



SULZER

Sulzer Metco

INDUSTRY

MECHANICAL ENGINEERING

SUBJECT

GLOBAL RISK AND COMPLIANCE

TECHNOLOGY

SAP GLOBAL TRADE SERVICES (SAP GTS)

SECURE FOREIGN TRADE



'We have been able to reduce repetitive tasks and error risk considerably with the introduction of the automated sanctions lists alignment system. The responsible staff members can now concentrate on the efficient management of the few exceptional cases.'

**Andrea Sauer, Project Leader,
Sulzer Metco AG**

Sulzer Metco uses an SAP solution to synchronize security and efficiency in foreign trade. The SAP Global Trade Services solution inspects client contracts and orders, and synchronises them with current sanctions list. Order processing is immediately stopped as soon as the system finds a correlating discrepancy. Responsible staff members now only have to control the process by exception.

Sulzer Metco provides the automotive and aerospace sectors; as well as the power-production, oil, natural gas, chemicals and mining industries; with surface-coating technology. However, the globally active company is also obliged to determine whether contracts and orders have come from clients who are on EU or USA sanctions lists. Sanction contraventions can lead to sensitive punishments – including prison sentences for the responsible parties, not to mention the damaged reputation to the business.

Automated comparison minimises errors and expense

Until now, Sulzer Metco has had to manually compare client contracts and orders with sanctions lists. However, this method is both complicated and susceptible to error, as the sanctions lists can change during contract processing. This is the perfect scenario for IT support from SAP Global Trade Services (GTS). One of the decisive advantages of the SAP foreign-trade solution was its unique compatibility with Sulzer's existing ERP system. Orders from every client can be controlled throughout the entire processing chain, from order entry to invoicing. The GTS system automatically updates the official sanctions lists from the authorities – additional security without any extra effort. The order is automatically stopped as soon as the system discovers any corresponding discrepancies. The responsible employees can control every instance and implement the appropriate measures. The risky individual inspection for foreign trade processes is therefore, transformed into management by exception.

SULZER

Sulzer Metco

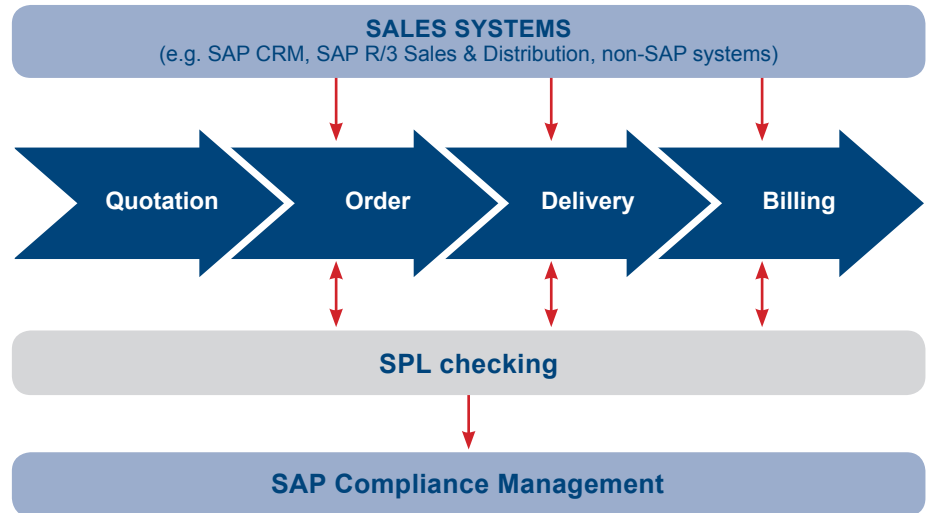
About Sulzer Metco

Sulzer Metco coats and finishes surfaces, for which it produces materials and plant and develops treatment processes for special components. The coatings improve the performance and safety of highly stressed critical components, lengthen their service life and thus reduce the maintenance work required.

A global network of research, production, marketing and service guarantees clients the worldwide availability of products and services, in addition to comprehensive technical support. The products and services of Sulzer Metco take in plant and materials for thermal spraying and thin coating processes, as well as technical service.

Sulzer Metco concentrates on growth markets, such as aviation, energy and automobile production, as well as a range of special markets, such as printing, paper, medicine, steel and textiles.

SPL checking in the sales process



The advantages to Sulzer are:

- Permanent, automated comparison with legal provisions
- Central use and constant updating of data, such as international sanctions lists and internal company positive lists
- Continuous IT support for compliance checking and the management of critical events
- Greater transparency on the cross-border flow of goods and documentation of the checks
- Full integration with SAP ERP
- Use of further features of SAP GTS possible

Supervision of all the various sales processes

J&M initially analysed the existing sales and distribution procedures before implementation of the system. Because Sulzer Metco produces machines, materials and services, the various sales processes posed quite a challenge. The J&M consultants developed a concept for the inspection process together with the appropriate Sulzer Metco employees. At the beginning of June 2008, just four months after its conception, the system was fully operational. At Sulzer Metco, the compliance requirements were the decisive factor leading to the choice of SAP GTS. In addition, the GTS solution offers further features that can be used by Sulzer Metco in the future.

J&M CREATED VALUE

- Minimisation of errors and liability risks
- Increase in efficiency
- Continuous, automated checks with constantly updated data
- Avoidance of costly delivery delays
- Full integration with SAP ERP