

**enwis**  
solution for  
digital waste management





## WASTE MANAGEMENT 4.0

### NEW POSSIBILITIES THROUGH MODERN TECHNOLOGY

Complex tasks require simple, adaptable and automated solutions. Especially in the waste disposal and recycling industry, where the labour effort is high, the conversion to smart electronic processes offers considerable savings potential.

In short: digitisation should play a central role in your business today. With our disposal software, we offer you flexible solutions that adapt to the needs of your business: Optimise processes, save time and resources and ultimately, guarantee more transparency.

## TEGOS GROUP: BLAZING A TRAIL TO DIGITAL FUTURE

For over 20 years, our business solutions have been helping our customers stay competitive in the waste management and recycling industry and more recently in metal and scrap trading. Today "One tegos" signifies more than 90 employees company-wide, countless ideas for innovative business solutions, and many years of combined expertise in our sectors. Over 350 clients in 25 countries already utilise our software solutions – all built on future-proof technology from Microsoft.

Our industry solutions have decisively changed and greatly simplified the working life of more than 9,000 users. We will work with you to develop business specific solutions that help you master everyday challenges like growing documentation requirements, fluctuating commodity prices, and international market trends.



**enwis**

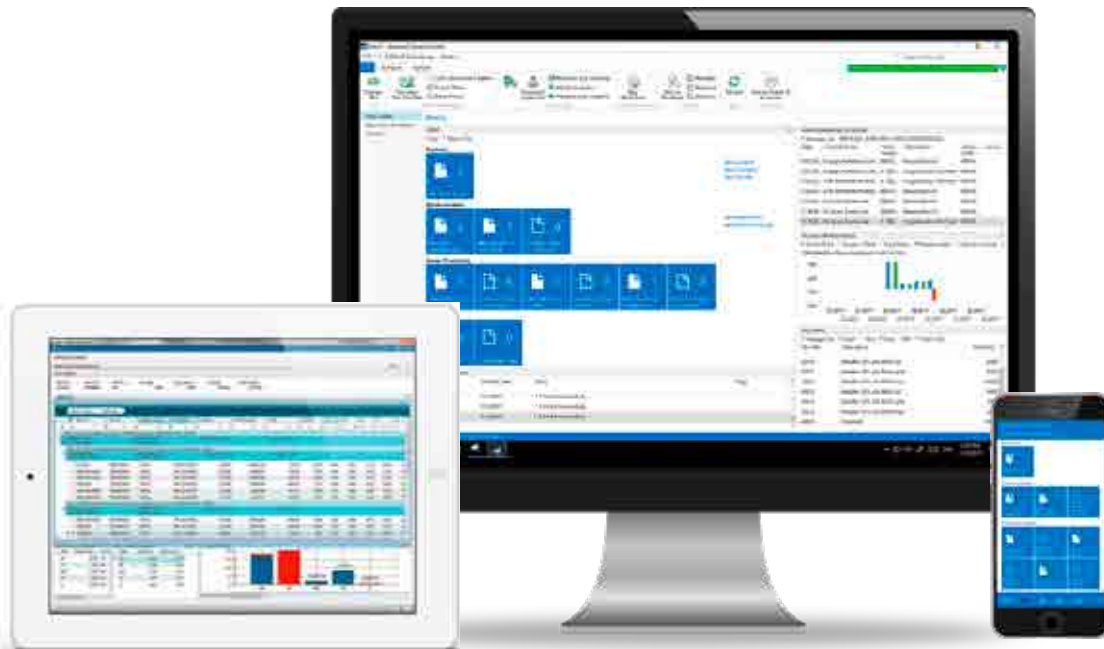
The industry leading solution that ensures controlled, sustainable operations - from collection right through to recycling or treatment

# ENWIS

## NUMBER ONE AMONG INDUSTRY SOLUTIONS

enwis is not just a software package. It's the first choice for the waste management and recycling industry, combining a powerful ERP system with a needs-oriented solution for the whole industry. Seamlessly integrated, enwis supports all of your business processes – no matter whether they are typical business administration procedures or procedures specific to your type of waste management. No other

software covers your industry's processes as comprehensively as enwis. As an example, you can prepare purchase invoices for your deliveries, minus non-recyclable content, and post all purchasing and sales services in just a single document for each sales order. That ultimately saves you time, and lets you work much more efficiently.



