

# SAP Waste & Recycling One™



**The SAP Waste & Recycling Solution  
for small to midsize companies**



## The Current Situation

In today's waste, recycling and associated industries, companies have to be skilled in a multitude of disciplines, not just their core activities. Finance, Logistics, Supply Chain, Human Resource Management and Customer Relationships, are just some of the additional expertise required.

All these skills equate to the huge challenge of survival in an emerging market; a market so dynamic that best practices, procedure and legislation change on a frequent basis, as governments are lobbied and put under pressure from a demanding, socially and environmentally aware public.

The industry is erratic; there are many impacts on progress in the industry sector. The price of recycled raw materials fluctuates repeatedly. Global movement of materials and changing regulations that force the cost of distribution upwards; pressure on Governments to lead the race for recycling and supply clean energy. Standards, best practice and legislation that often change direction.

Small to midsize businesses affected by these influences and market dynamics need to constantly strive to find more efficient ways of working, exploiting every opportunity and cutting costs wherever possible.

This means up-to-the-minute internal efficiency – Management need to know exactly how much it costs to run every part of the operation at any point in time. Gathering this information can be a vast and expensive task in its own right. However, there is a simple solution, integrated business management software from the largest business software company in the world – SAP.

## Waste & Recycling One – SAP Endorsed ★

Waste & Recycling One and ISB Global have been endorsed by SAP as a Software Solutions Partner (SSP). The Waste & Recycling One solution meets the needs of Waste, Recycling and companies associated with this industry. It provides a full Logistics, Scheduling, Vehicle and Container Management, Tracking, Weighbridge, Maps, Route Optimisation, and Telematics solution: A Web Portal and Interface provides a vast array of functionality to manage Scheduling and Job Operations for remote users and reporting to customers on Mass Balance, Recycling Rates or Billing Information.

## SAP Business One™ ★

SAP Business One is Enterprise Resource Planning (ERP) software, a specialist, integrated, business management solution for Small to Medium size Businesses. It integrates Financials, Accounting, Sales and Purchase Order Processing, Service and Customer Relationship Management (CRM), Inventory and Manufacturing. It also includes Crystal Reports as a full Business Intelligence suite and has a number of additional functional Add On's, such as Microsoft Outlook integration from SAP to make everyday customer relationship operations simple, quick and efficient.

## Vertical Industries

SAP Waste & Recycling One can meet the needs of a multitude of operations within waste and recycling industries, not just the traditional collection and disposal model. The core solution is suitable for a number of functional applications. SAP Waste & Recycling One integrates all parts of the business and provides up to the minute information whether in operations, sales or financial departments.



## Waste Logistics

For the waste sector, SAP Waste & Recycling One provides a comprehensive Job Management and Scheduling tool; embedded Customer Relationship Management (CRM) allows the scheduler to book, track and manage jobs and containers from scheduling, start to end with full Customer and Supplier Master Data. Once the job has been completed, the user can raise an invoice automatically with comprehensive pricing Master Data and despatch to the customer. Raise reports in real time on collections, disposals, for information on customer, financial, inventory or any legislative paperwork requirements that are necessary for the waste stream.

## Recycling Facilities

As SAP Waste & Recycling One has integrated weighbridge functionality, raw materials in multiple units of measure can be receipted into stock and assigned a value according to inventory master data. These raw materials can then be processed to produce the range of recyclates available for reuse in today's markets. As SAP Waste & Recycling One is integrated, real time reports can be extracted from the system to give instant value, mass balance or inventory levels for statutory or internal reporting standards.

## New Energy, Processing & Reprocessing

Energy companies receive, transfer and process raw materials into a different product, either to distribute to plants for consumption or to utilize on site. Manufacturing companies have utilised Enterprise Resource Planning (ERP) and Material Requirements Planning (MRP) Software for a considerable time.

SAP Waste & Recycling One has an integrated weighbridge so raw materials can be weighed and receipted into stock, quarantined if necessary and moved through a manufacturing process to be converted into materials for reuse. The MRP can be utilised to plan additional materials required; Bill of Materials (BOM) or components tables can be used for deconstruction and hazardous/non-hazardous percentage composition. SAP Waste & Recycling One also interfaces with multiple Supervisory Control & Data Acquisition (SCADA) hardware providing real time intelligence on shop floor operations.

## The Benefits

As an integrated solution, inherent problems with separate software solutions and interfaces – syncing, rekeying, transfer, batching and maintenance, does not exist. Time is immediately saved by eradicating the increased administration, support and the additional expense of such software environments.

**“ The SAP Waste & Recycling One fully integrated solution saves time”**

Core business processes are managed internally within one solution, so intelligence can be extracted from the integrated solution in real time from any department, giving the company far more control and helping to make more informed decisions. This is helped further by the industry leading reporting tool, Crystal Reports™, packaged free of charge with SAP Waste and Recycling One.

