



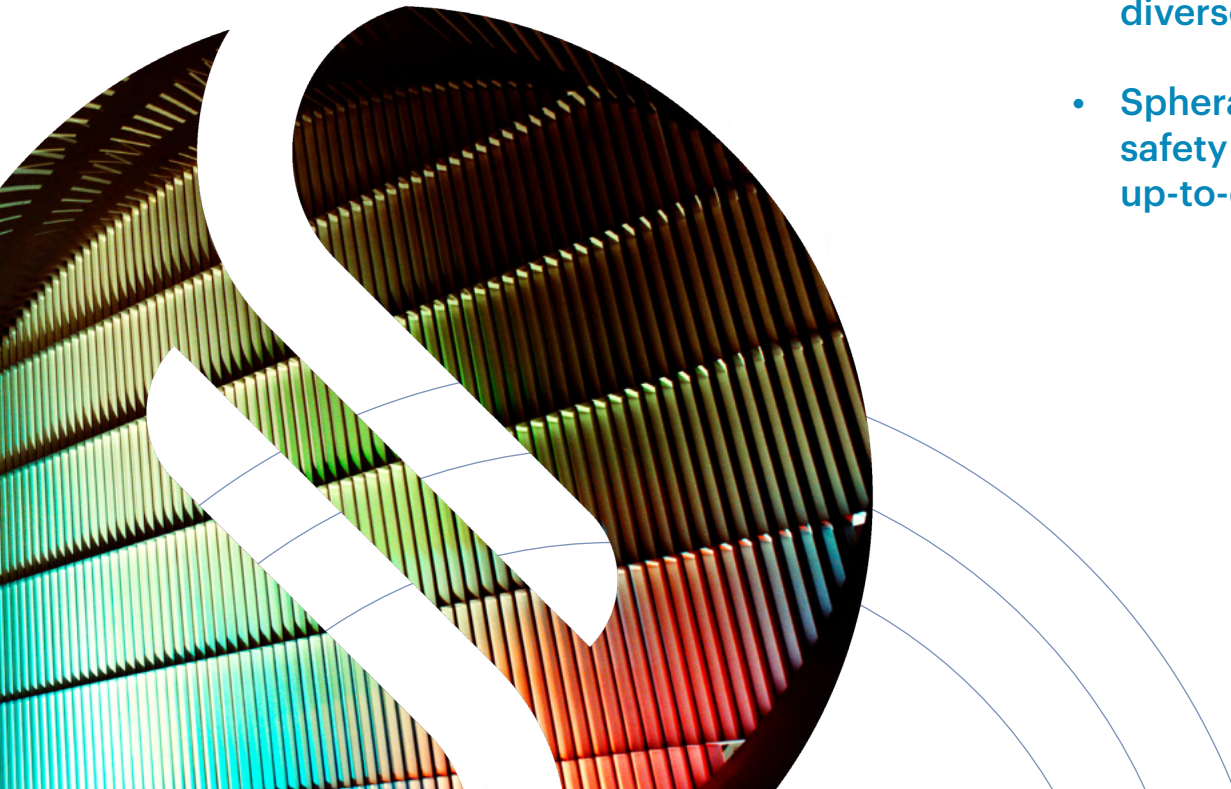
# TRANSFORMING COMPLIANCE INTO COMPETITIVE ADVANTAGE



At Sphera, we believe that compliance should be more than just a checkbox—it should be a strategic advantage. With our innovative Product Stewardship solutions, we empower organizations to navigate complex regulatory landscapes, mitigate risks and drive sustainable growth. Join us on a journey to unlock the full potential of your Product Compliance (PC) initiatives.

In a crowded market of EHS software providers, Sphera stands out as a leader in Product Stewardship solutions. While competitors like 3E, Lisam Systems, VelocityEHS and UL Solutions offer similar offerings, Sphera's unique strengths and capabilities set us apart from the pack.

- **Over 1,000 global customers trust Sphera to manage their compliance and sustainability initiatives.**
- **Our solutions are deployed in more than 50 countries, supporting organizations across diverse industries.**
- **Sphera's platform processes over 10 million safety data sheets (SDS) annually, ensuring up-to-date compliance.**



# Key challenges faced by customers

Organizations today face a myriad of challenges in managing chemical compliance, product safety and sustainability initiatives. These challenges include regulatory complexities, supply chain risks and the need for real-time visibility into compliance data. Choosing the right software solution is crucial to addressing these challenges effectively and achieving compliance excellence.

