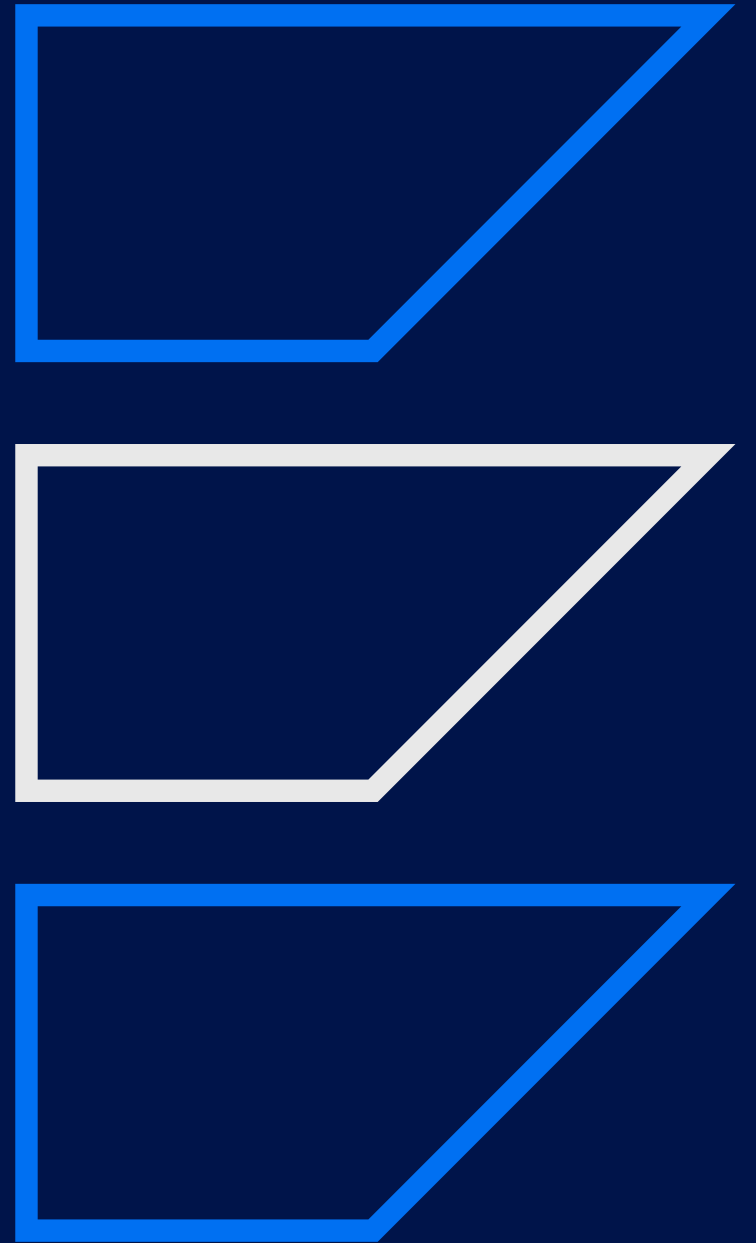


# SAP Innovation Day for Finance and Spend Management

PROCUREMENT TRACK

4 giugno 2025







**Stefano Maria Capecchi**

Director Value Advisory  
for Spend Management EMEA  
SAP

**Grazia Ruggiero**

Senior Solution Advisor  
for Spend Management  
SAP



# Italmatch Chemicals' experience:

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Daniela Battistelli  
Head of ICT  
Italmatch Chemicals Group



  
Advanced  
Water Solutions

  
Oil & Gas  
Solutions

  
Flame  
Retardants

  
Lubricant  
Performance  
Additives

  
Personal Care,  
Fabric Softeners  
& Plastic Additives

  
Performance  
Products  
& Specialties



# Italmatch Chemicals' history at a glance

A long journey  
from a **small company**...