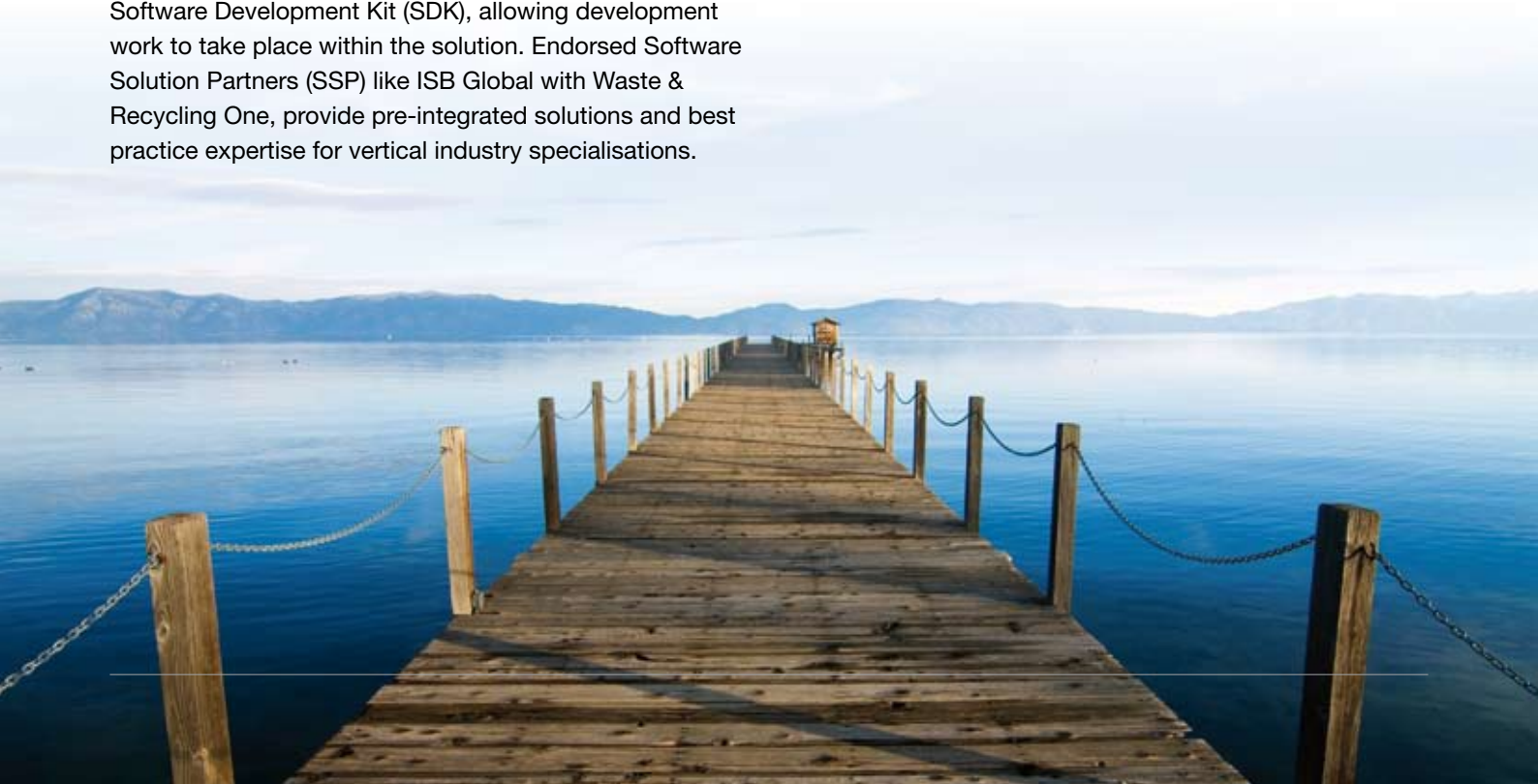
**“ Designed to grow with your Business SAP Waste & Recycling One is flexible so you can tailor it to your own needs”**

The solution is designed specifically for small to midsize businesses, is flexible and can grow with your business. As well as User Defined Tables and Fields, there is a Software Development Kit (SDK), allowing development work to take place within the solution. Endorsed Software Solution Partners (SSP) like ISB Global with Waste & Recycling One, provide pre-integrated solutions and best practice expertise for vertical industry specialisations.