**Meet Yara**, the world's largest fertilizer company and a leading chemical manufacturer, specializing in ammonia and nitrate production, with operations in 50 countries supporting sales in over 150 countries. To sell its solutions for sustainable agriculture in international markets, the company must ensure that its products are always in full compliance with a multitude of health, safety and environmental (HSE) regulations and standards.

Yara had to tackle the introduction of the REACH and GHS-EU legislation in Europe, therefore they re-examined the software tools for the authoring of safety data sheets with the aim to create an integrated system with SAP. Yara's business is SAP-based and Sphera offers an application called Compliance Engine for EHS, which is complimentary to the SAP offering, so they were able to leverage Sphera's solution with an SAP EHS background platform.



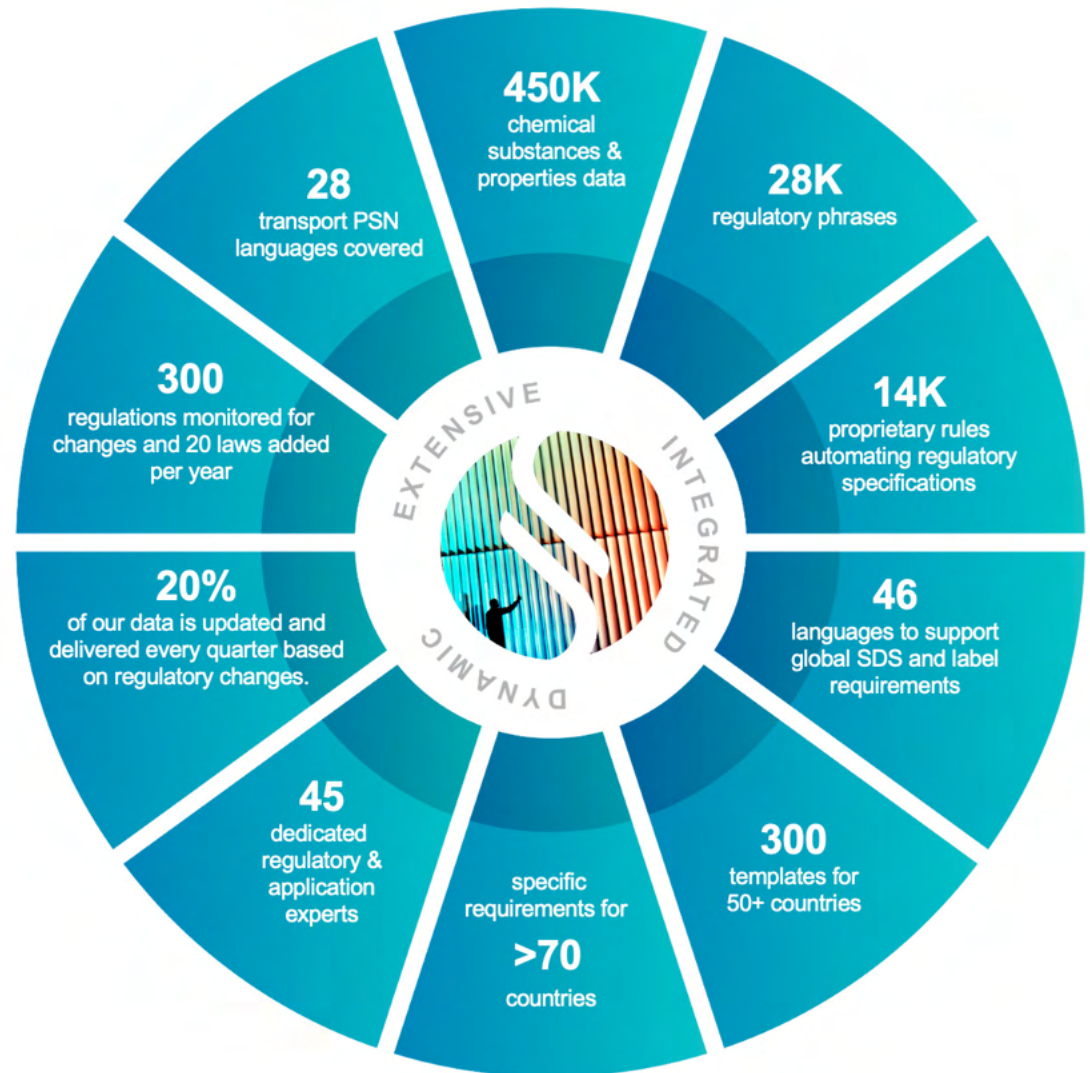
## Sphera's value proposition:

- **Data Accuracy assurance:** Employ a relentless approach to ensure your data is consistently accurate and readily available, guaranteeing compliance and operational efficiency.
- **End-to-end SDS Management:** Seamlessly manage safety data sheets from creation to distribution, ensuring compliance with global regulations.
- **Regulatory Insights:** Stay ahead of regulatory changes with real-time updates and expert analysis through focus groups and customer service, tailored to your industry and geographic location.
- **Elevated Compliance Solutions:** Seamlessly meet your compliance requirements with our ready-to-use applications that are tailored to your specific needs. Our tools are meticulously crafted to fulfill your requirements from day one, ensuring a smooth and efficient compliance.
- **SAP Integration:** Our solution integrates seamlessly with SAP EHS, providing a centralized platform for managing product compliance data. Say goodbye to manual processes and disparate systems, and hello to simplified compliance management.