## FOCUSED

FOCUSED ON THE MAXIMUM BENEFIT FOR YOUR BUSINESS



### **SECURITY**

Many are reluctant to update or even introduce an ERP system. Yet the reasons for a system's failure – inadequate project management or a lack of change management – are usually obvious. When we implement enwis, we use the proven Sure Step methodology from Microsoft. With a thoroughly tested approach and established procedures provide transparency and security throughout the project to ensure

employees and colleagues are supported from the very start of any change process. This proven approach ensures successful implementation, within budget and in good time.



## **VERSATILE SOFTWARE FOR YOUR INDUSTRY**

Disposal draws on a wide range of processes. Rare indeed is the single system that can cover all needs – and the result is expensive custom developments. But even as a standard version, enwis delivers an efficient ERP system with a cross-industry solution – ranging from paper trading, to container services, to special waste – that efficiently covers all business processes specific to the disposal and recycling industry.



## **TECHNOLOGY**

If your ERP system is aging, based on an obsolete technology and no longer suited to your company's needs, it's high time for a better solution. enwis is based on the latest technology from Microsoft Dynamics 365 Business Central, which is updated every month and thus always represents the latest version. Thanks to in-depth integration of familiar Office applications and a touch-optimized user interface, enwis offers a familiar user experience and can be used from anywhere via mobile devices.

# ENWIS FOR CONTAINER SERVICE PROVIDERS

## MAXIMISE UTILISATION THROUGH INTELLIGENT CONTAINER MANAGEMENT

Efficient disposal requires optimal utilisation of all resources including containers, vehicles and drivers. For you, as a disposal company, it is particularly important to know where and how your containers are being used. With the enwis solution from Tegos you have complete control of your containers, including availability, location, revenue and materials, as well as the ability to maximise the use of your vehicles and drivers.

### **Graphical scheduling & mobile Apps**

Thanks to the seamless integration with enwis, the Graphical Scheduling board directly accesses the resource and capacity planning information in enwis. The visualization of your resources gives you real-time overview - critical to both profit and customer satisfaction in a busy planning office. The addition of a Mobile Apps guarantees a smooth exchange of information between drivers and planners, ensuring maximum productivity throughout the day.

### **Comprehensive rental accounting**


Flexible pricing and rental models are an absolute must when booking containers if you want to offer a high level of customer service and remain competitive. In enwis all rental models (daily, weekly, monthly settlements) including special conditions and discounts can be mapped flexibly and feed directly into the accounting and billing modules.

### **Exchange containers when they are full**

Through the advancement of the Internet of Things (IoT) you can avoid unnecessary journeys with the connection of state-of-the-art level sensors in your containers. The combination of sensor technology and route optimisation in enwis enables 100% efficient planning of your routes based on the current fill levels of your containers, maximising profit and keep the customer happy.







With enwis, we have succeeded in standardizing the business processes in our subsidiaries within Europe and implementing uniform reporting.

Pieter Wolfard,  
Manager Supply Chain,  
Smurfit Kappa Group

# ENWIS FOR MATERIAL TRADING

## SUCCESSFUL COMMODITY TRADING FOR A FUNCTIONING CIRCULAR ECONOMY

If the circular economy is to succeed, we need to think and act like virgin material suppliers. Supplying the correct quality and quantity at the right time are both paramount. However, there are additional complexities in the sourcing of secondary commodities – supplier relationships should be maintained, and the volatility of price and availability must be managed. With enwis, you can manage successful trading, ensuring customers' needs are met, risk is managed and successful sourcing of material is maintained through trustful supplier relationships.

