Branch competence is the deciding criteria

SITA Rohstoffwirtschaft GmbH developed their own administrative software until now. An integrated branch-solution now ensures an overall view and fast processes.

Fast Facts
Project Summary

Company
With 85 percent wastepaper has, besides the groups for metals and synthetic materials, the largest share of the total turnover of SITA Rohstoffwirtschaft GmbH. The company's 170 employees in Hochheim, Mannheim and Karlsruhe made a turnover in 2003 of 62 million Euro.

Problem
SITA Rohstoffwirtschaft GmbH used to manage their operative business with several individual solutions. Missing interfaces to other systems did, however, slow down the business process.

Solution
The heterogeneous systems of the raw material division were replaced by the branch-solution enwis) based on Microsoft Business Solutions-Navision. For the first time, all business areas are managed with one common software.

Benefits
The integration of business fields and the complete illustration of the paper business speed up the company's working processes and takes some load of the employees. Work is additionally made easier by processing fluctuating paper prices.

SITA Deutschland GmbH in Cologne is an all-in-one service company in the waste disposal branch for communities, the Duale System Deutschland (a system whereby manufacturers are obliged to take back and recycle used packaging) as well as for companies from industry, commerce and trade. The economic weakness of the past years also left its mark. Ulrich Hasenau, the company's project manager IM admits:"The production and therefore also the amounts of recyclable materials are decreasing in these parts. Empty cash accounts of communities, reorganization of the Grüner Punkt (green symbol on packaging, which can be recycled by the "Duales System") and an increasing thrift of companies all add up to this." This is why tightening the business organization and harmonizing the IT-Systems are among the most important measures by SITA Deutschland to strengthen the company for the future. While SITA Deutschland GmbH is working with SAP for their business management, the operational raw material business is managed with an individual solution.

SITA Rohstoffwirtschaft is working in the business field storage and merchandising of recyclable materials like metals, synthetic materials or paper, cardboards and cardboard packaging. Especially for the company's wastepaper division, the concept of a group wide IT-solution did not work out. "Of all secondary raw materials, wastepaper is the most demanding one of all", explains Mr. Hasenau. "The prices are subject to great fluctuations. In one month, we pay for the purchase and the next month we get money for it. A simple order processing is not enough for these business processes."

This is why for many years the subsidiary worked with several self developed programs based on the MS-DOS-database OpenAccess. "Unfortunately, the individual solutions were not integrated. Vendor- and customer processes were entered in different software programs. The link to SAP was also not completely done. Only sales invoices could be transferred via an interface. Master data and all vendor processes had to be entered twice", says Ulrich Hasenau about the weakness of the old system.

Microsoft
Business
Solutions

A new software should eliminate the problems of the individual solutions and speed up processes. However, the realization turned out to be difficult. Neither the company's own software, nor SAP could illustrate the special demands with reasonable effort. "We practically would have had to newly build up all processes. The operating costs would have been way too high for a medium-sized company like SITA Rohstoffwirtschaft", describes Mr. Hasenau the dilemma the company was facing at that time.

Branch functions included
At the computer fair CeBIT2001, the project manager was therefore looking for a special software that would match the many specific demands of the wastepaper trade. The deciding criterion was the branch knowledge of the implementation partner. Since the software had to transfer posting data to SAP, a seamless link to the group accounting was requested. The integration of all company fields in one common software should, above this, be reflected in detailed reporting.

"We chose enwis), a branch-solution based on the business standard software Microsoft Business Solutions-Navision", explains Ulrich Hasenau. "This program contains all essential working processes of the wastepaper business. The adjustments were limited to company-specific peculiarities." The implementation was done by the Microsoft Business Solutions-Partner tegos gmbH in Dortmund.

Paper prices under control
The system was implemented in October 2001. Microsoft Navision managed the posting problems of the purchases with artificial intelligence: For a negative purchase price, the software automatically made an accounts receivable posting and for a positive price it made an accounts payable posting. "When transferring the records to SAP, allocations and tax-norms are included. Therefore, no differences can arise. With this, we eliminated a traditional cause of fault", shows Mr. Hasenau his enthusiasm for the new solution. Another problem, the inaccuracy when determining the amounts of paper, was solved with thought-out concepts. "With spot checks and figures based on experience, we calculate deviations, for instance, due to wetness or dirt. Microsoft Navision automatically corrects the quantities in the order processing", explains Mr. Hasenau the difficulties of paper business.

Improved information situation
The raw material division is working with Microsoft Navision since May 2002. The implementation was done nearly trouble-free. Above all, three points were decisive for the positive course of the project: the high share of the standard of the branch-solution, the flexible program structure and the branch competence of our implementation partner", summarizes Mr. Hasenau. He counts the complete linkage to the business software SAP and the consolidation of the business areas to the biggest achievements of the new system. "Today, we are able to enter considerably more data in the same time. Our reports are therefore a lot more meaningful", emphasizes Mr. Hasenau. The company is, for instance, working with commitments, which are assigned to customers. This is how the utilization of the contracts is directly retrievable." Our dispatcher can immediately see, if quantities are missing to fulfill the contract, and, if necessary, react by buying more", explains Mr. Hasenau.

Software and Services
Software
- Microsoft Business Solutions-Navision
- Microsoft Windows 2000 Server
- Microsoft Windows 2000
- Microsoft Windows NT
- Microsoft Office 2000

Hardware
SITA Rohstoffwirtschaft GmbH uses Compaq for workplaces and servers. Besides fixed Pentium III computers, they also use notebooks. A fax-server and a CITRIX-terminal server are added to the Microsoft application server. The CITRIX-terminal server controls the data exchange with the subsidiaries. They access the Navision-Database with help of a secured virtual private network (VPN). The infrastructure conceives T-systems. SITA Rohstoffwirtschaft is connected to the 32-megabit-backbone of the head office in Cologne with a two-megabit-dataline.

More sites will be added

Another advantage is the fact that for the first time, all types of raw material can be managed with one software. "With push of a button, Microsoft Navision gives us figures, which we had to calculate with paper and pencil in meetings lasting for hours", says Mr. Hasenau satisfied. It is no surprise that the expansion of the IT-system is already decided. Besides updating to the newest version of Microsoft Navision, the weighbridge will transfer their weighing data to the software in the future. However, Ulrich Hasenau expects great synergy effects with the current re-organization of SITA Deutschland GmbH in the second half of this year. "The trade of secondary raw materials, which is still done by several companies, is now combined in one division. This is how further sites were assigned", summarizes Mr. Hasenau.

He is not afraid to slip up over the challenge. After all, Microsoft Navision has already proven its flexibility with site-overlapping processes.

Microsoft Business Solutions-Partner

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