

Spring 2008

A Happy and Prosperous New Year to all our readers. Our year has started with the same intensity as last year ended and the first REACH deadline occurs this year, the pre-registration period running from June 1st to November 30th 2008.

This edition has articles on monitoring pre-registration costs, an important announcement about our SAP and Oracle integration capabilities and about collecting supplier and customer information through the web-based cForms online service.

We have made considerable developments with REACHsuite over the last few months and if you would like to know more then please contact us for an online demonstration.

Malcolm Pollard & Mike Penman - Directors

DAI enhances REACHsuite SAP integration

Baytouch has signed a landmark partnership agreement with Digital Applications International Limited (www.dai-group.com) for the joint development and marketing of REACHsuite, the market leading REACH IT substance and compliance management solution.

DAI has been developing and integrating sophisticated IT systems in the chemical and pharmaceutical production arena for over 30 years as well as delivering SAP integration services since 1995.

"DAI is the ideal partner to broaden our ability to cope with the demands that are placed upon corporate IT and that we appreciate that getting this aspect right is every bit as important as the application itself," says Malcolm Pollard. He continues, "DAI has offices throughout the UK and in Switzerland. Its extensive Europe-wide solutions delivery experience will ensure that REACHsuite meets the needs of ever more diverse customer requirements and provides a firm foundation for the next phase of REACHsuite's business expansion."

"We are delighted to be working in partnership with Baytouch to make REACHsuite available to the widest possible market," says John Millard, DAI's Director of London Operations, "We are impressed by the depth of knowledge and understanding that Baytouch has of the practical issues associated with REACH compliance and are convinced that REACHsuite, which encapsulates this knowledge, will provide major benefits to its users."

Contact Baytouch if you want to know more about how REACHsuite adds value to your SAP, Oracle and other ERP implementations.



REACH pre-registration and the need for preparation

After years of discussions, drafting, parliamentary and legal action, working groups, implementation groups and many thousands of documents and endless meetings, the first deadline for REACH, pre-registration for "phase in" substances starts on June 1st and has to be completed by November 30th 2008.

This is a vital first step in the REACH process to be able to benefit from the extended timetable for "phase in" substances, substances known within the EU, and there is often a general perception that pre-registration is a no cost option. Whilst this is true in terms of fees to the Commission as compared to full registration and information requirements, there is still a cost to any business of going through the necessary steps of pre-registration. These include relating the chemical to its registration name, definition of which substances may be useful for category formation as well as planning and data entry. In addition, being part of a future Substance Information Exchange Forum (SIEF) will not be without cost as there is an obligation to respond to other SIEF members on questions of data and data sharing.

Considering the pressures on businesses to deal with all the substances that they need to register for business continuity, then adding to this burden in a blanket fashion may not be sensible or necessary in every case.

REACH is not just a regulatory activity that can be dealt with by a few backroom functions, it has the potential to change the whole business approach and landscape.

Understanding the cost basis of any action within a business is critical to making and managing informed decisions.

REACH registration, and pre-registration, is no different and an understanding of these costs should be a pre-requisite prior to pre-registration before additional costs are unwittingly built into future activities.

If you want to know more about pre-registration and how REACHsuite can help you make these crucial decisions, visit our website or contact Baytouch for more information.

REACHsuite cForms: collecting REACH information online from Suppliers and Customers

REACH ushers in a new era of communication for all those manufacturing, importing or just using chemicals. External information flows with suppliers and customers will generate mountains of paperwork due to the necessary close integration and communication required with supply chain actors.

In addition to the new extended safety data sheet, there is the need to gather information from your suppliers on their REACH intentions and gather information from your customers on uses and exposures to chemicals - for workers, consumers and the environment. Such data is essential to the REACH process to be able to demonstrate safe use of substances, the core of REACH.

Many businesses will seek to rely on email communications; paper might have a role to play too. But several months after your data collection exercise, will you be comfortable understanding who has replied and who hasn't; will the data collected be of a consistent and uniform format such that it can easily be transcribed into your IT business systems; will there be robust follow-up procedures in place, where the information is incomplete or cause for concern for your continuity of supply?

A typical process using cForms to poll suppliers or downstream users is -

1. Your configurable Form is designed online through an easy to use interface or taken from stock forms provided by Baytouch experts. Forms can range from the simple to the complex, containing lists, conditional look ups, and so on.
2. From a list of contacts (1 to 1000s - downstream or upstream) - a unique user name and password is generated and added to an email or letter of explanation containing a URL link to the location of the form.
3. The recipient follows the URL to the form (outside your firewall) and provides the information - guided by validation algorithms.
4. The data is collated by Baytouch and transferred into your database (internal or external). The respondents can save the information in different formats for their own files or it can be integrated into other REACHsuite modules such as the Substance Management databases.
5. REACHsuite's action tracker knows who responds by when and the level of data that they give, so you can follow up on poor and non-responders.

The cForms solutions model can be implemented and collecting information from your Supply Chain within 5 working days of ordering. To find out more, visit our website or contact us for more information and a demo.

Stop Press: REACHsuite IT Platform Availability Matrix Update

For maximum success in today's world of fast moving IT solutions, customers demand choice when it comes to IT platforms. Baytouch has recognised this and provides its market leading REACHsuite solution on a range of platforms and with alternative delivery models:

REACHsuite - Hosted Internet Solution	Full REACHsuite solution, Internet browser accessed on a cost per user per month rental model over the Internet, often referred to as SaaS - Software as a Service. No local software required except for an Internet browser on the accessing system; provides for minimum time to implementation. SAP and Oracle integration options within the limitations of firewall security considerations.
REACHsuite.Net - On-Premises	Microsoft ASP.Net version with Internet browser client. Optimal SAP/Oracle integration options.
REACHsuite Domino - On-Premises	For businesses already using Lotus Notes. Optimal SAP/Oracle integration options.
cForms - Hosted Internet solution	Online forms collection; can integrate with REACHsuite hosted and options for on-premises .Net and Domino integration.

To find out more contact us to discuss your requirements or to have an online web demonstration.

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