### Secure Contract Matching

In raw materials trading, ensuring the flow of quantities while adhering to agreed quality and quotas is the be-all and end-all. Contract matching in enwis takes over the comparison of your contract conditions with suppliers and customers for you and thus supports you in controlling your quantities.

### Automatic Pricing

The success or failure of a business depends to a high degree on a quick reaction to constantly changing market prices. With enwis, you can benefit from the automatic pricing through links to on-line price indexes. Ensuring price monitoring through automatic systems reduces risk, maximises opportunity and removes administration overhead.

### Overview of stock quantities and values

Enwis manages both the inventory and finance in your business. It is the only software solution on the market where you can track your value flows independently of the quantity flows - invoicing quantities can be viewed independently of material quantities.

# ENWIS FOR HAZARDOUS WASTE & INDUSTRIAL SERVICES

## MANAGE COMPLEX SERVICES IN A HIGHLY REGULATED ENVIRONMENT

Whether it be tank cleaning, clinical waste or lab-smalls, with hazardous waste disposal it is critical to have a system that not only follows regulations but also demonstrates that they are followed.

enwis supports the structure of complex services, including materials, vehicles, equipment, tools and skilled personnel. Job costing ensures a profitable business. The depth of functionality allows regulatory compliance at a global and local level, supporting material classification, analysis, packaging and tracking throughout the process.

### Material classification

Hazardous (dangerous) materials require detailed classification throughout the disposal process. Enwis supports not just UN classification, but analysis down to chemical component level where necessary. The results comparison with targets and benchmarks support the classification and demonstrate process adherence.

### Optimized planning

Many resources can impact the success of hazardous and industrial services. Enwis brings together the capacity and availability of vehicles, tools, personnel, containers and material processing facilities to optimize a complex industrial services operation. Capturing all costs allows accurate job costing and reliable billing.

### Official documents

Whilst material classification often follows international standards, official documentation also has local stringent controls. Enwis is designed at the core to meet international standards, including trans-frontier shipments (TFS), Annex vii, but also produce either paper or electronic documents for many individual countries. The ability for enwis to evolve as regulatory requirements change ensures it will always meet the needs in the most efficient manner for each territory.



“As a medium-sized company, we can only expand if we are better than our competitors and if we offer better service. Customer orientation and flexibility are our unique selling points.

Andreas Lanik, Sales Manager, KS Recycling GmbH & Co. KG, Sonsbeck



## ENWIS FOR COMMERCIAL

### DIGITAL SUPPORT FOR COLLECTION SERVICES

Every day you collect and receive high volumes of different types of waste from commercial customers. In a margin sensitive business efficiency is key from sales through to collection, treatment and material disposal. With enwis we optimise each part of the process to maximise the whole value-chain.

#### Start in the right direction

To optimise a commercial collection business, you need to ensure the right material is collected on the most efficient routes. Using the enwis CRM intelligent sales management tools you can focus your sales and marketing efforts to acquire those customers that will naturally compliment your downstream business, ensuring high sales conversion rates, good transport route density, the right materials for your treatment facilities.

#### Quality in equals quality out

As the global economy changes, ensuring you have a profitable disposal route for your ma-

terial is key to survival. Delivering material to the agreed quality measures results in good prices, but if the quality is lower than promised, shipments can be blocked. Enwis supports sampling and analysis from collection, through the separation processes and at the point of sale, ensuring material fit for the circular economy.

#### Graphical transport planning

For most commercial waste collectors, the cost of transport can be the largest overhead. Working with specialist route optimisers, enwis is able to operate collection routes efficiently, maximising the investment in an expensive vehicle fleet. Whatever your priority, whether it be customer service, low CO2, driver hours or distance travelled, Optimisers can automatically schedule collections in the manner that best suits your business.

