower inventory levels, reduced head count, and excess capacity. Some fear it could be years before business volumes and profits approach pre-recession levels.

Sales and Operations Planning (S&OP) processes have been revised in many companies to accommodate the high degree of demand forecast uncertainty.

Statistical forecasting is being de-emphasized in favor of soliciting market intelligence more frequently from sales account representatives and customers.

Planners, product managers, and marketing & sales teams who once met monthly for a formal S&OP review are now meeting bi-weekly or even weekly, looking for evidence that markets are behaving as predicted. It's all about maintaining operating flexibility and reacting quickly to vacillating demand.

Looking forward, process manufacturers will strive to survive with lean staff and lean inventories while closely monitoring the market for signs that a sustained recovery is underway.

Those who recognize a market turnaround early and who can respond quickly stand to gain market share at the expense of competitors. Those employing a more frequent S&OP cycle will increase their odds of catching the recovery wave first."



Jack Weiss
CEO & Founder, WAM Systems

WAM/ORTEMS Supply Chain Planning Solution Shown At Leading North American Pharmaceutical Conference

20-Year Supply Chain Solution Provider Brings Industry Expertise to LogiPharma 2009



WAM Systems will have a sponsoring role in the upcoming LogiPharma 2009 conference in Philadelphia.

Billed as the premier North American Pharmaceutical Supply Chain Event, LogiPharma brings together supply chain executives from leading industry manufacturers and distributors to discuss current challenges, as well as to share proven solutions and strategies that can improve and streamline supply chain and logistics processes.

"We view LogiPharma as the ideal opportunity to connect with some of the world's largest pharmaceutical companies, and exchange ideas and best practices in supply chain management addressing the specific issues facing this industry", said Jack Weiss, CEO of WAM Systems. "Over the last 20 years, we have grown our supply chain planning solutions and consulting expertise through hands-on experience and collaboration with companies throughout the process industry. We place high value on research and analysis supported by input from people on the front lines of planning issues. Sponsoring this conference allows us to connect with pharmaceutical executives and raise awareness of our track record helping companies improve their supply chain planning."

Joining WAM at this year's conference will be key partner, ORTEMS, helping to co-present the WAM/ORTEMS supply chain planning solution for

the pharmaceutical industry. The WAM/ORTEMS solution merges detailed scheduling with advanced planning, forecasting and visibility to bring a comprehensive planning and optimization software suite to an industry seeking the benefits of optimized global supply chain operations. Over the last 20 years, WAM and ORTEMS have helped extend the functionality of process industry ERP, SCM and MES solutions. The team currently supports thousands of customers in over 40 countries across the globe.

This year's conference—at the Loews Hotel in Philadelphia—runs from September 21-23 and features speakers from Pfizer, Novartis Pharmaceutical Corporation, Abbott Laboratories and GlaxoSmithKline.



WAM Sponsors Supply Chain Regional Roundtable in Houston

Focused Roundtables Gather Members of WAM's Extended Supply Chain Community for Topical Discussion



WAM Systems will hold the second of two Regional Roundtables for 2009 in support of its global WAM Systems Insight conference. This first event, held on June 10th in Philadelphia, was an opportunity for members of the extended WAM community to meet for an engaging discussion on the challenges and trends facing supply chain executives in this challenging year. The second roundtable event will be held on Wednesday, October 14 in Houston.

“One of the most valuable components of our annual WAM Insight conference is the many one-to-one meetings that occur between supply chain planning veterans: sales, marketing, planning, scheduling, directors, vice presidents – everyone involved in the process of managing and overseeing the planning process,” said Jeff Burns, Vice President of Marketing for WAM Systems. “For 2009 we chose to accommodate the economic restrictions that so many companies are dealing with and present regional events in locations that could reach as many members of the WAM community as possible. Our upcoming event in Houston has gained a lot of interest and will no doubt be a successful in driving discussions among supply chain executives coping with reduced customer demand, volatile prices, and excess capacity—issues particularly relevant to 2009’s tough business climate.”

WAM’s main conference, WAM Insight, is planned for early 2010 and will follow the same format as in previous years which included 2 days of supply chain case study presentations, technology reviews, industry commentary, WAM’s own benchmarking program insights and numerous networking opportunities among the audience of supply chain executives.



