

Norbert Dentressangle integrates acquisition easily in Agresso Business World

"200% more output with one less FTE."

After the acquisition of Van Mierlo in 2002, Norbert Dentressangle Logistics Netherlands was set up as a subsidiary of the French group, Norbert Dentressangle - one of Europe's largest logistics services companies. In Oss alone, where they are based, the company has storage space of over 50,000 m². This facility is also the base from which logistics activities for PF Concepts are carried out, with subsequent distribution to customers located all over Europe. The company has 880 employees and 150 trucks. Norbert Dentressangle has been able to grow successfully, while maintaining its corporate culture and responsibility, with the full support of a large organization. After all, it is economies of scale that help logistics services companies innovate successfully and create a distinctive image in the eyes of their customers.

Change in 2003

Located in the province of Brabant, the company needed to replace their financial system. It could no longer continue to satisfy its own needs for information supply and the reporting requirements set by the new French owner also placed stricter demands on the financial system. For example, the various BVs (private limited liability companies) were reduced to a single BV. Norbert Dentressangle only wanted one in each country, and this change could not be made using the older systems at Van Mierlo and ND Logistics. The French parent company allowed them to choose from two options: connect to the system that was being used in France, or choose their own system.

Norbert Dentressangle Netherlands chose Agresso Business World from UNIT4. The reason for this was the multi-language feature and the BTW (VAT) support for several countries. However, it was primarily the adaptability of the solution, the good import function and flexible reporting options which were key considerations in choosing this system, especially with a view to future acquisitions and the integration of new companies. This enabled Norbert Dentressangle to quickly implement changes in the system.

"The implementation of Agresso Business World went perfectly," Hans van der Velden, Finance Director at Norbert Dentressangle, remembers. "We already had the package up and running in one month."

"Thanks to the flexible structure of Agresso Business World, we were able to incorporate the entire French reporting content into the system quickly and easily. Expanding the reports to conform to the Dutch, French and English guidelines was also done very quickly. We did have to review our administrative processes, but this was also executed successfully. UNIT4 played an extremely active role in the implementation process, and the after-sales service was excellent. The transition to our new financial system was hardly a burden at all on our personnel. When the first reports reached the parent company's organization, the French CFO was very enthusiastic about what we had achieved. He was also impressed by the short implementation time required for Agresso Business World."

Optimization

Soon after the implementation, in 2004, purchasing invoices were digitized and processed in the computer system. The

administrative records were also optimized. In late 2007, Norbert Dentressangle announced that it had plans to acquire the British company, Christian Salvesen. Christian Salvesen supplemented Norbert Dentressangle's activities in Europe very well. In particular, expertise in the area of cooling and freezing logistics offered the company a way to expand its activities. The facilities in Hoogetveen, Tilburg, Ochten and Amsterdam were all incorporated into the Norbert Dentressangle organization. Christian Salvesen's records system had to be transferred to Agresso Business World, but this was ultimately a rather simple, fast and cost-effective task to complete. Agresso Business World is designed in such a way that organizational changes may be input in the system quickly.

Norbert Dentressangle Group requires various reports on a monthly basis, which must be generated and delivered by computer. "Thanks to the flexibility of Agresso Business World, we can generate these reports very easily, and in the right format."

On the fifth day of the every month, Norbert Dentressangle Netherlands must satisfy the reporting requirements set by the head office in France. "Despite the integration of Christian Salvesen's records, we have never missed a deadline," Van der Velden says. "In fact, we get 200% more work done in the accounts department, even after cutting staff back by one FTE." Norbert Dentressangle strives to achieve further optimization of the processes, and this is going well. If the company were to become involved in future acquisitions, Van der Velden is ready to quickly integrate everything in Agresso Business World. "For the next acquisition, we will make sure the company's processes are immediately transparent, and quickly integrate these into the system. We have kept detailed records of all of the set-up documents. UNIT4 really helps with these optimization efforts; we are very prepared for change."



About UNIT4

UNIT4 is a global business software company that creates, delivers and supports adaptable software and services worldwide, to help dynamic organizations manage their business needs effectively. We strive to set the global standard for business solutions that help dynamic organizations to embrace change – simply, quickly and cost effectively.

We have a broad portfolio of solutions that address different markets, requirements, technologies and types of organization; the UNIT4 group incorporates a number of the world's leading change-embracing software brands, including the Agresso Business World ERP suite and CODA financial management software. UNIT4 has offices in 17 European countries and 7 countries across North America, Asia Pacific and Africa (as well as sales activities in several other countries) for easy, local access to service and support.

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