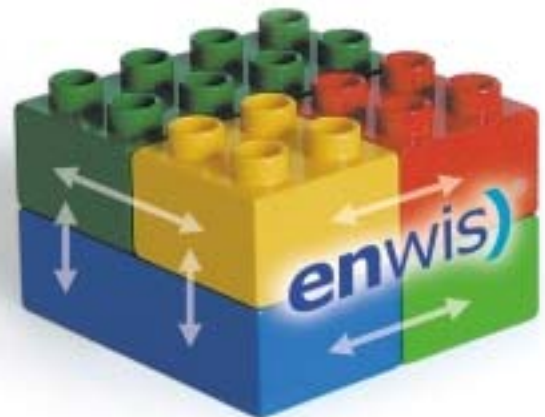




*The integrated complete solution for
the waste disposal industry*

Make one out of five



"We were able to replace five different software products with the integrated branch-solution by tegos. In our everyday-business, we are now working without interfaces and important information is always currently available."

Dirk van Schoonhoven,
Leiter EDV Brühne-Gruppe, Dortmund



Make one out of five

From general ledger to saving weighing records, the Brühne Group, a medium-sized waste disposal company and supplier of building materials with its head office in Dortmund, used five separate software-packages until now. With help of the integrated ERP-software enwis), the desktop- and interface chaos was replaced with a standardized solution. This not only makes it easier to maintain the records and with that to save time and money, it also improves the overview of the company records.

"Each software-package, we used so far, has in itself done a good job", says the head of the EDP/financial accounting at Brühne Group Dirk van Schoonhoven, "but the interaction of the programs was unsatisfactory in the long run." So far, Brühne used SAP for their general ledger, for payroll and fixed assets accounting they used COMET, invoicing for environmental technology/disposal was done with EMOS, invoicing for the building sector was done with CANDIS and weighing records were captured with GIP. Even though the programs were available on central servers and were at everyone's disposal with use of an IT-network, "an automatic comparison of the records could not be done", says Mr. van Schoonhoven. "Some of the previous programs were not based on databases and they were partly based on DOS." Consequence: Information from order processing, general ledger and payroll hardly ever had the same state.



If, for example, in the order processing proceeds were posted, the financial accounting was informed via telephone or email, and the records had to be entered there by calling up an interface-program so that the open positions could be balanced out on payment in the general ledger. "This did not only result in a delay of hours and days", explains Mr. van Schoonhoven. "A complete overview on the current figures was this way very hard to get." For evaluations on orders or yield services the records had to be collected from different programs, they had to be compared and standardized with standard office software. A job, which usually could only be done by employees of the IT-department.

Furthermore, the master data for a new customer or a new service company had to be entered more than once. Weighing records, for example, were printed at the plant in Warstein and afterwards they again had to be entered manually in the order processing department.

Therefore, Brühne has decided to purchase a new integrated Enterprise Resource Planning (ERP) system.

Unlike the previous products, the solution was to run standardized on Citrix servers and with Windows 2000. Furthermore, they had wanted to improve the performance of the network at the same time and increase the data transmission from 10 Mbit to 100Mbit.

On the software side, Brühne chose enwis), the branch-solution for the waste disposal industry based on Microsoft Business Solutions-Navision by tegos. Mr. van Schoonhoven: "With this solution we were able to replace all five software packages with one integrated complete solution." The records are now up to date and available in seconds to all 40 PCs and for each working process.

For example: Logistics. Brühne's fleet of vehicles is in fact managed by a third party. But the entire dispatchment is done at Brühne with enwis).





On top of the mere functions of enwis), it is important to Brühne to always have the newest version. Changes in the payroll, in tax calculations or, for instance, the waste accounts can immediately be adjusted in the system. For this reason, Brühne has signed a service contract with tegos gmbh. "It includes telephone support, software updates up to small adjustments, which most of the time just occur in the running business. Not even the most careful planning can protect you against this", says Mr. van Schoonhoven.

According to the contracts, all of Brühne's requests were flexibly fulfilled by tegos gmbh dortmund. Even the weighing records from Warstein are now electronically and reliably transferred directly into the system through the networking of all sites with use of ISDN point-to-point connection and Citrix servers.

Ralf Linnemann, sales manager at tegos dortmund: "The software creates the necessary delivery notes, invoices, movement forms, tracking forms, waste transfer notes, checks, if they are hazardous goods and can send out the documents online on demand. All necessary details are collected from the standardized data basis and are processed accordingly." The different forms are ready in several paper trays and are used accordingly. "Above this, depending on the negotiated conditions, the system also calculates the rent for containers put up at the customer", adds Mr. van Schoonhoven.

An important aspect for the waste disposal company and supplier of building materials: When considering customers and vendors, enwis) has the necessary flexibility. Mr. van Schoonhoven says: "In case of our disposal location, a supplier sometimes is customer and sometimes vendor, in case of our building material business, it is the collector. All this could be implemented accurately separated and doesn't cause any problems with evaluations." Item-overviews can almost be grouped in any way and can flexibly be compiled for subtotals.

When considering assets and liabilities, it helps that the system also includes issued, but not yet paid invoices for a monthly evaluation. Ralf Linnemann of tegos: "This results in summaries, which are cause related and clearly deferred for a period of time, on push of a button and nothing gets lost."

Mr. van Schoonhoven summarizes the relief that the change brought alone to the EDP sections as follows: "Because all employees are using the same software, they are interchanging a lot more. The in-house-hotline is used considerably less. Interface maintenance is no longer necessary and each employee can now make his own evaluations." He is, however, not worried about running out of work. In addition to being in charge of the system and users, his department does the entire cost accounting. "Even without the previous extra work, this keeps us busy enough", says Mr. van Schoonhoven.

Brühne in details

The Brühne-Group is a traditional family business in its third generation. Founded in 1899, today they are working at four subsidiaries in Northrhine-Westfalia with 82 employees. The company has its own quarry in Warstein. The high quality limestone is processed with their own plants and commercialized in the cement-, limestone-, steel- and building industry. They also trade with primary- and secondary raw materials. With two subsidiaries, the Brühne-Group is running recycling plants and a public waste site and offers waste disposal services to industries. The turnover in 2002 was 26.5 million Euros. In 2003, two service companies management consulting and -training as well as a truck toll service were added. They also took a large share in a recycling company in Thuringia, which was introduced at the Expo2000.



Integrated software solutions for medium-sized companies. The system vendor for the waste disposal industry Since 1996, tegos gmbh is a certified Navision solution Center and has since 1998 continuously developed the ERP-system enwis), which is specially designed for the waste disposal and recycling business. It is momentarily successfully used by more than 50 customers home and abroad. With three subsidiaries, tegos has 50 employees in the sectors software development, IT-technology and consulting.

In 2003, tegos gmbh was awarded with the Microsoft innovations price for their newly developed telematics enwis)tel, which optimizes the use of vehicles.



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