

CASE STUDY

ZDHC Gateway - Chemical Module Helps Chemical Formulator Save Time Issuing Certifications to Customers and to Promote its Business

THE CHALLENGE

The Chemical Formulator wanted to promote its business and ZDHC MRSL conformant products, and bring in more sales opportunities. With traditional advertising mediums like print ads or exhibitions being both costly and time-consuming, the company sought a platform to help promote its business in a time and cost-efficient manner.

The Company had also noted the high labor costs associated with writing and issuing product conformance levels for customers, such as MSDS and certifications. Every time a customer bought a product and requested certification, the company had to issue and deliver the certification to customers through its sales department. As a result, they were seeking a more efficient way to accomplish this time-consuming task.

CLIENT	Leading Chemical Formulator
LOCATION	Taipei, Taiwan
INDUSTRY	Chemicals





This is a good tool to phase out the hazardous substances within the supply chain and advance towards zero discharge.



Chemical Formulator



THE SOLUTION - A SAFER CHEMISTRY DATABASE

The ZDHC Gateway – Chemical Module is a safer chemistry database that helps formulators disclose chemical information to their clients efficiently. They can also register their business and their products in the ZDHC Gateway – Chemical Module. The Chemical Module will then determine the product’s conformance level against ZDHC’s Manufacturing Restricted Substances List (MRSL), based on the level formulators provide.

THE ZDHC ADVANTAGE

The ZDHC Gateway – Chemical Module exhibits a product’s ZDHC MRSL compliance levels based on the conformance level provided, such as third-party certification standards and test reports. This makes it easier for users to understand a chemical’s conformance performance. In addition, a product’s ZDHC MRSL conformance level is visible to existing and potential clients, which creates a real opportunity to increase business.

As a result, formulators using the ZDHC Gateway – Chemical Module can more easily demonstrate that they are manufacturing sustainably and with safe chemicals. Once a product is disclosed in the Chemical Module, existing and potential clients can be assured of a company’s commitment to sustainability and the product’s safety. Moreover, the visibility of a product’s ZDHC MRSL compliance in the ZDHC Gateway – Chemical Module alleviates the need to write and issue product certifications.

RESULTS

Although the Chemical Manufacturer is a relatively new user of the ZDHC Gateway – Chemical Module, they have already found it easy to use, and are even teaching other chemical suppliers how to use the database.

The Company expects that the ZDHC Gateway – Chemical Module will be even more helpful to its business in the future. As more organisations use the Chemical Module, the company sees a real opportunity to demonstrate its products and obtain more business opportunities without having to consume personnel’s time writing and issuing product certifications, or spend large amounts on advertising. The ZDHC Gateway – Chemical Module will help to guide customers in choosing safer products. It will also help the Company attain its own target of phasing out hazardous substances within their supply chain as part of advancing towards zero discharge of hazardous chemicals.

DELIVERABLES AND RESULTS

- Significant future time and cost savings projected
- Easy demonstration of product’s level of conformance to ZDHC MRSL to customer
- Advancement towards zero discharge of hazardous chemicals