Using our graphical planning tools, these tours can then be further modified to meet individual customer demands, or to quickly respond to unexpected situations such as a vehicle breakdown.

# ENWIS FOR RECYCLER

## CONQUERING THE CIRCULAR ECONOMY WITH QUALITY MATERIALS

Replacing existing virgin material suppliers is not easy; providing consistent material quality into the circular economy whilst maintaining price parity are both essential. Enwis is a total management solution that will support your journey through one of the biggest opportunities of the current industrial revolution.

### Quality is cultural

It doesn't matter what quality you produce, as long as it meets the customers requirements consistently. For this to be possible, a quality culture should be a constant, from buyers through transport, processing and shipment. Enwis manages quality control at each step, enforcing your companies culture at every stage and ensuring your customers receive the exact material they expect.

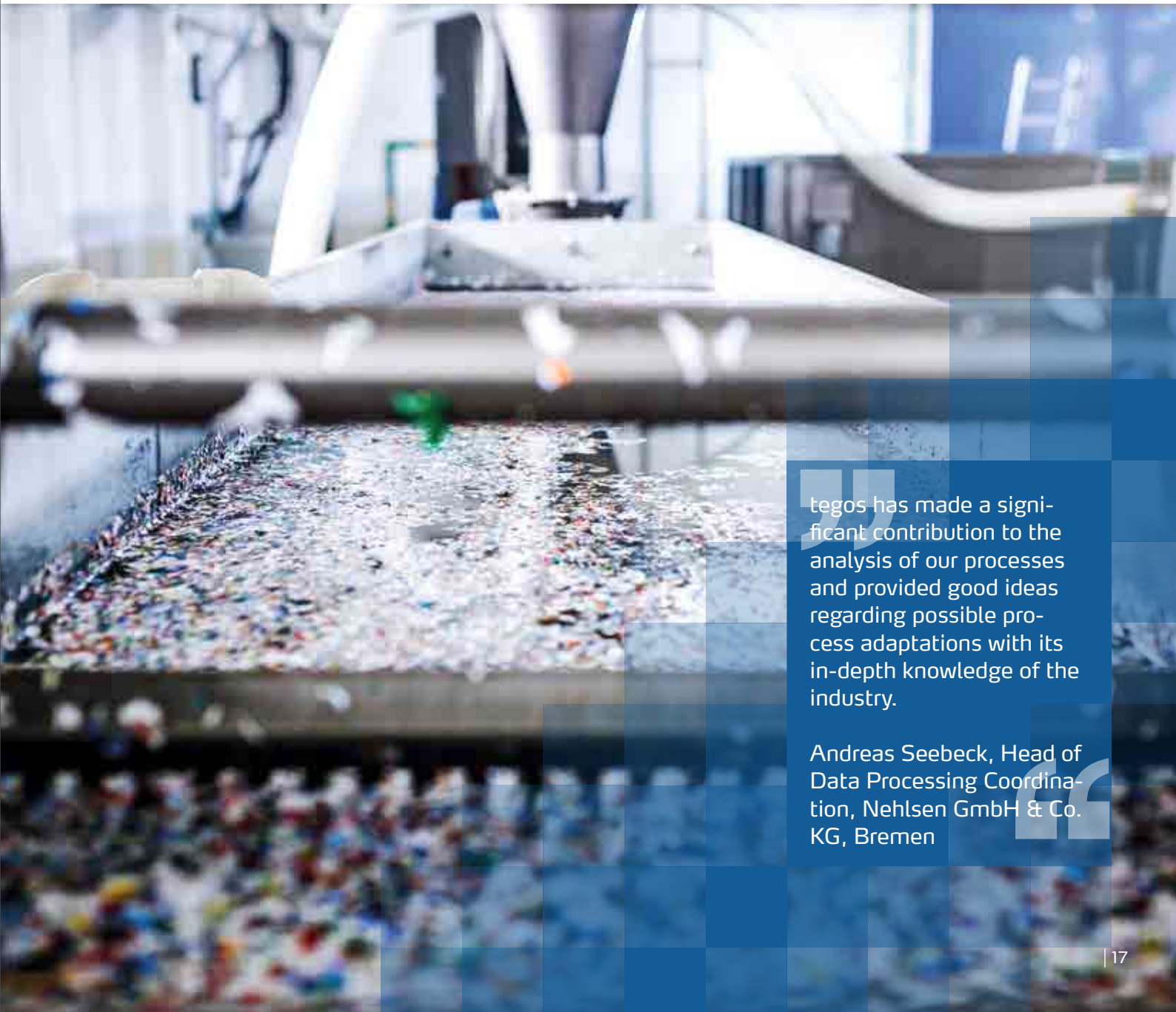
### Monitor and change prices dynamically

