



CASE STUDY: NTE/Mays Chemical

Supply Chain Efficiencies Save over 10% of Annual Budget

When Mays Chemical, a diverse chemical distributor, decided to replace its existing trading partner connectivity technology and VAN solutions with NTE's B2B Collaboration in order to improve connectivity and streamline communications with all its trading partners, it was not a decision made overnight.

The company's new Manager of IT, in analyzing the cost versus value of their current solutions and processes, recognized a challenge with connectivity to customers, rate of deployment of new trading partners, and cost to support.

Additionally, the company utilized the services of a contractor to bring on board new trading partners.

"We were heavy on manual processes; we had no consistency with how orders were received among all our trading partners; and we had a single bottleneck for bringing on new ones, because at the time all knowledge of EDI was with one resource," said Keith Dix, Manager of IT for Mays Chemical. "And then there was the issue of cost. We needed to streamline."

In the company's search for a new way of doing things, they looked at a handful of vendors with product solutions inclusive of mapping and translation vendors, and trading partner network connectivity and communications solutions. Additionally, those vendors evaluated needed to meet Mays Chemical's key criteria: cost efficiency, ease of use, high level of service and reliability, and Software as a Solution outsourced model.

After evaluating their options, Mays Chemical entered into a trial period with one of their newer EDI customers with fairly consistent and high order volume, utilizing the technology solution of NTE's B2B Collaboration.

Throughout the trial, Mays Chemical was able to collect the data necessary to prove this new solution was more than acceptable. "It was a very smooth process," said Keith Dix. "We ended up implementing the trial with NTE side-by-side with our current process of connecting to our customer for receiving orders thru the invoicing process in order to have a no-risk, check-and-balance system until it was proven to move forward. It is what ultimately led to the decision to go with NTE." Once the data was collected, Mays Chemical and NTE put an economic model together, and deployed the solution from there.



The decision to transition to NTE's B2B Collaboration has met Mays Chemical's competency and service goals and provided numerous results. From a cost perspective alone, they eliminated their VAN, their contractor for deploying trading partners, and the need for internal servers. Their overall IT budget has seen a reduction of (10%) ten percent.

Internally, Mays Chemical has eliminated manual data entry, improved the efficiency of adding new trading partners and documents, and improved their accessibility to data using NTE's online portal. The company has realized significant value with NTE's solution.

"It is very good," said Keith Dix. "Before, they [Mays Chemical] had always used internal resources for EDI, and were hesitant to move to a different model. But now, we believe in the change in technology and the solution NTE has provided."

About Mays Chemical

Headquartered in Indianapolis, Indiana, Mays Chemical is a fully integrated chemical distributor, recognized as an optimal source for chemicals, related raw materials, formulated products, outsourcing services and chemical management expertise. For over 30 years, Mays Chemical has and continues to provide value via customized plans to coordinate the purchase and delivery of products and services. These tailored programs range from basic consolidation to on-site vendor and chemical management programs designed to increase profitability. Industries served include food and beverage, pharmaceutical, automotive, personal care, electronics, laboratory and healthcare, pulp and paper, and chemical processing. For more information, visit www.mayschem.com.

About NTE

NTE LLC delivers Software as a Service (SaaS) technology solutions to improve supply chain efficiencies globally across all industries. The NTE Solutions – Order Management, Warehouse Management, Transportation Management and B2B Collaboration - provide retailers, manufacturers, and third-party logistics providers with the ability to improve decision-making, reduce costs, and increase customer service across their supply chain. Through innovation and leading-edge technology, NTE provides a complete platform for supply chain planning and execution, and managing B2B business processes. For more information, visit www.nte.com.