**Our value proposition lies in our commitment to innovation, expertise and customer success. Our comprehensive suite of Product Stewardship solutions is designed to meet the diverse needs of organizations across industries, providing unmatched functionality, scalability and regulatory expertise.**

## Sphera excels in several key areas:

- **Advanced Technology:** Sphera offers cutting-edge technology and advanced analytics tools to drive informed decision-making and streamline compliance processes.
- **Regulatory Expertise:** With decades of experience in regulatory compliance, Sphera provides unparalleled expertise and guidance to help organizations navigate complex regulatory landscapes.
- **Industry Expertise:** With Sphera's authoring solutions, industry-leading content is at your fingertips so you can comply with confidence.
- **Scalability:** Sphera's solutions are scalable and adaptable to meet the evolving needs of businesses of all sizes, from small enterprises to global corporations.
- **In-house synergy:** Providing a cohesive solution for your needs, with software, content, and consulting services all offered under one roof by Sphera.



# Customer success stories

Don't just take our word for it—see how Sphera has helped organizations like yours achieve compliance and sustainability success. Read our customer success stories and discover how Sphera's solutions have transformed businesses and driven measurable results.

## Northrop Grumman

Northrop Grumman, a leading global aerospace and defense technology company, realized that their homegrown tool for managing safety data sheets was no longer working for them. It required the team to manually enter data into its ERP system, and much of the old data could not be queried. When ECHA REACH came out in the early aughts, Northrop Grumman knew it was time to look for a better solution.

When the team at Northrop Grumman made the decision to implement a true chemical management solution, they launched an official RFQ process with three major vendors. During this process, Sphera's Chemical Management solution rose to the top as the clear choice for their team. The ability to connect to their ERP system, the amount of data Sphera indexes and the ability to query and join information, including GHS status, were top reasons for the company's decision. Sphera's Chemical Management was initially deployed at 12 Northrop Grumman sites and, over the years, has expanded to serve 50 sites.

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## Horiba

Based in Japan, Horiba is a multinational manufacturer of measuring and control instruments. It specializes in manufacturing emission measurements systems, environmental measuring instruments, medical diagnostic analyzers and a wide range of scientific analyzers. The company has locations in over 25 countries and sells in multiple markets across the globe.

Due to heightened regulatory demands, including compliance with the UN Globally Harmonized System of Classification and Labelling of Chemicals (GHS) and the necessity to generate Safety Data Sheets (SDSs) in multiple languages, Horiba sought SDS authoring software. Finding no Japanese solutions capable of supporting all required languages, Horiba turned to Sphera's Intelligent Authoring solution. Recommended by one of Horiba's overseas group companies, which was already utilizing the solution, Sphera's extensive language support and existing usage within the group company made Intelligent Authoring the obvious choice.

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## Why choose Sphera?

- **Industry-tailored excellence:** regulatory content and data experts working to ensure that all regulatory changes are current and accurately reflected in our system
- **Strategic ally and insightful consultant:** Our team of experts will offer focus groups and provide enhanced information to harness our solutions for continued success.
- **Reduce total cost of ownership:** 30% reduction in manual compliance costs.
- **Global expertise and coverage:** 681 companies in 18 countries trust Sphera for their compliance needs

## Ready to elevate your product stewardship practices?

[Schedule a personalized demo of Sphera's product stewardship solutions today](#)

and discover how we can help you achieve your product stewardship goals

## Improve performance with software, data & consulting

By taking a holistic approach—through information, innovation and insights—companies can help create a safer, more sustainable and productive world at work and throughout their communities.

Our innovative software, proprietary information and expert-driven insights power results.

**Sphera's comprehensive suite of product stewardship solutions is designed to meet the diverse needs of organizations across industries, providing unmatched functionality, scalability and regulatory expertise.**

**We are committed to helping organizations achieve compliance, mitigate risks and drive sustainable growth. Join us as we redefine the future of product stewardship together.**

**Sphera is a trusted SAP Silver Partner**

