

## REACHsuite: and now for 2013.....

2011 sees **REACHsuite** widely regarded as being in the REACH IT solutions premier league. **REACHsuite** has had wide exposure to many organisations using **REACHsuite** as SIEF members at the receiving end of SIEF communications and Contract delivery, and has proved itself to be generally regarded as **“ONE OF THE BEST”**.

From our original focus on large consortia, Baytouch has emerged from the 2010 registrations with a number of firsts to its name and now has a diversified business model to target all sectors of the market. Whilst we still address the needs of large 2013/2018 consortia and corporate Lead Registrants, the far greater number of smaller groupings of SIEFs with fewer members going forward to 2013/2018 now have an affordable model for single SIEFs to be able to access and use the best REACH IT solution on the market.

### 2007

- **First REACHsuite** corporate customers, Substance Management for Manufacturers / Importers and for Downstream Users

### 2008

- **First REACHsuite** Substance Management consortium customer (August)  
 - **First REACHsuite** SIEF Management & SIEF Communications consortium customer (December)

*"..At the end of 2010, REACHsuite was supporting 20+ consortia as well as a number of corporate Lead Registrants, 1176 substances and communication with 111,855 SIEF contacts"*

### 2010

- **First** online contracts, billing and deliverables / token distribution/ Letters of Access (January)

*"..Of the pioneering consortia that fully used the online contracts functionality in the run-up to their 2010 deadlines, 1113 contracts were processed with a value of €10,526,675.00"*

Many of these were multi-substance, multi-Legal Entity (LE), thereby saving a lot of time and allowing contract processing to run right up to the deadline, where most other contract schemas were limited to 1 contract per substance per LE and where other consortia stopped processing contract requests well before the deadline.

### LATEST NEWS 2011

**Comprehensive Only Representative (OR) IT solution** for Service Providers and corporates acting as ORs - due February/March 2011 (currently in testing with a major OR service provider).

### PRICING MODEL FOR 2013/2018

The market going forward to 2013 and, indeed, 2018 will be significantly different to the run-up to the 2010 registration, where **REACHsuite** focussed on large consortia and corporates. There will be far larger numbers of substances for registration, the vast majority of them with small SIEF member numbers. With this in mind, we have developed a commercial model to cater for most organisations' circumstances.

*"..The key to REACHsuite's success has been, and will remain, that it is easy to use and that the Lead Registrant picks up the system costs and access to all SIEF members remains free with no requirement to register for a logon"*

### Key features of the new Pricing Model:

- ❖ **Large consortia** or **Lead Registrant** (LR) corporates with significant numbers of substances to register (more than 15).
  - with categories / super-SIEFs
  - for corporates that are non-Lead across many substances LR monitoring included
  - Cost effective single annual rental price dependent on functionality required and irrespective of the number of consortia members or SIEF contacts.
- ❖ **Small consortia and single SIEFs**, from €1,000 per substance per year (LR only pays) for the SIEF Management and Communications framework, for smaller SIEFs who have concerns about the effectiveness and long term viability of managing these processes through emails and spreadsheets.
- ❖ A growing number of highly respected **Service Providers** are able to provide a cost-effective combination of REACH services and access to **REACHsuite**. This will be attractive to resource-constrained smaller consortia, SIEFs or corporates with "orphan" substances that they want efficiently managed by third parties.

## BROADEST RANGE OF FUNCTIONALITY

In benchmarking **REACHsuite** against its competitors, it is the only industry solution that covers all these areas of functionality:

Functionality	REACHsuite
Lead Registrant Substance Management	✓
Lead Registrant SIEF Management and Communications (with Non-Lead SIEF Management for Corporates)	✓
Manage Multiple SIEFs (Category Approach / Super-SIEFs)	✓
No cost for SIEF members to participate	✓
No requirement for SIEF Members to register to log in	✓
Flexible Communication Form / Questionnaire Design	✓
Online Contracts, Billing & Letters of Access	✓
Contracts can be per substance per Legal Entity (LE), per multiple substances per LE or multiple substances for multiple LEs	✓
Project Manage across Multiple Substances and SIEFs	✓
Manage Information Requirement Costs	✓
Service Provider Time Capture against substance and / or project	✓
Only Representative or Supply Chain Communications – or both	✓

*"..Having led the market in so many areas, and delivered on our promise to make REACH registration easier for our clients for 2010, we now look forward to the challenge of making the 2013 REACH registration even easier for our clients and maintaining our leadership role"*

For further information about **REACHsuite's** capabilities, an online demonstration or costs for the system related to your specific needs, please contact Sales on +44 (0)1282 687000 or go to the website [www.REACHsuite.com/contactus](http://www.REACHsuite.com/contactus) to request further information or a no-obligation online demo.