

enwis
Nehlsen reference report



**A CLEAN SOLUTION FOR
CLEAN PERFORMANCE**
MAKING DIGITALIZATION VIABLE INTO THE FUTURE



Background

Nehlsen AG, one of the largest waste management companies in Germany, needed a new, cutting-edge software solution that would allow it to meet the new and changing requirements of today's market. The company had decided not to modernize its software, which it had developed itself and used for over 15 years, because the underlying systems were no longer flexible enough. enwis, a solution developed under Micro-

soft Dynamics NAV, immediately stood out as a potential candidate among the solutions for the recycling and waste management industry available on the market. Nehlsen has some 2,500 employees at more than 60 locations around the world, so it would be no easy matter to introduce a completely new solution. But the tegos Group proved to be an experienced, reliable partner to Nehlsen for this task.

ABOUT NEHLSSEN AG

- Recycling and waste management
- Founded in 1923
- Registered office in Bremen
- Over 60 locations in Germany, eastern Europe, and Africa
- Some 2,500 employees

FROM CHOICE TO IMPLEMENTATION

A WELL-ROUNDED SOLUTION

The challenge

In 2011 Nehlsen began its search for a new software solution that could fulfill the company's growing demands. The focus was on a solid technological base that would allow the provider to guarantee that the software would remain viable well into the future. Another requirement was that further development of the solution had to be spread across as many user companies as possible, to ensure that the manufacturer would make any upgrades required by changes in the law and offer new functions as regularly as possible. Other key factors in the decision were the number of people who can work with the system at the same time and the stability of the new solution. This set the bar very high, particularly since the previous system covered all of the major functions – from customer administration and order processing to material planning, scales and systems, operational data collection, and invoicing – across the very broad range of services offered by the Group.

ABOUT ENWIS

- A comprehensive industry solution that maps all business processes
- Precisely customizable to individual requirements
- Practical add-ons, including for telematics and the electronic authorization procedure
- Saves time and money, since all information is immediately available everywhere
- A sound investment in the future thanks to the latest technology from Microsoft Dynamics
- Transparent project flow based on Microsoft Sure Step
- Expert advice and reliable support from tegos

An obvious decision

Nehlsen devoted a year to the search, but enwis immediately stood out as a good fit. The functional scope of its standard version covered over 80 percent of Nehlsen's technical requirements. Because enwis is based on Microsoft Dynamics, it could be seamlessly integrated in the existing system environment, guaranteeing the necessary future availability and safeguarding the company's investment in the new solution. And tegos was an experienced partner with in depth knowledge of the requirements in the industry.



Andreas Seebeck
Head of data processing coordination, Nehlsen AG

A convincing solution

When Nehlsen picked enwis, it chose a flexible, future-oriented industry solution based on Microsoft Dynamics NAV. The solution would allow the company to easily digitalize its processes, work more efficiently, and stay competitive. From order processing to accounting to container management and vehicle monitoring, enwis integrates all relevant processes. This greatly increases the efficiency of business procedures, since data is available everywhere at all times. Thanks to the modular architecture of the system, each company is given a solution precisely tailored to its individual needs. Add-ons for telematics, the electronic authentication procedure, and other functions can also be integrated in the solution, making this data available at all times as well.



Implementation

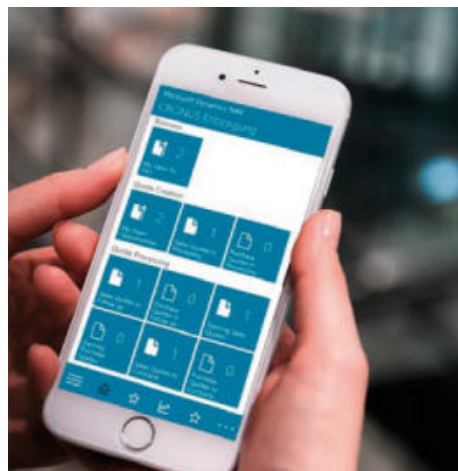
Nehlsen and tegos worked together to determine areas where the standard enwis version did not meet the company's needs and had to be adjusted. Andreas Seebeck, head of data processing coordination at Nehlsen and the responsible project manager, vividly recalls that initial phase: "Tegos played a key role in the analysis of our processes. With their in depth knowledge of the industry, they came up with some good ideas about potential adjustments to processes." After individual adjustments to the basic system had been implemented and tested, enwis was introduced in a pilot plant and then at two smaller locations. This meant the solution could be tweaked before it was introduced at locations with a large number of users, and that changes could be made based on practical use of the system without disrupting operations. That allowed Nehlsen to roll enwis

out in other locations fully equipped with the relevant functions.