**“ Ensure you are ahead of competitors, keep up with legislation, update quickly and easily without additional expense to the business”**

In dynamic markets, competitive behaviour and changing legislation can be difficult to keep up with. SAP Waste & Recycling One allows for instant flexibility so you can tailor company requirements, like automated reporting to the Environment Agency. As it is one integrated solution, an authorised key user can alter pricing Master Data, subsequently the information is reflected in all other areas of the solution, rather than entering prices on numerous occasions through the order-to-cash process. It is therefore, consistent across the entire business, saving time, accuracy and increasing good customer service.

**“ Communication is always difficult; link each department and the shared information ensures continuity. In turn, this ensures management can make informed decisions”**



## Operations ★

Scheduling collections, deliveries and exchanges is made incredibly easy in SAP Waste & Recycling One. Customer site, material, logistics details, price, and processing site are maintained as standard Master Data. Simply readjust date and times to meet cyclical scheduling and logistics requirements from the Pre-Book Job functionality.

Filter and search on scheduled jobs according to traffic light icons to tell you what's complete, started, waiting or late. Allocate routes, sequencing, optimisation and external GPS positioning; integrate vehicle management or hand held devices. Manage Units of Measure, Weighbridge transactions and Mass Balances across multiple sites.

As SAP Waste & Recycling One has integrated accounting functionality inventory levels and financial data are consistently synchronised. Changes to item and pricing data are considered automatically and stock value is recalculated on the assigned valuation model.

Use the Materials Requirements Planning (MRP) to plan for effective and timely purchasing of raw materials in multi level production processes.

Standard reporting tools internal to SAP Waste and Recycling One and an array of Crystal Reports™ ensure of quick, informed management decisions.



## Financials ★

As your business grows, so does the complexity of managing financials. With separate solutions the re-keying into a standalone accounting system is time consuming, increases workload and can be inaccurate. Working in the integrated environment of SAP Waste & Recycling One all key accounting processes such as ledger and journal entries, accounts payable and receivable are catered for.



Maintain rules to distribute revenue and expenses automatically. Triggering account postings when business transactions occur. Automated tax, multi-currency transactions, recurring postings and templates streamline business process further.

Manage cash flow, track budgets, compare actual vs. planned allows the Financial Manager to get an overview of the business at any one time. The solution also includes powerful reporting standards, balance sheets, profit and loss, cash flow, profitability, multi period comparisons, Drag & Relate™ Reporting. Add Crystal Report's intuitive, easy to use, report creation, customisation and distribution to those users who need the information, automatically.

## Sales, Customer Relationships & Services ★

SAP Waste & Recycling One has fully integrated Customer Relationship Management (CRM). This allows sales staff involved in client contact to plan marketing activities, record, administer and diarise further types of communication. And manage the sales cycle as it progresses through user defined stages. Sales staff can also access the CRM remotely, utilising Microsoft Outlook to synchronise contacts, tasks, calendar appointments and emails automatically.

Integrated Sales Order Processing (SOP) exists for administrative staff involved in managing the back office sales process. As SAP Waste & Recycling One is one integrated solution, this process is automatically linked to the user, sales cycle, relevant purchase order if applicable, warehouse, inventory and pricing. This process can be automated at the end of a sales cycle, within the job ordering and scheduling process or can be raised through the Pre-Book cyclical ordering functionality. The sales quotation and ordering process can also be automated through the web interface.

## Directorship & Management

It is imperative that management has sufficient understanding of the business to be able to make informed decisions. If each department is working on their own “island” solution multiple sources of information can be difficult to analyse and understand. Using SAP Waste & Recycling One, as an integrated solution, allows business process and control, the industry standard SAP Crystal Reports allows for real time information to be retrieved from the solution. Therefore, if it is financial, operational or sales intelligence that is required, on an ad-hoc, cyclical or “what-if” dashboard reports can be produced quickly and easily.



