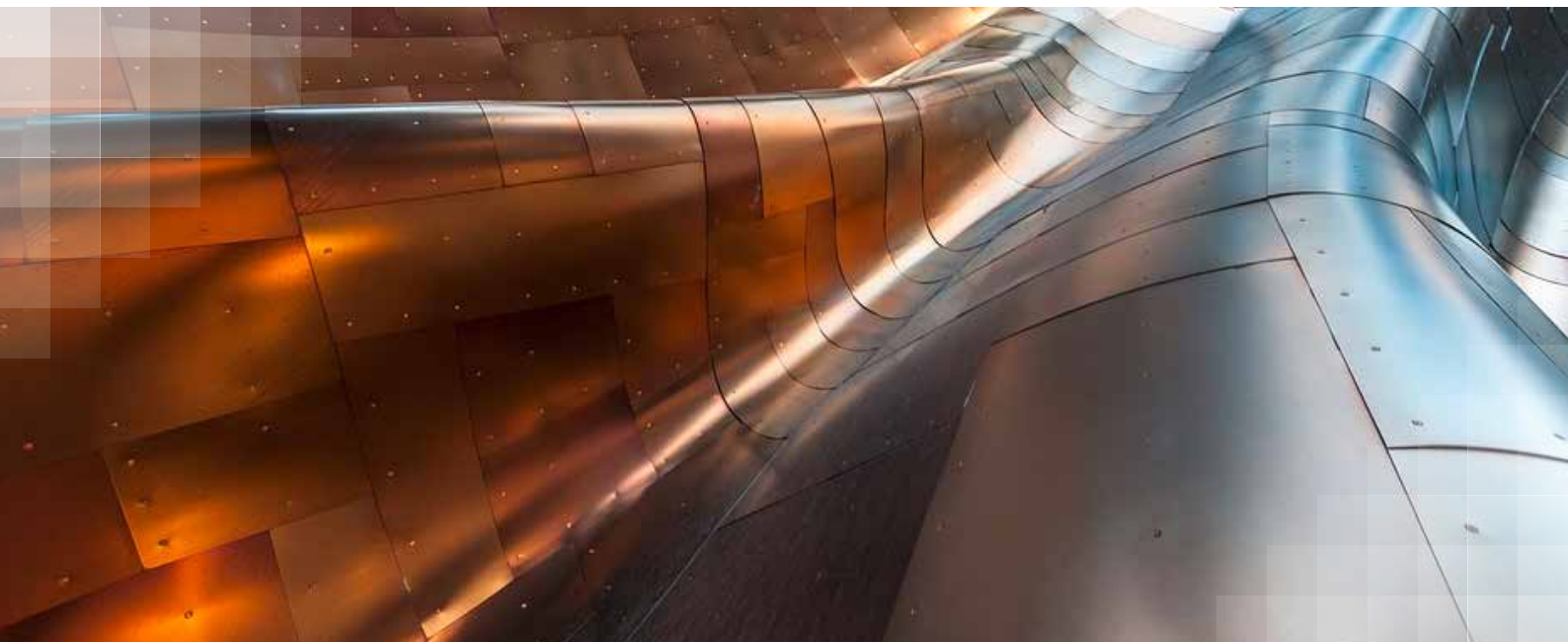


comotor
KMR Stainless Experience Report



KEEP AN EYE ON YOUR RISK WITH A DEEP
ANALYSIS FROM PURCHASE TO GOODS ISSUING
THE KMR STAINLESS GROUP RELIES ON THE USE OF COMOTOR



The Company

The KMR Stainless Group is a leading and internationally operating trading company for raw materials for processing in the stainless steel industry. Founded in Mülheim an der Ruhr in 1998, it now has two other locations in Dordrecht, Netherlands and in Bangkok, Thailand.

The site in Mülheim an der Ruhr worked with a customized solution based on Microsoft Access for years while in Dordrecht, the software Alltrade was in use. After the fusion of the companies, they started looking for an integrated ERP solution and a strong partner that would provide investment security and a stable future perspective in addition to an outstanding software.

OVERVIEW

- Country: Germany, Netherlands, Thailand
- Industry: Trading of raw materials used in the stainless steel industry.

TECHNOLOGY AT A GLANCE

The KMR Stainless group with its brand and corporate identity Oryx Stainless is one of the world's leading companies in trading and processing of raw materials for the stainless steel industry. Since 1998, the group company KMR Stainless AG operates in Mülheim an der Ruhr and offers an ultra-modern storage and transshipment point for secondary raw materials. The predominantly European customers and suppliers benefit from the central location and the ideal connection to the European road, water and rail network. In 2008, the group expanded to include the location of Dordrecht in the Netherlands. 40,000 sqm of storage space and a direct deep water access provide the ideal base for the international bulk and container business. Since 2013, the company also operates in a majority-dominated joint venture named Oryx Stainless PGI Co., Ltd. in Bangkok, Thailand.