A positive result

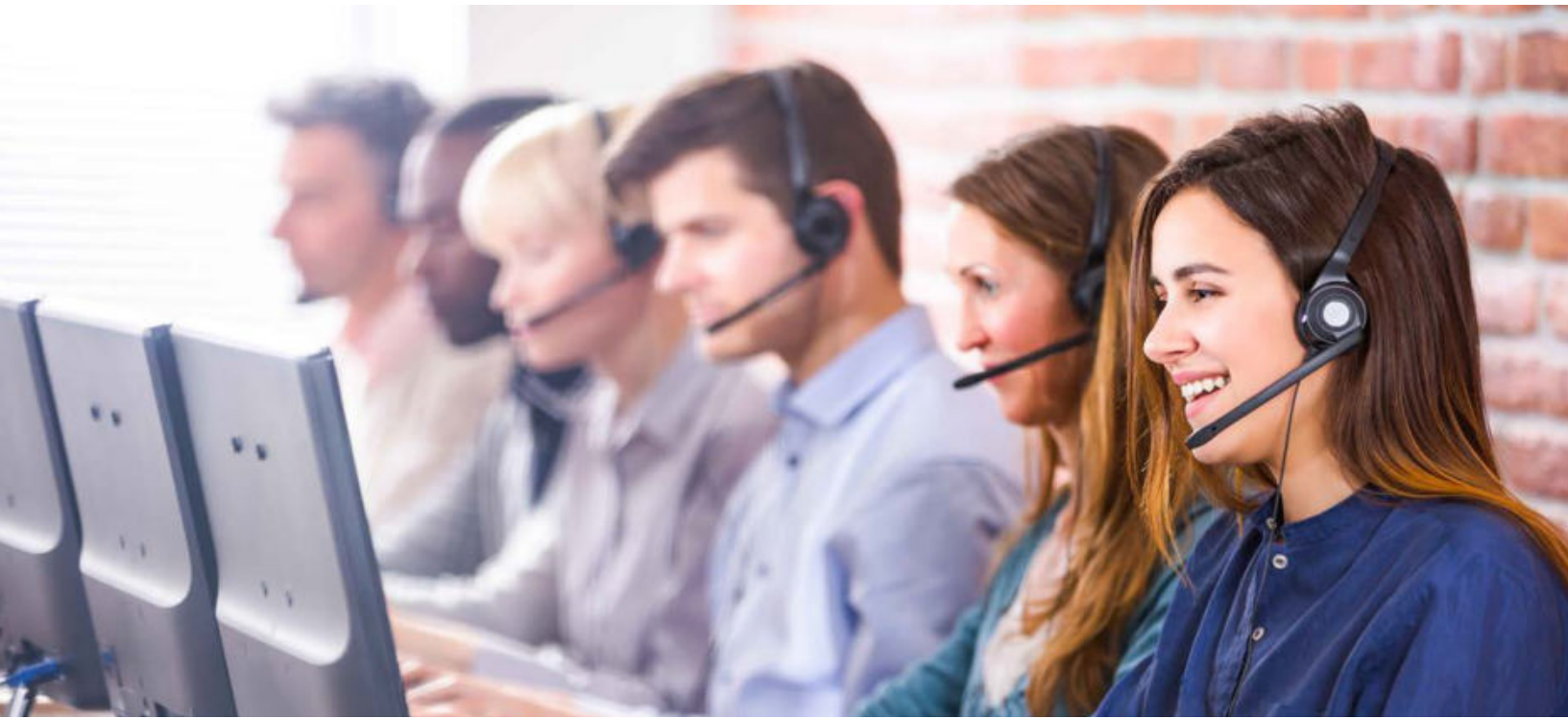
The usual processing speed was easily reached in just a short time, and transparency and opportunities for evaluation made day-to-day work much easier. Seebeck sees a positive outcome: "A project of this kind would have been impossible without the efficiency and commitment of tegos."

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