

“Totus Environmental is the result of over 30 years’ experience in the industry, now aiming to provide a service not offered or experienced before in the recycling, supply chain management, administration, tracking and auditability of hazardous materials. We needed a solution that managed the complex communication and documentation for the movement of hazardous materials throughout the world, it also need to be completely integrated, scalable and flexible so that when entering new territories we could easily deploy the type of reporting required for that material in order to ensure compliance in that country. After looking at several solutions one software solution and one company stood above all the rest in both the comprehensive scalability and willingness to work on the project, no question, we awarded Waste & Recycling One and ISB Global the project.”

Andy Jones
Managing Director
Totus Environmental

**Totus Environmental
Success Story**





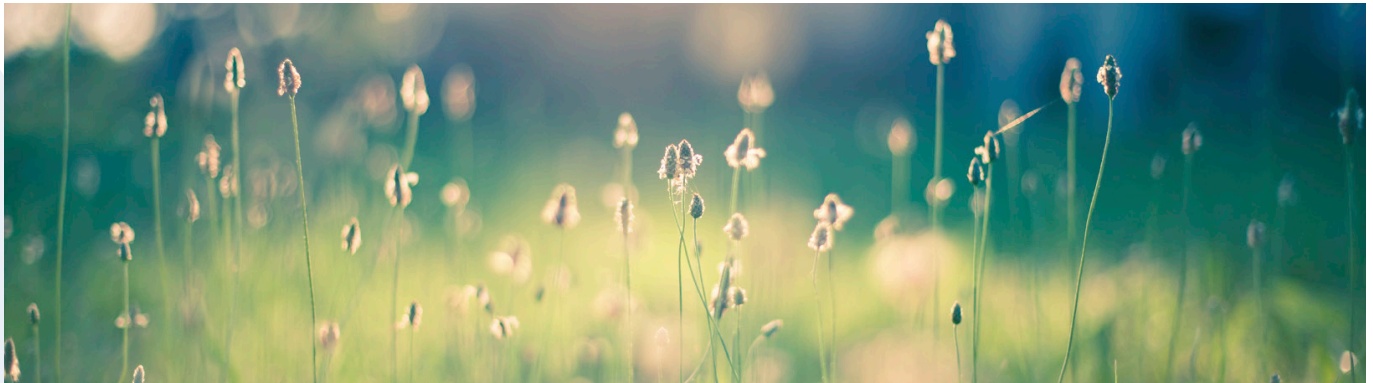
Project Highlights

Key Challenges

- Provide an integrated, flexible, scalable, software solution capable of comprehensive workflows and combining an integrated scalable, flexible reporting suite.
- Incorporate comprehensive materials management with hazardous characteristics and compositions with global statutory-body reporting, import/export and trans-frontier shipment codes.
- Manage stocked & non-stocked items across multiple supply chain, warehouses, storage methods and locations.
- Manage multiple customer and supplier price lists according to item master data, material composition and commodity pricing data.
- Comprehensive customer and supplier relationship management to manage complex, multi-currency accounts, receivable and payable processes.
- Comprehensive reporting, shipping and legal documentation built into business logic to optimise administrative processes.

Objectives

- Automate end to end business process involving back-to-back purchasing, supplier and customer hazardous materials management, cross borders, with multiple currencies.
- Manage the contracted supply of materials and specific pricing based on service level agreement, inventory status, materials types, planned routes and disposal methods.
- Integrate sales and purchasing to provide transparent, seamless buying and sales process steps, including requisitions and authorisations which are clearly auditable and easy to understand.
- Integrate Trans-Frontier Shipment (TFS) functions with multiple notification and movement stages; automated report generation for different transport methods; entry, transit and destination (disposal) points and certification.
- Integrated customer and supplier relationship management to systematically manage lead, sales stage process, activities, communications, quotations, supplier account management, contracts and payments.
- A scalable solution following standard business processes, built from template deployment in the UK and ready of redeployment to global business partners when necessary.



Implementation Best Practices

- End-to-end business processes based on existing Waste & Recycling One operations & SAP Business One's back to back sales, purchasing and accounting functions.
- Business logic configured in Crystal Reports to trigger purchasing, sales, shipping and legislative documents (TFS) at different stages of the workflow saving administration time.
- Comprehensive blueprint documentation and ASAP/PRINCE2 phases worked systematically through additional requirements delivering comprehensive solution.

Why Waste & Recycling One, SAP Business One & ISB Global?

- Waste & Recycling One a fully integrated, specialist vertical, business management software solution. Linking the entire end-to-end business process including, financials, accounting, banking, supplier and customer management, operations and reporting.
- SAP Crystal Reports integrated as standard. ISB Global were able to configure the entire Trans Frontier Shipment (TFS) process within forms and reports to match the logic of the workflow, halving administration time.
- As an implementation partner, ISB Global are familiar with hazardous materials management, brokering of waste services, recycling materials, supply chain logistics and global waste materials reporting standards.

Strategic & Financial Benefits

- End-to-end process is now contained in one solution halving transaction time allowing for comprehensive global operations with limited resources.
- Purchasing and selling prices now based on commodity prices, quotations, agreed contract supplier cost and customer prices, set item and material price per unit of measure between different internal trading entities to give clarity, accuracy and are audited easily for real time profitability.
- One integrated solution gives standardisation of business process and reporting that can allow for easy redeployment. Offering a uniformed trading platform across international financial and hazardous material reporting standards.
- Affiliate, agents or subsidiaries can be quickly assimilated into business processes in multiple languages, currencies or localisations with or without IT infrastructure.
- Network of entities in trading platform and standardised processes allow for automation of transactions within the TFS framework, ensuring greater speed and accuracy of administration and payments.



Partner

ISB Global was established in 1998, became an SAP Business One Value Added Reseller (VAR) in 2005. Is also an SAP Software Solutions & Technology Partner (SSTP) with the certified and supported integrated industry add-on, Waste & Recycling One (WR1). ISB Global has been installing SAP and Waste & Recycling One in companies that specialise in, Waste Logistics, Recycling Materials, and associated industries including, Broking & Trading, Plastics, Electronics, Hazardous, Industrial Services & Maintenance, Organics, Environmental, New Energy, Utilities and Bio Fuels, having significant experience in SAP implementations with major multinational companies in mid and downstream Oil & Gas.

This gives customers confidence and security that ISB Global are software experts and have specific knowledge in business challenges that accompany these vertical industries. As certified software and partner SAP fully supports ISB Global and the Waste & Recycling One solution. There is also a wide range of support offered to the SAP customer that includes: a customer web portal, free patch updates, free upgrades, knowledge forums, expert communities, online training and learning sessions, complimentary content, applications, white papers and access to the largest business software company community in the world.



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