

USA Sugar Co. Key Facts

Assets:

- 180 000 acres of farmed land
- 12-story, 300,000-square-ft refinery
- 2000 Employees
- Own 156-mile railroad, 1000 railcars

Annual Production, Sugar:

Approx. 700 000 tons

Annual Production, Orange Juice:

Approx. 100 Million Gallons of OJ

ERP Systems:

Centralized Procurement Team
Using SAP ECC6 transitioning to
SAP S/4HANA Cloud Private
Various Microsoft Reporting Tools

Level of In-House ERP Knowledge:

Excellent SAP experience

Level of Purchasing Knowledge:

High. Sourcing Innovators. Looking to
increase the level of spend coverage
to include all indirects in detail.

Refresh License:

Refresh Desktop & Refresh Server

Current Status:

Tagged all SAP purchase order lines
to UNSPSC as part of the medium
term purchasing strategy

Refresh Languages installed:

American English

Combined Standards in Refresh:

UNSPSC Segment
UNSPSC Family
UNSPSC Class
UNSPSC Commodity
ISO 8000 Noun Qualifiers for all
Items and Services category-wide
HTS – Harmonized Tariff Codes
Agribusiness & Industry specific
ontology for SAP Supply Chain
Attribute ontology for all material
masters with priorities, values, units.



Refresh™ Data Standardization Software Project Case Study: Automatic Standards for the Largest Sugar Co. in USA



Business Challenge:

For one of the world's leading producers of sugar, a key challenge is always how to **cut costs and spend** on an increasing amount of materials from such a large supplier base. Their sugar plant is the largest, most technologically advanced, fully integrated cane sugar manufacturing facility in the world which means excellent production figures, but on the flip-side it also means quite a diverse range of items of supply being bought daily through many purchasing routes.

In terms of in-house software tools, the organization had been running SAP for many years as well as some best-of-breed Microsoft tools. However, the current tools were not the main problem – the underlying raw data was the real issue. It was extremely tough to get users to provide trustworthy spend classes / material groups across an extremely varied range of commodities - from services all the way through to specific bagasse-fired boiler spare parts.

The main problem remained: **how best to automatically tag all materials and purchase line items to UNSPSC?**

A second, more labor intensive issue was also important to solve: **how to get standard Noun:Modifier material descriptions – reducing duplicates & off-contract spend?**

After investigating the market for a specialist tool and including in-depth and live demonstrations of own-material cleanse rates & SAP integration tests, Refresh™ Desktop and Server software were both selected to be rolled out across the entire supply chain base.

Some factors key in the selection of Refresh™ included:

- + Low software license cost and low implementation effort
- + Ease of use allowing the right person to do the job quickly
- + Deep Global International Standards experience & content
- + Pre-Built dictionary and ontology ready to use on day 1
- + No need to modify the SAP system / use SAP resources
- + Fresh's agility in customer customization of software
- + Coverage of diverse spend categories including special experience with other large agribusiness customers

The Solution:

Refresh Desktop was deployed within one week of purchase so the standardization of the purchase lines could commence in record time. The original Refresh dictionary already included additional noun-modifiers especially from the agricultural, services and chemical families, given that Fresh International already had many similar customers. The total number of noun-modifiers in the final delivered **ontology, dictionary & taxonomy** exceeded 27000.

The purchasing team and especially the lead purchasing analyst was quick to pick up the Refresh tools and actually start the full cleanse during the kick-off workshop itself.

Refresh - USS_1000 - English

Project Cleansing De-duplication Settings Help

Edit results

Material Filter Configure columns

Clean	Material no	Old description	Vendor	Certainty	Material group	UNSPSC #	New d
	20004050	SWITCH, STARTER...	ORIGINAL ECU...		MODA ECU	39.12.15.71	STARTER
	20001351	SWITCH, TOGGLE, 120V 15A, 3...	HUGHES ELEC...		ELECTRIC	39.12.15.07	SWITCH
	20001812	SWITCH, TOGGLE, 120V 15A, 0...	PERFORMANC...		ELECTRIC	39.12.15.07	SWITCH
	20004136	TAPE, DUCT, 2" X 60 YD, SILVE...	PASTENAL CO...		IND SUPPLY	31.20.15.01	TAPE
	20004059	TAPE, ELECTRICAL, 1/2", VINYL...	HUGHES ELEC...		ELECTRIC	31.20.15.02	TAPE
	20004058	TAPE, ELECTRICAL, 1/2", VINYL...	HAGEMEYER N...		ELECTRIC	31.20.15.02	TAPE
	20004050	TAPE, ELECTRICAL, 1" X 30' R...	REVEL CONSO...		ELECTRIC	31.20.15.02	TAPE

Possible Dictionary matches: 116

eO...	Title	Score	Type	UNSPSC #	UNSPSC Title	Description
18542	SWITCH-ELECTRONIC	6 N	39.12.15.00	Switches and con...	An electronic device w...	provides for the trans
18554	SWITCH-ENCLOSED	6 N	39.12.15.01	Safety switches		electrical signal inpu
6302	SWITCH-ENGINE START...	6 N	39.12.15.00	Switches and con...		component to another,
6300	SWITCH-ENGINE TEMPE...	6 N	39.12.15.00	Switches and con...		two or more components
94146	SWITCH-FIBER DISTRIB...	6 N	43.22.26.12	Network switches		also provide a continu
18752	SWITCH-FIBER OPTIC	6 N	39.12.15.00	Switches and con...		
18555	SWITCH-FIBER	6 N	39.12.15.00	Switches and con...		

Refresh Desktop identified many items automatically at 1st pass

This purchasing automation is now also being embedded in the procure to pay transactions themselves within the purchasing process and inside the ERP system.

Short and long descriptions

Short description Additional languages Basic data long text Inspection text Purchase order text

Language: EN Description: SUGAR ANALYSIS MACHINE Standardize

New description: ANALYZER SUGAR

Language: EN Description: ANALYZER SUGAR

Language: FR Description: ANALYSEUR SUCRE

Language: DE Description: ANALYSEUR SUCRE

Language: ES Description: ANALIZADOR DE AZÚCAR

Basic data / ERP data / Purchasing data / Plant data / Accounting data / Additional data / Standards / Classification / Approvals

Standards

#OTD class	UNSPSC code	Intrastat / HS code	Control code	Description
34461	41.11.33.23	90270000	90270000	ANALYZER SUGAR
				Sugar analyzers
				Instruments and apparatus for physical o...
				Outros instrumentos e aparelhos

Refresh Server is being rolled out to automate all texts and classes

Key Business Benefits:

The company has been using the Refresh software to cleanse and manage materials across all departments - for all products, from all suppliers. For the Operations team the main benefit is simple: **finding their materials easily**. For Strategic Purchasing the main benefit is **a detailed view of each purchase, highlighting common purchasing trends** across all divisions, and categories.

The Operational Purchasing team can also use this data to develop their daily strategies accordingly, ensuring that the company is achieving true value for money from all stakeholders and unearthing real nuggets leveraging this new **foundation data for the SAP AI-enabled enterprise**.