Those companies that fail to react to the volatile market can come unstuck. The ability to react to price changes and implement them speedily will ensure your remain ahead of the competition. Enwis provides this ability to react quickly and efficiently.

### Commitments

Creating long-standing commitments with both suppliers and customers is the norm in most supply chains. Enwis is unique in that it allows you to define, act and measure against your supplier and customer commitments, providing the same level of supply experienced in the virgin material supply chain.





tegos has made a significant contribution to the analysis of our processes and provided good ideas regarding possible process adaptations with its in-depth knowledge of the industry.

Andreas Seebeck, Head of Data Processing Coordination, Nehlsen GmbH & Co. KG, Bremen

# ENWIS HIGHLIGHTS

## INDUSTRY SKILLS FOR WORK OVERVIEW



### WAREHOUSE

- Weighbridge
- Separation & Production
- Material- & Warehouse Management
- Site logic



### LOGISTICS

- Dispatching & Telematics
- Notification
- Equipment administration/Rents
- Fleet Management



### SALES & CUSTOMER SERVICE

- Complaint Management
- Offering
- CRM



**tegos Group**  
350 customers in  
25 countries count  
on our software  
solutions.

enwis has been a guarantor of  
success for over

# 20 years

## TRADING

- Contract- & Ordermanagement
- Pricing
- Invoicing
- Cyclical Documents



## FINANCE & CONTROLLING

- Finance
- Cost accounting
- Asset accounting
- Operational journal
- Costs



## ADD-ONS

- MDS (Master Data Synchronisation)
- Portal (Customer/Supplier)
- DMS (Dokumenten Management System)
- BI (Business Intelligence)





## ENWIS FOR ENERGY PRODUCER

ENERGY FROM WASTE COMES IN NUMEROUS FORMS, BUT THE ONE CONSTANT IS THAT THE UPFRONT INVESTMENT IS HIGH

Securing and managing feed-stock, maintaining expensive plant to be running optimally, and ensuring business performance is reported in time to react are all key benefits that enwis can provide to ensure your long-term investment is secure.

### Feeding the beast

Enwis supports the management of input quantities through supplier contracts as well as the composition of the material, including calorific value, moisture content etc. to ensure your energy plant is going to achieve the output you planned.

### Sharpen the saw

In the words of Stephen R. Covey, the need to continuously improve ensures success in whatever we pursue. Ensuring our energy plant is maintained and operated in the best possible way will maximise output, minimise down-time and ensure maintenance costs are controlled. Enwis can include a full maintenance suite to achieve this.

### Decision making environment

Like all software systems, data is omnipresent. But it is only when we convert that data into information and knowledge that it has a value. Using advanced Business Intelligence and Performance Management tools with enwis ensure that you make good decision on factual information in the appropriate timeframe, thus securing and maximising your investment in an energy plant.

## ENWIS FOR BROKER

ENSURING TOP LINE REVENUE HITS BOTTOM LINE  
PROFIT REQUIRES A VERY EFFICIENT OPERATION

Often working with low margins, but high transaction volumes, requires world-class efficiency that does not negatively impact customer service. Enwis is the only solution of its type designed to manage the sub-contractor model.

