



ERICH **FRIEDRICH**

enwis)

## On target for **new challenges**, supported by **integrated software solution**

*Erich Friedrich Group profits by many new features and a faster way of working after update*

### Overview

**Country:** Germany  
**Industry:** disposal of incurred slag from steel mills and iron works, gaining iron- and refractory aggregates

### Company

The Erich Friedrich Group deals with the handling, storage and marketing of by-products of iron and steel production. It has locations in Salzgitter, Peine and Georgsmarienhütte, Germany.

The group is responsible for the disposal of industrial waste. The company transports and processes these in its own special vehicles and processing plants. Through this, iron- and refractory aggregates and aggregates for the steel industry are generated. In addition, materials for use in road construction, civil engineering and rail construction but also fertilizer for agriculture incur.

### Initial situation

Various isolated solutions had already been replaced in 2004 with the introduction of enwis) 4.0 as an ERP solution. The end of support for this solution and numerous, in parts legal changes led to the need of an update. The Erich Friedrich group was one of the first customers of tegos GmbH Dortmund to opt for an update.

For more than six decades, Erich Friedrich Group is a leading service provider for steel plants in the iron and steel industry. Erich Friedrich Handels GmbH takes care of the disposal of incurred slag from steel mills and iron works, transports and processes them. Erich Friedrich Hüttenservice GmbH operates its own treatment plants on the site of Salzgitter AG where it mainly gains iron- and refractory aggregates and aggregates from byproducts. Both companies have successfully been working with software solutions from tegos for years.

### Starting position

The use of software has been a part of daily business for years in companies of any size. Accounting, cost accounting, scheduling and other departments - the one who has an overview of important key figures has a clear advantage. That is why Erich Friedrich Hüttenservice GmbH and Erich Friedrich Handel GmbH used software solutions for years already. They trusted in isolated solutions that mapped single areas such as accounting or the weighbridge connection. With the increasing importance of a functioning software, the company noted, however, that in many areas unnecessary sources of error appeared and time was lost due to multiple entries of data. Decisive for a change of the solution were also missing functionality for

analyzing data collected. Therefore, in 2004 it was decided to select an integrated software solution that is to be operated and viewed from all departments at once. The choice fell on Microsoft Dynamics NAV and the industry solution enwis) with its focus on the waste management industry. Thanks to the extensive industry expertise of the provider tegos GmbH Dortmund, the company benefited quickly from tighter working processes, structured data and significant time savings.

But software solutions, as everything else, suffer over time. Necessary content adjustments, for example by legal changes as well as numerous enhancements to the functionality and the end of support options on the part of Microsoft led to the need of an update of Microsoft Dynamics NAV and enwis) to a current version after 5 years. Erich Friedrich Hüttenservice GmbH and Erich Friedrich Handel GmbH therefore opted for an update project to NAV 2009 and enwis) 2009. Thereby, the company was one of the first tegos customers who opted for this version.

### Process

Before the technical implementation an extensive recording of the initial situation was made. Business processes were screened and the previous approach was put to a test.



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## Solution

The Erich Friedrich group decided to bring their existing system not only on the current state, but to also ray the business processes with tegos GmbH Dortmund. With the introduction of Microsoft Dynamics NAV 2009 RTC and enwis)2009, the company not only received a modern, legally compliant solution, but also expanded its area of application and therefore replaced another isolated solution to obtain a fully comprehensive system. With the new Rolecenter which shows every user on his individual homescreen exactly what is important for him, the company was able to integrate further comfort in everyday work.

## Benefit

Besides clearly noticeable time savings in the processing of data, their acquisition has become much more reliable

Goal was to further optimize processes and accurately implement the functionalities required by the company. Afterwards, the implementation started. The big advantage of NAV and enwis) is the flexibility in adapting to customer needs. Thus, the software comes with an extensive standard range of functionality that can be customized as needed. In the case of Erich Friedrich that was, for example, the BWA analysis, which was amended to the effect that the company when creating new profit centers simply can copy an existing matrix. Elaborate multiple inputs, which are also a typical source of error, are dispensed. Adjustments on a smaller scale can also be made directly by company employees after training by the tegos.

The employees also see more comfort in the connection of the system to the Office programs like Excel. Thus, data are processed rapidly and can easily be used for further operations.

The Role Center, which was introduced with NAV 2009, in which every user finds information needed exactly for his work on an individual homescreen, also found its way into the company. Currently, however, the company only works with two different roles and the potential is not yet completely used. The main reason is the pending implementation of various adaptations of work processes.

Heavily used and positively included in the work progress is the newly introduced tool „easy VNT“. This allows to insert Pre- and Post-Texts in NAV standard documents like quotations, order confirmations and invoices. The personal approach of the receiver is thus possible, for ex-

ample, simply from the system and does not have to be inserted manually into the document manually.

In accounting, Erich Friedrich uses the AddOn module LucaNet that provides the staff with quick overviews. The module receives the data directly from NAV and thus offers the possibility of rapid and reliable financial and liquidity planning and consolidation, with the latter currently not to be used.

## Satisfaction

The ERP software is a crucial factor in the business processes of a company. Changes and modifications always bring not only a lot of work, but initially also smaller and bigger problems that need a rapid solution. Of course a new software version with a new interface means a certain familiarization for the users. This was also the case for Erich Friedrich and its update project. But thanks to the close co-operation of the company and tegos GmbH Dortmund these problems and difficulties could be eliminated.

## Future

2014 will be an exciting year for Erich Friedrich Hüttenservice GmbH and Erich Friedrich Handel GmbH. Among others, Erich Friedrich Hüttenservice GmbH was able to win the bid for the processing of blast furnace slag for 10 years starting 2015. Thus it has three kinds of slag in the preparation, which also means that the software solution must be expanded. In the future, it should be insured, for example, that incoming material is not only weighed on the scale, but the delivery slip is directly forwarded to the right lo-



cation in the company. This is currently done manually. In addition, Erich Friedrich Hüttenservice GmbH wants to achieve, together with tegos, that different materials can be assigned to one customer so that working processes are simplified starting at the delivery.

Since the business area expands and the tendency is towards a paperless office, the introduction of a document management system is also under discussion. For this case tegos GmbH offers the AddOn dms by tegos which is integrated in enwis). Archiving of all documents up to audit security is no problem.

A completely integrated system that ensures quick access to all the data required and presents them concise and clearly is a benefit Erich Friedrich enjoys while using Dynamics NAV and enwis). Together we make our way to the future!

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## Technology at a glance

### Microsoft Dynamics NAV

The special requirements of Erich Friedrich group to an ERP solution are optimally fulfilled by Microsoft Dynamics NAV 2009 and enwis) 2009.

### Microsoft Office

The connection of the Office programs to the ERP system facilitates the export of data for example to Excel and the further processing enormously.

### LucaNet

This add-on provides the employees in accounting quick overviews and obtains its data directly from NAV. Thus, it allows a quick and reliable financial- and liquidity planning.