The starting position

In 1998, the young company already began to search for a software solution that could represent and manage the complex business processes. There was a first contact to tegos Group, which had just made a reputation in the waste management and recycling industry. Ultimately, KMR decided to rely on a proprietary development based on Microsoft Access. After nearly three years of development, the company eventually got a solution that exactly mapped its specific needs but the solution reached its technical limits with the ever-increasing tonnage of the company. Some time later, the fusion with the facility in Dordrecht took place. The facility wor-

ked with a solution, that was no longer developed. For this reason, and to map the common business processes consistently, the KMR group started searching for a new, integrated software solution. They did not want to back on a proprietary development again, but on a standard solution that would provide, in cooperation with a strong partner, both investment protection and a perspective for the future. During the selection process, KMR Stainless led workshops with four software companies to pre-



sent the requirements and to work out approaches. The requirements at that time: an understanding of the industry and the business processes and a sense of the needs of the customer. At that time, there was no integrated software solution available for the very special requirements of the metal trade, so KMR had to decide whether it should adapt an existing product or tackle a completely new development. The focus was on the latter, on the premise to develop a standard that would be marketed and

supported together with a partner. In this process, tegos Group could finally prevail. Sales arguments were not any cost savings, which serve as a common criterion, but „that we had the feeling of dealing with people with whom we are in dialogue and who think like we do, who understand their own craft as well as bring a deep knowledge of the industry“, says CFO Roland Mauss. It was also positively noted that not only salespeople and consultants participated in the appointment, but also developers. „When you talk about a new product, then it is not enough to talk to the consultants. We talked about a prototype, so the cooperation was obviously much more intense,“ says Mauss.

The course of the project

Since it was a joint new development, the time factor was of secondary importance in this project. The focus was on the quality of the solution and the standardization in order to make the product interesting for other companies. This meant a very close and intensive cooperation at all levels of KMR Stainless group and tegos Group. After this intensive time you can look back on a successful project today. „The collaboration went very well. Problems were addressed directly and openly and solved together,“ Roland Mauss recalls. After finalizing the development, the actual introduction of comotor was eagerly awaited. In order to avoid greater turbulence, the go-live was split in two. It started on January 1st 2011 with the financial accounting. Since this division is already very complex, it was apparent to switch this first. Attention was focu-

SOLUTION

- The right solution was finally found in the partner tegos Group and the jointly developed product comotor, which became an integrated standard solution for the metal and commodity trade.

BENEFIT

- Especially the unrivaled, deep analysis across all business processes enables the KMR Stainless Group to work fast and reliable and to have a reliable view of the risk at any time.

sed on the required internationality and the connection of several banks with different payment methods from classical transfers to international transfers to SEPA payments. After this area was successfully converted, the trader-related departments followed in March and April of the following year.

The acceptance

Of course, the transition from the very individual proprietary development to comotor was a big step with many changes for the users. What was previously kept relatively narrow, now offers a lot more features and is much more complex. But this is where users see great benefits and notice a significant ease of their daily work. „comotor offers an analysis that covers all business processes. From the purchase contract

to inventory and each inventory item to loading and outgoing invoices every process is calculated with detailed metallurgical content. Only in this way a reliable statement about the existing metal at risk can be made. I have heard from many software vendors that they offer a risk overview, but a really significant indication on the basis of facts and content in this form and depth, and that in real time - that offers only comotor“ is the conclusion of the responsible CFO Roland Mauss.

The future

As already mentioned, KMR Stainless-Group operates the joint venture Oryx Stainless PGI Co., Ltd. together with the PGI Group in Bangkok, Thailand since 2013. After the successful implementation of comotor for the European units of the KMR group, comotor was also chosen as the software solution for the Thai site. With the support of tegos Group and the local Microsoft partner AVision Co., Ltd., KMR has implemented the completely integrated ERP software solution comotor to accompany the commercial and operational processes from the IT-side and has located the solution in the Thai language, also considering the regional legal requirements with little effort.

The Conclusion

„comotor is unique in the software market thanks to its functions and its chemical analysis“ confirms Roland Mauss. „Therefore we would advise any company that is engaged in commodity trading to use this solution. tegos is a reliable

partner who has internalized the industry-specific business processes and is not afraid to tackle problems that inevitably arise in an implementation project and eliminate them. Quality is quite clear in the center of interest at tegos Group.“ There are some software solutions that address the metal and commodity trading, but thanks to his experience and numerous comparisons Roland Mauss can confirm: „Many vendors claim that their programs can do the same as comotor. But I have had a look at them and honestly have to say: for companies that do not want to engage in significant adjustments or use a customized solution that is not further developed, for them there is no economically viable alternative to comotor!“



CONTACT DETAILS

YOUR CONTACT PERSON AROUND THE TOPIC COMOTOR



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