...to a Global Leader in the  
**Specialty Chemical  
& Solutions Provider**





# Italmatch Chemicals' growth in 25 years

## EMPLOYEES

30 → 1.200



## PRODUCTS

2 → ~ 2.000



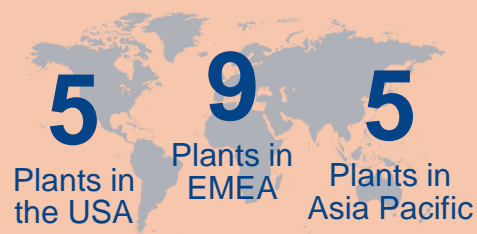
## CUSTOMERS

10 → ~ 2.000



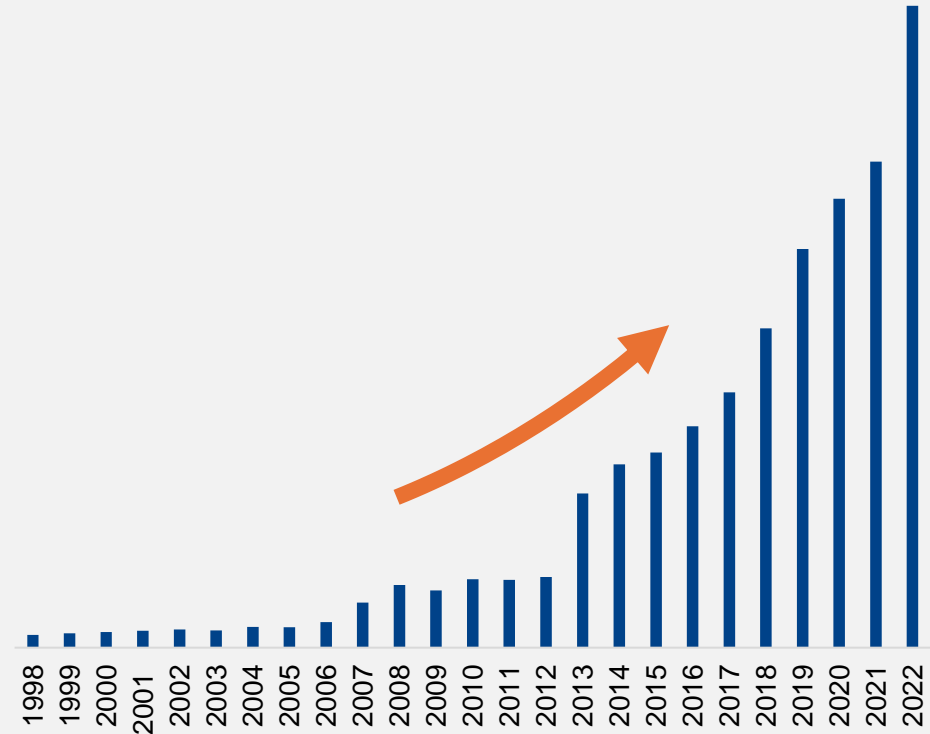
## PLANTS

1 → 19



## GROSS SALES (€)

20 M → 860 M





## Strong focus on sustainability

*We may not always be visible, but we are present at various times of your everyday life*



