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Arkema Global Initiative: Standardizing Best Practices and Tools

WAM is pleased to [welcome Arkema](#) to the WAM customer family.

Together, we have entered into a definitive agreement to implement the WAM supply chain planning solution in support of Arkema's global Kynar® polyvinylidene fluoride (PVDF) product line, a thermoplastic resin.



The solution implemented at Arkema includes planning feedstock and raw material supplies. The global Sales & Operations Planning models are to generate multi-period purchasing plans that support production plans driven by market demands. The models will incorporate financial considerations to accommodate vendor selection when multiple raw material sources exist. The support system is

Industry Benchmarking



Free and confidential, our ongoing industry benchmarking surveys have been used by 100s of process manufacturing companies to help identify potential areas for improvement and begin to build a case for process change within their organization.

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To be a part of our survey, please call:

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based on a multi-user, enterprise software platform to be shared across all Arkema business units. This will permit synchronizing upstream sourcing whether from external suppliers or from other Arkema business units.

"We selected WAM after an extensive evaluation of planning solution market leaders," explains Dominique Petit, Arkema supply chain solution project manager. **"This global initiative will be a catalyst to standardizing tools and sharing supply chain management best practices across Arkema."**

Chemical and Pharmaceutical Front Lines in Europe

by Jack Weiss

We were proud to take on sponsorship roles at two industry conferences in April - LogiChem Europe and LogiPharma Europe.

At LogiPharma in Geneva, my presentation reviewed the state of supply chain planning in the pharmaceutical industry in light of current economic conditions. The industry faces many of the same challenges encountered by most industries including volatile demand, high raw material prices and increased competition. In addition, pharmaceutical manufacturers face a variety of unique challenges including loss of patent protection on blockbuster drugs, intense competition from generic drug manufacturers, skyrocketing R&D costs, and market uncertainties associated with pending health care reforms.



I also highlighted some of the key supply chain initiatives leading pharmaceutical companies are undertaking to overcome market challenges. These include improving

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Upcoming Events

Our fall events schedule is shaping up. We are sponsoring



collaborative demand planning business processes, revising manufacturing strategies to improve supply flexibility, and integrating financial analysis into the sales and operations planning process.

We look forward to taking part in next year's European supply chain industry events.

WAM Asks: Where do you turn for industry news?

In the heat of battle, having the right information is critical. Where do you turn for the latest supply chain headlines? Industry analysts? Supply chain watchdogs? Do you read

AMR/Gartner? Or regularly visit Supply Chain Brain?

WAM
WAM Asks: Where do you turn for critical industry news?

1. How do you get your industry news? Choose the outlet (consider both online and print editions) and the frequency you read.

	Every Day	Every Week	Once/Twice a Month	Occasional	Never Read
Alberdeen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
AMR/Gartner	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ChainWeek	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SC Digest	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SCM World	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
SCMSupplyChain.org	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supply Chain Brain	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supply Chain Council	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supply Chain Management Review	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other, please comment with this:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Take a moment to participate and see where your colleagues are turning for timely headlines from throughout the industry.

[Click here to respond and view the results.](#)

Bloggng from the desks at WAM

Have you visited the [WAM blog](#)?



It's the place to keep up-to-date with and share your opinions on the latest trends and industry news.

October 4 -5
Hyatt Regency
Boston, MA



November 8-12
Omni Dallas Hotel
Dallas, TX

Though our corporate web site is still a great resource for information about WAM and the industries we serve, the blog includes a more personal take on the news and trends.

We look forward to reading your comments and feedback.

[Click through to visit.](#)

Insights from Insight

As mentioned in last quarter's newsletter, we started a conversation within the WAM community -- a conversation about shared experiences and solid steps being taken to maximize performance during the recovery.

The kick-off of this conversation was an April webinar - "Get Your Supply Chain Back on Target in 2010" - John Kamal and Paul Lord of AMR/Gartner discussed the technology trends and real-world examples of industry leaders preparing for recovery. The recording is available [here](#).



During the first week in May, we welcomed members of the WAM community to Plymouth Meeting for a user conference. It was two days of presentations and discussions about the recent challenges and successes in the process industries.

The presentations by supply chain leaders showed concrete steps taken to navigate the troubled waters of 2009. In an afternoon roundtable session we shared many accomplishments, challenges and insightful best practices that companies are employing to move forward.

We look forward to continuing these conversations into 2011 with all members of the WAM community, both in person and online.

Click [here](#) to learn about our recurring WAM Insight conferences.