



More Than Distribution

 **Univar**Solutions



More Than Distribution: Harnessing the Power of Science and Trends to Deliver Results

Univar Solutions' global Solution Centers advance technology and product development to help maximize your success

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Today's manufacturers face tremendous pressure to juggle competing forces and business drivers, carefully weighing quality and profitability, productivity and sustainability. It's a careful balancing act, made more difficult against the backdrop of a worldwide pandemic.

Choosing the right long-term partner—rather than merely a provider—has never been more critical. The best partners offer customers and suppliers new and unparalleled access to expertise, collaboration and leveraged resources to deliver exceptional solutions.

With product development teams increasingly being asked to do more with less, the chemical and ingredient distributor is playing an even more significant role in product development and formulation cycles across a spectrum of markets, adding valuable skill sets and needed throughput to help companies not only keep up with trends but also capitalize on them. The right trusted partner can make all the difference for your long-term success—extending your bench and your business like never before. So let's go a little deeper into why a company like Univar Solutions can be that partner and make all the difference.

Every day, the scientists in Univar Solutions' network of global Solution Centers help turn the theoretical into the practical, the good idea into an innovative product and today's emerging trend into tomorrow's trendsetter. Providing a valuable boost in human power, resources, and scientific and technical support from idea conception through product delivery, this customer- and solution-centric approach is designed to keep you on the cutting edge of innovation and opportunity.

Scale and Strength to Take on Big Problems

At Univar Solutions, we are proud to put our entire organization's scale and strength into everything we do, from idea to output. For suppliers and manufacturers, the work accomplished at our Solution Centers could mean more robust formulations, improved product lines, less downside risk and faster times to market. And in the end, our work leads to better products for our communities, helping us all live safer, healthier and better lives.

One real-world example of how we work with customers to solve big problems is how we helped sunscreen manufacturers navigate a major potential disrupter in their industry. In recent years, a changing regulatory landscape mandated U.S. sunscreen manufacturers deliver oxybenzone-free sunscreen products. We approached this complex challenge by combining our in-house technical expertise and the unique technologies of two suppliers, with the goal of producing a sunblock alternative without the concerning ingredient, while maintaining ultimate safety and performance. The resulting improved formulations not only meet regulatory requirements but are also safer for the environment, provide better UV protection and have protective, long-lasting wearability.

Let's take a closer look at what our Solution Centers bring to the table:

More Human Power, Mind Power and Resources

Our team of industry experts—chemists, scientists, engineers, formulators, technicians and more—is dedicated to science and technology and bring deep industry and application experience to your unique challenges.

Each day these technical experts come together in state-of-the-art formulation labs, dedicated R&D centers and development kitchens, delivering not just R&D and testing services but also the ability to select services from a custom "menu" to bring new possibilities to life.

While you'll find services like product and application development, quality testing, performance benchmarking and rapid prototyping at our Solution Centers, your project can also benefit from our specialized regulatory and compliance knowledge, packaging and private-label capabilities, data analytics and product marketing support.

Local Access, Global Reach

Our Solution Centers are strategically located around the world to serve partners where you operate. Closely integrated with Univar Solutions' and suppliers' sales and technical development experts, our Solution Centers give customers of all sizes local access and global reach, helping to expand your capabilities and possibilities.

The results speak for themselves. Whether it's working in the U.K. and across Europe to reformulate and test specialty solvents, partnering in Brazil with the United Nations to phase out unsafe HCFC blowing agents in thermal insulation, or working in the U.S. to bring plant-based dairy alternatives to market, the benefits of our work extend well beyond local markets and communities.

Information and Insight Are Key

If information is power, then manufacturers need help harnessing that power in a profitable direction. This is where our technical teams shine, giving Univar Solutions the ability to spot trends and synthesize their potential impact on the markets we serve.

We actively listen and closely collaborate with our partners, suppliers and each other to help produce rich, robust solutions. When the pandemic presented both challenges and opportunities globally, our people, partners and resources came together to deliver impressive results. Today, thanks to careful communication and work driven by science and data, that means safer, socially distanced and sustainable living in the form of effective, comfortable face masks and films that are used to shrink-wrap everything from suitcases for safer traveling to consumer goods for safer shipping, and even to the next vehicle you purchase for safer handling.

Our Partners Have a Need for Speed

Manufacturers and your customers need fast solutions that save time and money without sacrificing quality or flexibility. Our Solution Centers are efficient and agile, bringing the right experts to assist you with your challenge. With access to our resources, you'll have expansive ingredient choices and the ability to pivot and problem solve as issues arise. Whether you need help developing a completely new product or perfecting one that's already in the pipeline, our teams will work with you to execute quickly and efficiently, with an eye to your bottom line.



These are important—and exciting—times at Univar Solutions, where our teams are united in our passion for innovating and making a difference in our world. Every day in our Solution Centers across the globe, teams of scientists and technical experts come together to take on some of the chemical and ingredient industry's toughest challenges. Together, we work diligently, unified by the purpose of developing solutions that help keep our communities healthy, fed, clean and safe.

About the Author

Dr. Dejana Drew is director of technical services at Univar Solutions and an eloquent voice for the Solution Centers' mission to deliver exceptional custom solutions. With more than 15 years of lab and formulation experience, Dr. Drew is globally recognized for her deep knowledge of the latest market trends and advanced technologies, and is leading an impressive and diverse team of science and technology experts, helping to bring value to your next project.

**Contact us to learn more about Univar Solutions
and how to connect with a Solution Center near you.**