**Metal and  
Phosphorus  
Recovery &  
Recycle**



**Desalination**



**Wind Turbines**



**Geothermal**



**FR for  
Photovoltaic**

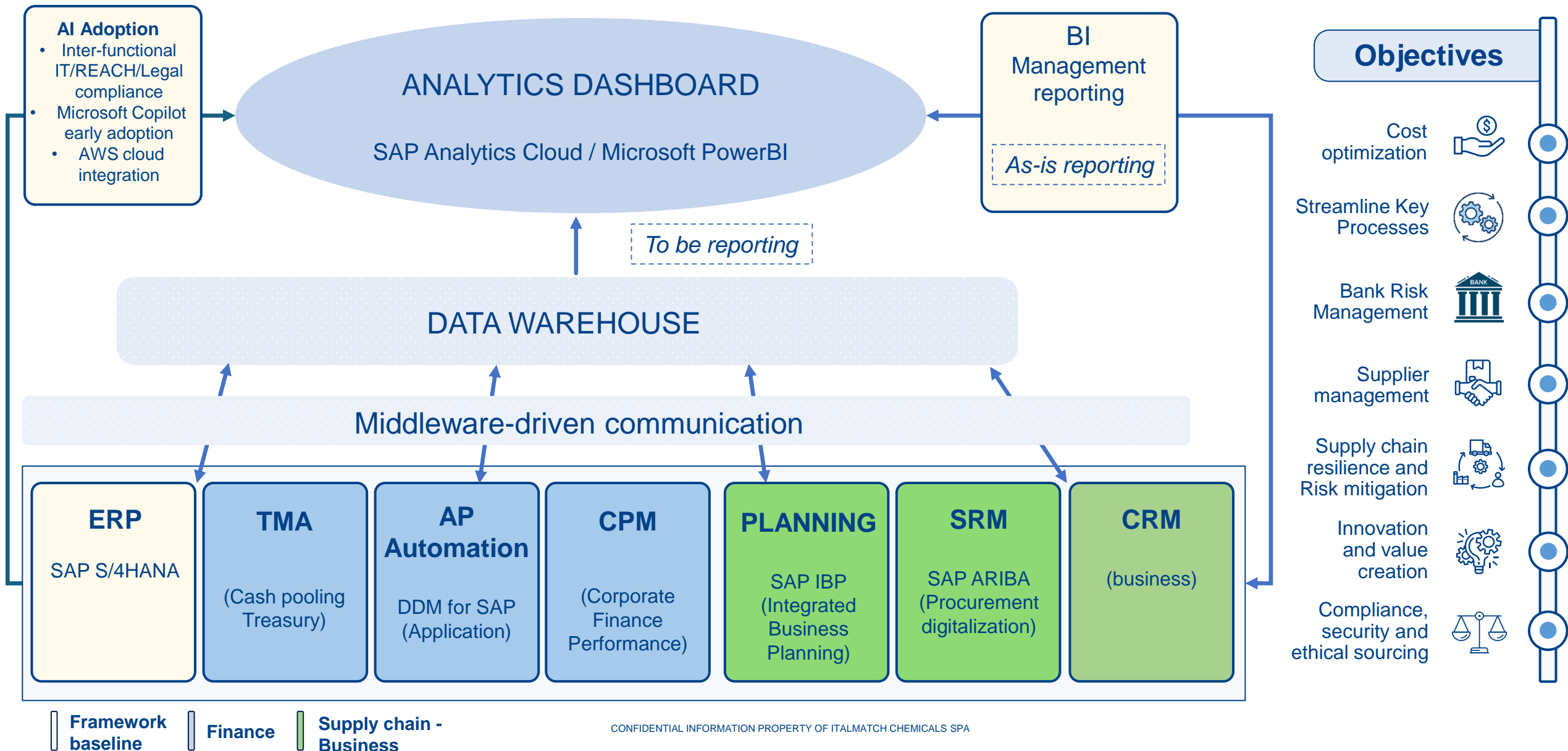