WAM Systems Partners with Celanese to Support United Way

Sponsorship of largest donation event in Dallas-Fort Worth United Way history

On Monday, September 21, 2009 Dallas-based Celanese Corporation (NYSE: CE) will be hosting a golf tournament charity event to benefit the United Way. Celanese—as part of its community relations program in the U.S.—supports local United Way organizations. The chemical producer is committed to corporate citizenship and invites its business partners to join the cause.

WAM Systems is making its second appearance in support of the event, extending its role to include an additional sponsorship donation to benefit the America Cancer Society—a United Way partner agency.

“WAM and its employees regularly contribute to volunteer-supported organizations,” explains John Kamal, WAM Systems’ COO and participant in the tournament. “I’m pleased to again represent WAM in this event and help Celanese build on its successes giving back to the community.” Joining John Kamal on the links will be TC Baker, WAM Systems’ Vice President of Industry Solutions.

In 2008 the event spurred Celanese to its most successful campaign yet, earning them recognition via the United Way of Metropolitan Dallas’ Spirit of Caring Award. The tournament is scheduled to take place at the Hackberry Creek Country Club in Irving, Texas.



WAM Systems to Share Industry Best Practices at Leading Chemical Conference

CEO and COO Will Open the Conference with Insight Gathered from the Company's Four Year Process Industry Benchmarking Study



WAM Systems is returning for a fifth consecutive year as host of LogiChem USA, now known as SCMchem. The two day conference gathers chemical supply chain executives together to discuss opportunities for cost reductions, increased effectiveness and preparation for future growth. Several leading themes are emerging for this year's conference. Presentations and roundtable discussion will center around the following:

Improve demand planning and forecasting accuracy in a volatile environment for planning efficiencies

Re-balance your inventories and service levels to free up working capital

Maintain large-scale process changes whilst dealing with day-to-day realities

Optimize your global logistics and distribution network to increase supply chain flexibility and decrease costs

Do more with less; Make the most of your available resources in times when resources are tight

Position yourself for upturn growth and sustain your business during downturn

Other featured presentations include a "Recession Rebuttal: Best Practices For Freeing Up Working Capital" supported by a panel of executives from BASF, Cabot, Clariant, DuPont and Intertape, sharing how to optimize & re-balance inventories, service levels and S&OP processes. Dr. Haakan Jonsson, SVP & Head of Supply Chain Center for Bayer MaterialScience will discuss the importance of downturn preparedness and upswing capitalization according to the chemical industry's economic cycles in a presentation entitled "Charting A Comprehensive Course For Best-In-Class SCM". Also scheduled is a discussion on volatile demand, supply risk and bail-outs around the globe affecting chemical supply chains led by Gary Miller, VP Global Supply Chain and CPO of A. Schulman.

"We are pleased to be able to once again contribute to the LogiChem / SCMchem conference which has become such a valuable opportunity for

chemical industry executives to discuss the critical issues impacting their decision making and planning efforts throughout the year," said John Kamal, COO of WAM Systems. "Through our benchmarking program, we have been able to reach out to hundreds of supply chain executives and get a very thorough understanding of the specific challenges that they're facing and how their attempts to address issues like drops in demand, excess / imbalanced inventories and fluctuating costs are succeeding. This year, we will be able to again share our findings and highlight some of the ways in which companies have been able to overcome these challenges."

The SCMchem conference will be held at the JW Marriott Buckhead in Atlanta, Georgia on November 12-13, 2009.



Benchmarking Surveys

WAM Systems is conducting a series of benchmarking surveys with process companies throughout the world in an effort to assess the overall maturity of industry supply chain practices. The purpose of these surveys is to help you compare your company's supply chain process maturity with that of your industry peers. Each survey is composed of a telephone interview and final report. Sign-up now to participate and receive your personalized company report.

Partner Program

At WAM Systems, we continually reinforce our commitment to create competitive advantages for our customers by teaming up with key business partners. We have developed strategic alliances with leading technology companies to deliver supply chain planning solutions to substantially improve profitability through measurable cost reductions and optimization of operations. WAM Systems is always looking for top-notch partners. If you are interested in establishing a mutually beneficial alliance with WAM Systems, please contact us at our corporate headquarters.

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