

Distribution of SDSs, Compliance, and Service Levels

Responsible sustainability and traceability for the entire supply chain

Standard delivery of Safety Data Sheets (SDSs) is both a delicate and complex task. Manually managing the delivery of these documents to customers requires a great deal of resource effort and carries significant risks of error. **Complex customer requirements and the need to comply with regulations** generate an ongoing burden of activity in identifying shipments requiring an SDS and selecting them. In addition, SDSs are subject to **revisions** over time that result in new submissions.

Manica has been solving these critical issues for some time now as, since 2012, it has been engaged in a project to implement automatic and digital delivery of SDSs, adopting the **Share-SDS Delivery** from Every Software Solutions. This, in addition to providing a high level of customer service, has enabled it to achieve complete process traceability and measurable goals, as highlighted in its **first sustainability report**.



"Our customers are the focus of our efforts, both in terms of the quality of the products we offer and the care we take to minimize the risks associated with the use of our products. Providing the correct information to safeguard safety, in the manner and within the timeframe required by regulations, is an imperative task for us. With Share-SDS Delivery, in addition to optimally accomplishing this task, we have the ability to monitor the successful reading of SDSs by our customers and to proactively and automatically make any reminders in case of delays in opening such important documents."

Silvia Manica
Logistics Manager Italy



Manica and its philosophy

Manica Spa, a major Italian manufacturer of cupric agrochemicals and fertilizers for agriculture and copper sulfate for industry and animal husbandry, exports copper-based compounds and chemicals to more than 70 countries worldwide.

The Group also controls the Omicron industry, which produces copper oxychloride for the Spanish market, wholly managed by its commercial subsidiary Manica Cobre, based in Barcelona.

The company has adopted "**green chemistry**" as its philosophy, respecting nature and resources without compromising their integrity.

It has also achieved the ambitious goal of drawing up its **first sustainability report**. This voluntary act underscores Manica's role in the Agrochemicals industry, confirming its dedication to providing products of **high quality** standards, in **full compliance with regulations** that protect the environment, health and safety in the workplace and along its supply chain.



"Manica, in accordance with the provisions of Regulation (EC) No.1907/2006 (REACH) articles 31.1 and 36, has implemented internally, with a specific supplier, a system of telematic sending of SDS (Safety Data Sheets). This system reads, through an encryption of the area, the codes of the products sold to the customer and sends, via e-mail, the updated Safety Data Sheets to the final customer. This system always provides the customer with the updated Safety Data Sheet by providing the necessary and regulatory information essential in the use of the end product. The system, until the customer downloads the document, provides daily sending and prompting the customer in opening and downloading the Safety Data Sheet."

Paragraph devoted to "Supply Chain Traceability" in the Sustainability Report 2021 of Manica

2012: Manica automates the SDS Distribution Process

Manica has always placed **great emphasis on the health and safety** of those who use its products, and this soon led it to realize that the SDS distribution process needed to be automated. The type of customers and products offered required **strenuous and constant work to identify sales that needed an SDS** and to select them by product sold, recipient, and country of destination. In addition, operations were multiplied when SDSs underwent significant revisions that resulted in additional submissions.

Why Share-SDS Delivery

To achieve the goal of automating and making reliable the process of distributing Security Data Sheets, while reducing the time, cost and risk associated with manual management, the company chose to partner with Every Software Solutions and adopt the **Share-SDS Delivery** cloud solution.

"Manually managing such activities required an effort that was no longer sustainable, in addition to the possible risks."

Renato Rosà
HSEQ and Regulatory Manager

Share-SDS Delivery **automates all stages of the SDS distribution process:**

- Identification in transport document of sales items that require an SDS
- Selection of SDSs associated with the product sold and the customer
- Verification of the need for submission of SDSs and revisions
- Notifying the customer of the availability of an SDS
- Sending reminders in case of non-receipt
- Traceability of delivery and receipt

Share^{SDS}

SDS revision activities **automatically trigger delivery** to all recipients who have purchased the products in the last 12 months (as per Art. 31.9 of REACH). Share-SDS Delivery performs this service **independently** the moment a new version of SDS is uploaded into the system.

Share-SDS Delivery's **Centralized Monitor** provides full control and immediate searchability of both deliveries in progress and those that have already been made.

This means that with a single interface, Manica can know the status of all transmissions, to any recipient, whatever delivery channel is used.

"What is most surprising about Share-SDS Delivery is its immediacy and ease of use."

Renato Rosà
HSEQ and Regulatory Manager

"The goal fully achieved by Manica was to overhaul the entire process of distributing Safety Data Sheets to customers in a short time, saving the time of the people involved and costs, while increasing the safety of the process and ensuring compliance with Italian and international regulations."

Renato Rosà
HSEQ and Regulatory Manager

Toward a Safer Future for All

What Share-SDS Delivery most appreciated Manica is its **functional completeness**, coupled with its **immediacy and ease of use**. A solution that has proven to be efficient and reliable over time.

Automating the process of distributing SDSs to its customers in full compliance with regulations has enabled Manica to confirm its commitment to **social responsibility and customer focus while reducing the**

risks of administrative penalties, criminal and business risks.

Another widely appreciated benefit factor, including by the company's customers, was that each **recipient** could be **offered its own free Cloud archive** with all and only the SDSs under its purview and the history of revisions received.

With the help of Share-SDS Delivery, Manica has **reduced the workload** at the organizational level, **streamlined the entire process** of SDS standardized **distribution**, and **improved the level of service to customers** while achieving **full regulatory compliance**.



Let's give some numbers (data collected as of October 2023)

To date, Share-SDS Delivery has enabled Manica to **send more than 55,000 SDSs to more than 3,000** domestic and foreign **customers**.

As required by REACH regulations, the **new versions**, resulting from careful and constant SDS review activities, automatically trigger dispatch to all interested customers and generate thousands of **submissions per year** that Share-SDS Delivery handles independently.

In addition to SDSs, Manica used the platform to send **more than 22,000 regulatory communications** relevant to SDSs, such as label changes.

As of the date, **more than 200 customers** of Manica have **free access to their own dedicated Cloud environment**, provided by Every Software Solutions, containing all SDSs received with their revision history.

It is noteworthy to point out that customers who have chosen to activate their Cloud repository of SDSs, can also receive, on this same platform, SDSs sent by their other providers using Share-SDS Delivery (an element widely appreciated by all customers who use it).

"The use of Share-SDS Delivery confirms our commitment to social responsibility and customer focus."

Silvia Manica
Logistics Manager Italy

Conclusions: Sustainability Through Innovation

Manica 's commitment to customer safety and the mitigation of risks associated with the use of its products has generated a **strong bond of trust and value**. **Supply chain traceability and SDS monitoring reflect its genuine commitment to sustainability**, highlighting how its partnership with Every Software Solutions has helped create a success story that can serve as an example and inspiration.



Every Software Solutions Srl

Via Riccardo Lombardi 19/6 - 20153 Milan - Italy

Contacts

Phone: +39 02 456739.1

Email: comunicazione@sds-fullservice.com

Information Security Management System

Scope of application: Design, Development and Provision of Cloud services for the management of digital documents.

The validity of the certificate can be seen by [clicking here](#)