## Overview of Waste & Recycling One

### Business Objects – Crystal Reports

#### Information to Mobile Devices

Order Management & Scheduling	Vehicle & Container Management	Weighbridge Integration	Forms & Reporting
<ul style="list-style-type: none"> <li>• Quotations</li> <li>• Customer Contracts</li> <li>• Waste Orders</li> <li>• Waste Material and Classification</li> <li>• Recycling</li> <li>• Powerful Order Filtering</li> <li>• Order Workflow</li> <li>• Allocation of Containers &amp; Vehicles</li> <li>• Waste Tracking (Hazardous, Medical and WEEE)</li> <li>• Comprehensive Billing</li> <li>• Tipping Cost Control</li> <li>• Maps</li> <li>• Container Licenses Charging</li> <li>• License Expiry Alerts</li> </ul>	<ul style="list-style-type: none"> <li>• Vehicle Capacity Planning</li> <li>• Haulage &amp; Maintenance Cost Control</li> <li>• Sub Contracting Drivers</li> <li>• Container Whereabouts</li> <li>• Container Availability</li> <li>• Recommended Container Collections</li> <li>• Automated Container Collections</li> </ul>	<ul style="list-style-type: none"> <li>• Vehicle Master (all vehicle info stored)</li> <li>• Handheld Signatures</li> <li>• Automatic Billing</li> <li>• Integration with existing systems</li> <li>• Multiple Waste Stream Processing</li> </ul>	<ul style="list-style-type: none"> <li>• Duty of Care – Waste Transfer Note</li> <li>• Consignment Notes (Hazardous)</li> <li>• Evidence Notes (WEEE)</li> <li>• Certificates of Destruction</li> <li>• Container expiry</li> <li>• EA Agency Reportinga</li> <li>• Tipping Analysis</li> <li>• Collection Analysis and Recycling Percentages</li> <li>• Order Profitability</li> <li>• Vehicle Profitability</li> </ul>
		<b>Fleet Integration</b> <ul style="list-style-type: none"> <li>• Integration to Driver Handhelds</li> <li>• Integration to Tagged Containers &amp; Onboard Weighing</li> <li>• Integration to Vehicle Tracking</li> </ul>	

#### Web Integration – Self Service Portal & Tracking

#### Reporting and Data Navigation Capabilities

#### General Technologies (Drag & Relate; Alerts; User Defined Fields, etc.)

Financials	Logistics	Customer Relationship	Human Resources
<b>Chart of Accounts</b> <ul style="list-style-type: none"> <li>• General Ledger</li> <li>• Journal Entries</li> <li>• Journal Vouchers</li> <li>• Multi-currency</li> <li>• Fixed Assets</li> <li>• Financial Reports</li> <li>• Cash Flow Data</li> <li>• G/L Accounts &amp; Business Partners</li> <li>• Ageing Reports</li> <li>• Tax</li> </ul> <b>Banking</b> <ul style="list-style-type: none"> <li>• Incoming Payments</li> <li>• Credit Card Management</li> <li>• Payment Engine</li> <li>• Bank Statements</li> <li>• Reconciliation</li> <li>• Dunning System</li> </ul> <b>Cost Accounting</b> <ul style="list-style-type: none"> <li>• Profit Centers</li> </ul>	<b>Sales</b> <ul style="list-style-type: none"> <li>• Sales Order</li> <li>• Delivery</li> <li>• Pick &amp; Pack</li> <li>• Gross Profit Calculation</li> <li>• Structured Marketing Docs</li> <li>• Sales Analysis Report</li> </ul> <b>Procurement</b> <ul style="list-style-type: none"> <li>• Purchase Order</li> <li>• MRP</li> <li>• Purchase Analysis Report</li> </ul> <b>Inventory Management</b> <ul style="list-style-type: none"> <li>• Batch Management</li> <li>• Serial Numbers Mngmt.</li> <li>• Customer/Vendor Catalog Numbers</li> <li>• Continuous Stock Management</li> <li>• Price Lists</li> </ul> <b>Production</b> <ul style="list-style-type: none"> <li>• MRP / Bill of Materials</li> <li>• Production Orders</li> </ul>	<b>Activities Management</b> <b>Opportunity Management</b> <ul style="list-style-type: none"> <li>• Opportunities</li> <li>• Opportunity Analysis Reports</li> <li>• Opportunities Pipeline</li> </ul> <b>Service Management</b> <ul style="list-style-type: none"> <li>• Service Call</li> <li>• Customer Equipment Card</li> <li>• Service Contract</li> <li>• Solutions Knowledge Base</li> <li>• Service Reports</li> </ul> <b>Calendar</b> <ul style="list-style-type: none"> <li>• Calendar</li> <li>• Microsoft Outlook Integration</li> </ul>	<b>Payroll</b> <ul style="list-style-type: none"> <li>• Provided through partner solutions</li> </ul> <b>Employee Data Management</b> <ul style="list-style-type: none"> <li>• Employee</li> <li>• Human Resources Reports</li> </ul>

#### Software Development Kit

## Partners

ISB Global and Waste & Recycling One have been awarded Software Solutions Partner (SSP) by SAP. This gives customers the security in knowing that SAP fully supports and endorses the solution. There is a wide range of support offered to the SAP customer that includes: a Customer Portal, free Patch Updates, free Upgrades, Knowledge Forums, Expert Communities and complimentary Reporting Templates.

Implico has been established for over 25 years and offers its SAP endorsed business management software solutions to the public and private sector in Waste, Recycling, Energy Utilities, Oil and Gas. It supplies software and services to five out of the top ten Oil Companies in the World. The Largest Municipal Organisation and the second Largest Private Waste and Recycling Company in Europe and has offices in the UK, Germany, USA, Switzerland and Malaysia.



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