**E-Mobility**



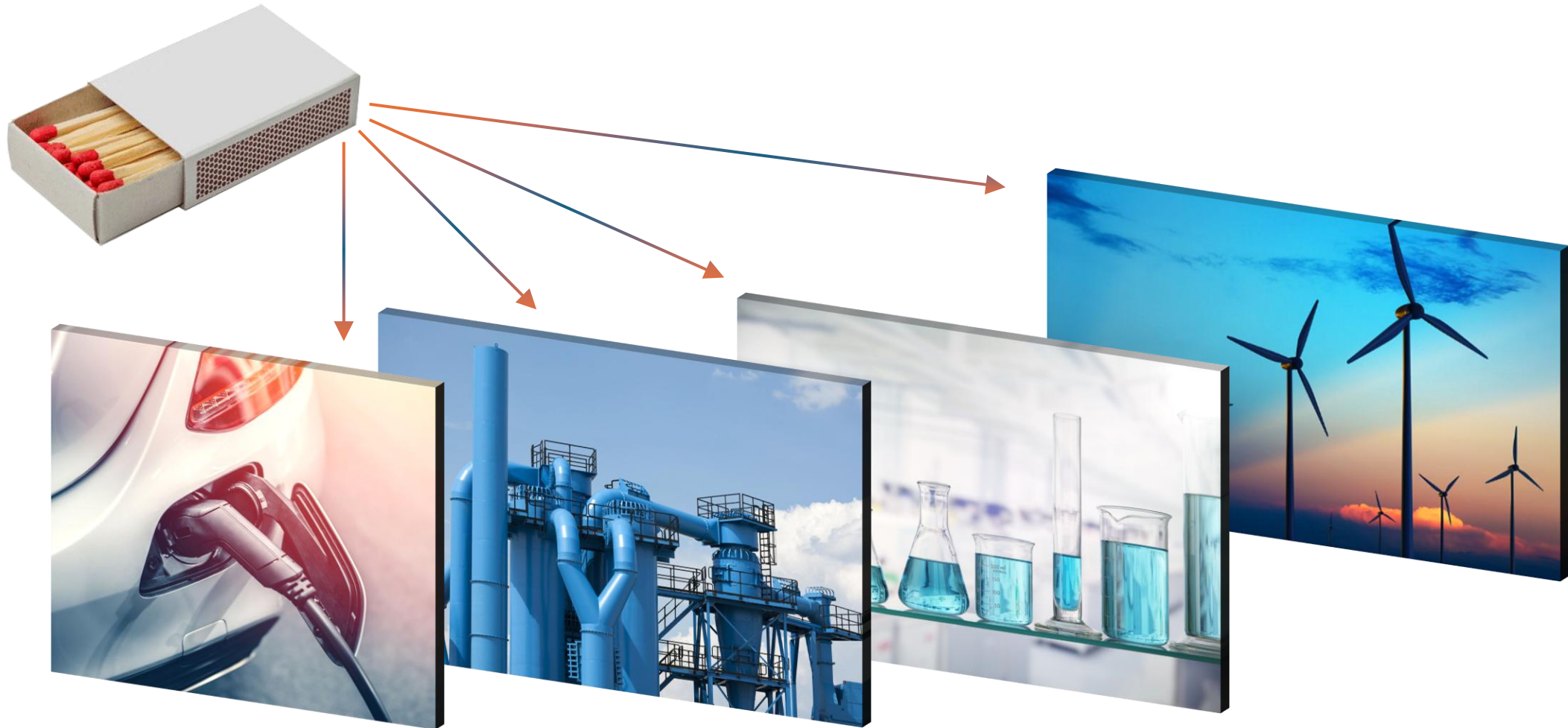


# Digitalization framework roadmap 2024-2026- Executive summary





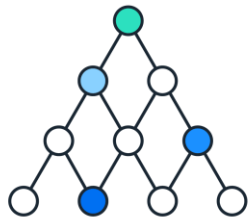
**From a matchbox to the world of tomorrow...**