### **Customer and Supplier on one contract**

Enwis uses a single contract structure to hold both customer and service provider transactions together. Ensuring all services are both delivered and invoiced consistently ensures accuracy, efficiency and meets expectations.

### **Information flow means good cash flow**

By integrating with service providers system's, we can ensure that data flows through to the brokers billing engine quickly and accurately, reducing the delay in invoicing and cash collection. Significant impact can be made on cash positions where these principles are followed, and enwis is designed to achieve this.

### **Customer is King**

High-pace transacting can often hit performance issues. Being able to manage your service providers performance is important for any broker, but it is the perception of the customer that grows revenue. Enwis includes extensive functionality for your Customer Service team to ensure all issues (and opportunities) are tracked, managed against Service Level Agreements (SLA's) and reviewed. Enwis puts your customers first!



# PROJECT MANAGEMENT

## WITH SURE STEP

Our performance commitments include flexible, agile work methods, developing optimized paths to solutions, staying on budget, and implementing on time. That's why our project management functions are based on Microsoft Dynamics Sure Step. This is a customized implementation method that clearly defines roles and responsibilities for clients and partners and so facilitates successful project exe-

cution. That means you realize reliable investment and maximum transparency along with planning confidence when it comes to future business needs.

### VALUES



#### **CONFIDENCE**

Thoroughly tested guidelines and best practices ensure a software solution that's optimized for your own specific situation.



#### **CONTROL**

Detailed requirement checklists and clearly defined roles ensure successful implementation.



#### **VISIBILITY**

It's easier to notify staff and clients about changes before they take place.

### PROJECT PROCEDURE



#### **PREPARATION**

In a joint kick-off process, both sides develop a shared understanding of the project. In parallel, the technical requirements are provided and the testing environment is set up.



## ADVANTAGES



### TRANSPARENCY

Sure Step clearly defines all roles and responsibilities and makes it possible to monitor costs and timing transparently at every project stage – from process analysis to implementation.



### TIME

Sure Step enables efficient work and communication so that everyone involved always has a view of the individual contributing steps and can plan them – ensuring implementation on time.



### IMPLEMENTATION

Key User trainings provide a deep understanding of this industry solution. We prepare a solution concept precisely tailored to your needs – and once you approve it, we implement and test it.



### DELIVERY

You perform an integration test on the solution and make sure it maps all your business processes with no mistakes. Data migration follows, and Key Users train the ultimate users.



### OPERATION

Even after we've commissioned the solution together, we won't abandon you. We pass the project along to Customer Support. On top of that, after three months there's a review when we'll explore successes and shortcomings.

## CUSTOMER SERVICE



### **CUSTOMER SUPPORT**

Our job doesn't end when you take delivery of the project. We also assist you with the digital transformation of your company – with in-depth exchanges of information, innovative ideas, and professional advice. And of course you also have our Customer Service to help ensure that the software runs smoothly in your day-to-day business.



### **UPDATES**

We stay in regular contact with our clients and maintain a close collaboration at all levels. We're always working with users to keep improving and simplifying their day-to-day work with the solution. That means we're in a position to respond fast when our clients have new needs.



### **TRAINING AND QUALIFICATION**

No matter how good a software solution is, it can't be successful without its users. So the most important step isn't to implement the new system – it's to provide regular support and training for the employees who work with the product day after day. Special training and qualification courses teach them everything they need to know to use the solution efficiently.



### **HOTLINE SUPPORT**

Our Customer Service is there for you as you work with the software every day. Whether you have questions about the software after an implementation, or an error message from the system interferes with your work process, or a new employee needs training – many requests can be handled quickly over the phone or via remote maintenance. **All it takes is a phone call: +49 231 31 776.480**

Visit us at  
[www.tegos-group.com](http://www.tegos-group.com)



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