



Reference report

Cost leadership through
greater efficiency



Cost leadership through greater efficiency

When more than 40 well-known, medium-sized waste disposal companies cooperate and centralise disposal and distribution activities for major companies nationwide, this calls for extremely flexible and individually adaptable corporate software.

For this reason the Ingolstadt company LOGEX SYSTEM GmbH & Co. KG backs the products of Microsoft Business Solutions and tegos GmbH. Important factors in the decision for the right software are efficient design of the business process as well as the ability to develop software.

In 2001 the growth phase of LOGEX began, which is why a high importance was attached to the flexibility of software in terms of new or legal requirements dependent on market forces. An ERP solution was sought, which makes no compromises in process efficiency, flexibility and development ability. "For strategic purposes, the basic idea was to achieve the highest process efficiency possible and therefore to assume cost leadership", explains David Imad, Head of Controlling, Finances and Commercial Management at LOGEX.

"Based on the character of our operative business, data diversity – and especially the volume of data – is very large in proportion to the size of the company", explains David Imad. Special importance was attached to making order entry and processing flexible so that today's customer requirements as well as our own future requirements can be fulfilled.

On the way to a paperless office

As the introduction of such a computer system generally means an extensive implementation project both regarding the time horizon and in terms of the costs, a multi-stage process was chosen. This was implemented by competent employees at tegos GmbH Rosenheim in close cooperation with the LOGEX project team. Reorganisation of the financial accounting was commenced. "The technical standard set up of the

Navison solution was completed within several days, recalls Thomas Wittig, Manager for IT Services. Implementation of the specific disposal module **enwis**) as well as other modules such as asset accounting or payroll accounting similarly ran without any difficulty. In 2006 the archiving system Easy Archiv was finally implemented. This guarantees a direct connection between performance data and the incoming voucher at LOGEX - including allocation to each invoice as well as transfer of the performance data to the voucher. "Through complete integration into the Dynamics/**enwis**) solution this provides an excellent addition (or extension) with maximum flexibility in research – with over twenty search and classification criteria", explains project manager Michael Böhm. "Naturally, at the start, employees had their reservations, along with certain scepticism", admits Steffi Nüssel, Head of IT Organisation. However, through open communication and early integration of all employees as well as the gradual implementation of the system with ample tests, these reservations were cleared bit by bit. "The advantages of a fully integrated solution and the paperless LOGEX quickly became visible and today it is impossible to imagine life without it," Steffi Nüssel sums up her experiences.

Cost leadership through greater efficiency

The results in daily use are impressive

“From a technical perspective Microsoft Business Solutions Dynamics provides a balanced ERP solution, which fulfils all basic requirements. For us, the deep vertical integration of almost all business process was especially important. LOGEX is particularly satisfied with the Dynamics/**enwis**) combination on account of the features of the LOGEX business as a head office, which are continually mentioned.”

As project manager, Thomas Wittig sees even further innovation potential in the solution combination used, which can be achieved in the close cooperation between Microsoft, tegos and Easy as well as practical testing with LOGEX.

“The Dynamics/**enwis**) combination is convincing by its flexibility, the self setting and administration options as well as the wide distribution on the market.”

Study confirms the benefits of new software

In an economic analysis carried out independently with detailed analysis of process cycles at LOGEX the positive changes incurred finally could be visualised, so e.g. a phenomenal acceleration of the contracting and material planning process by 80% in just 90 seconds. So not only could an increase in efficiency be achieved, but also non-monetary effects in the form of a clear rise in the satisfaction of customers and business partners. The increase in efficiency achieved equates to a projected 2,350 working hours a year. In summary this means for LOGEX:

“Our strategy was introduced, planned in the form of an innovative project, and then implemented at the right time with the right product, in the right partner combination” believes David Imad conclusively.

LOGEX is a cooperation of over 40 medium-sized disposal companies in Southern Germany.

It was formed in 1993 as an answer for medium-sized companies to the concentration within the waste industry and to altered customer needs. The head office in Ingolstadt has to manage the business, sales, service, customer consultation and complaints management of national projects. So LOGEX combines the flexibility of medium-sized companies on site with the high requirements of national customers. The head office also pools the functions such as waste distribution, buying and marketing for partners. The partners of LOGEX achieved more than 600 million euros in turnover in around 100 company locations with over 5,000 employees.



tegos GmbH
Münchener Str. 24 | 83002 Rosenheim
Oslostraße 2 | 44269 Dortmund

www.tegos.de

tegos 
SIMPLY MORE EFFICIENT