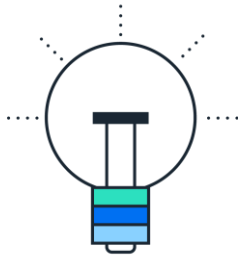
# Unleashing the power of procurement

Six principles guiding our product strategy



## Suite orchestration

Powerful,  
comprehensive,  
integrated



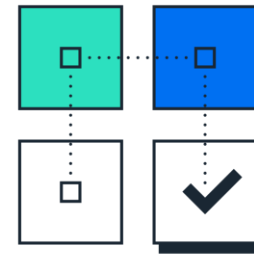
## AI-based intelligence

Optimize decision  
making  
at scale



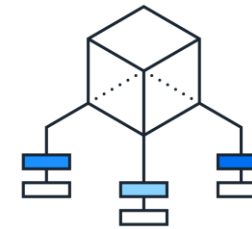
## User experience

Best in class by  
external benchmarks



## First-run simplicity

Self-service,  
generative AI- powered  
configurations



## Modern, extensible platform

Faster innovations,  
extensible, tailored



## Business network centricity

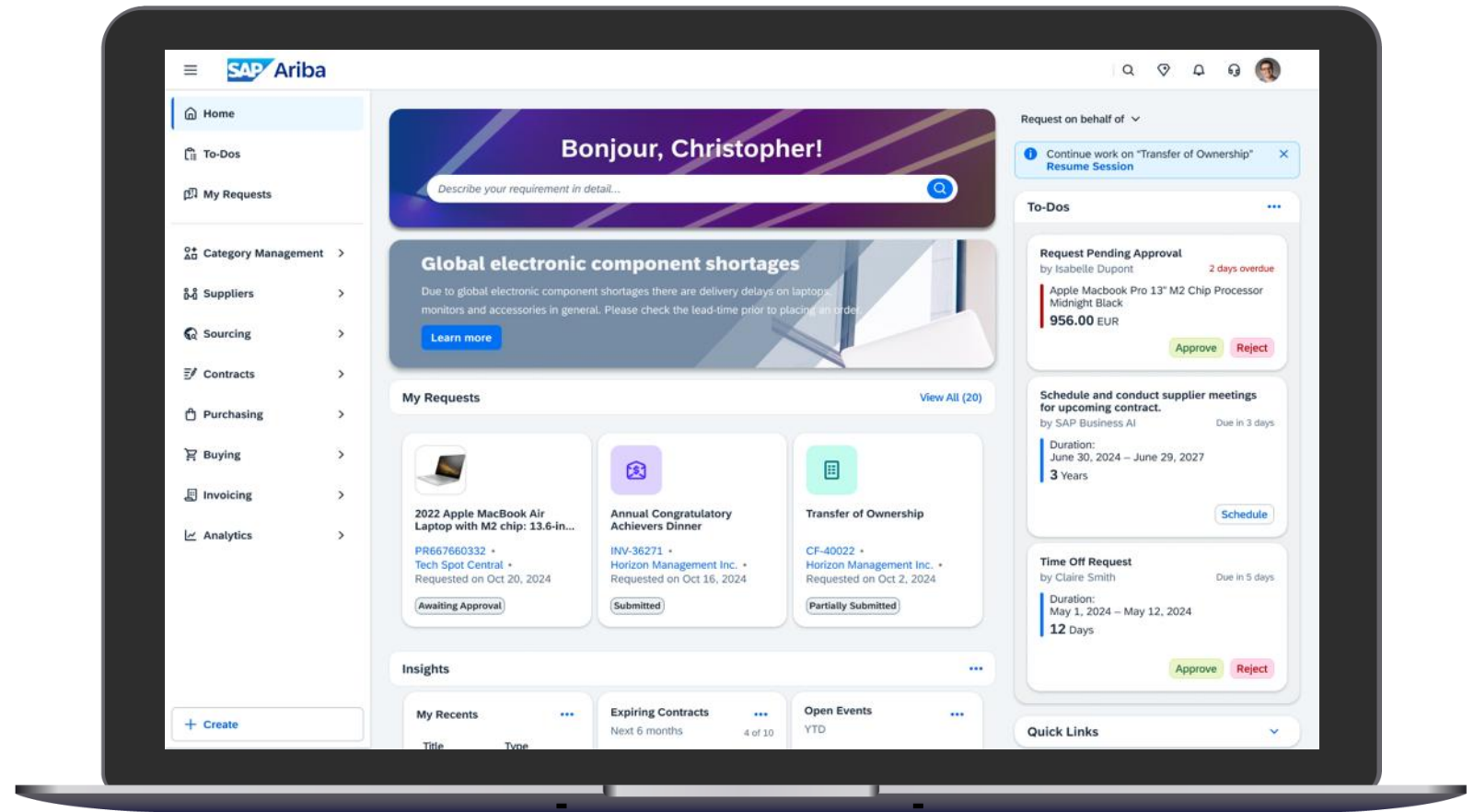
Built for digital  
collaboration



# Launchpad for SAP Ariba solutions

## Three levels of personalization

- **System:** Customizes by persona and role
- **End user:** User-tailored experience
- **Intelligent:** Delivers relevant content through behavior learning

