

Norbert Dentressangle integrates acquisition easily in Unit4 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 its 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 Unit4 Business World (formerly Agresso). 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 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 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.

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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 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 Hoogeveen, Tilburg, Ochten and Amsterdam were all incorporated into the Norbert Dentressangle organization. Christian Salvesen's records system had to be transferred to Business World, but this was ultimately a rather simple, fast and cost-effective task to complete. 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 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 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 leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and more than 4000 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, education, public services, not-for-profit, real estate, wholesale, and financial services benefit from Unit4 solutions. Unit4 is in business for people.

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