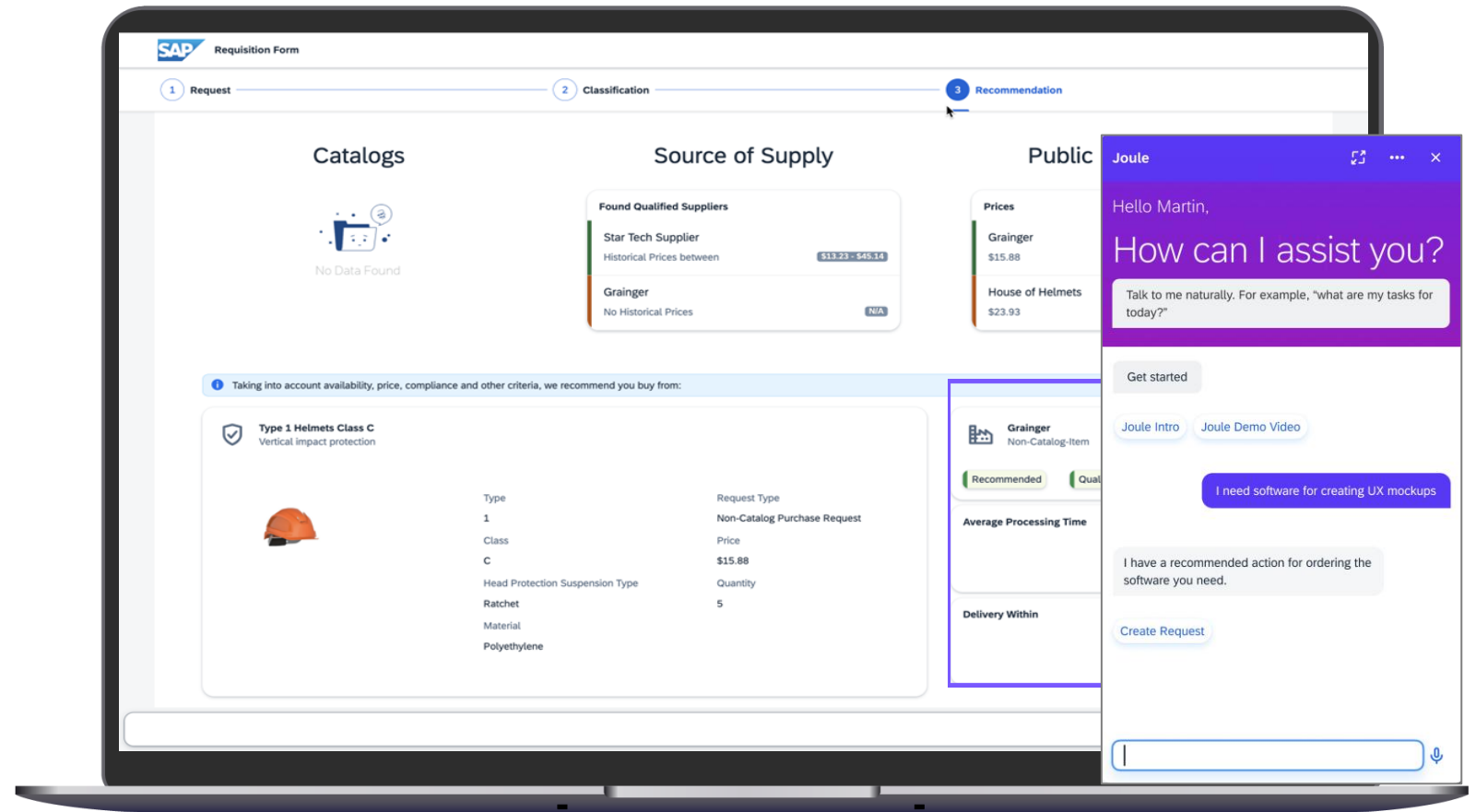




# SAP Ariba Intake Management solution

## Central demand capturing and orchestration

- Single, intuitive front door for originating and tracking all end-user requests







Joule is the AI  
copilot that  
amplifies your  
employee expertise  
and impact

