



# ISBG GLOBAL

## WOODHORN GROUP LTD SUCCESS STORY

“We were impressed by the integrated nature of SAP Business One and WR1 as a solution that supports our multi-site operation.”

Cameron Lewis,  
General Manager, The Woodhorn Group





## Project Highlights

The Woodhorn Group is a diverse business with operations including organic farming and waste management. It operates two organic waste management sites in West Sussex with a total licensed capacity of 100,000 tons. Over 70,000 tons of green and garden waste is composted annually and turned into the Earth Cycle range of peat-free compost and soil conditioning products.

### Objectives

Woodhorn were seeking to integrate and automate their business processes from end to end; including the sale and purchase of organic raw materials to multiple weighbridges and sites, receipting materials into inventory and transfer to production, the management of sales inventory and the automation of accounting processes.

Key to the success of the business was the ability to monitor purchasing, sales and rebates for a variety of organic materials; ready for converting into a range of bagged and branded compost grades. Key objectives included:

- Management of customer and supplier data (CRM/SRM)
- Transparency of payments, billing and credit notes according to material quality and contracted price

- Traceability of raw materials
- Optimisation of inventory levels, production capacity and timing for materials legislation (PAS100) and saleable grades
- Automated production of a range of reports, including instant access to data and intelligence on goods in/out, inventory and daily cash flow
- Manage and audit material movements into continuous batched production, from receipt to inventory, processing, packaging and distribution

### Best Practice Implementation

SAP Business One enables production and process monitoring of materials as they move between sites; including receipt, inventory, purchasing and sales management processes.

Waste & Recycling One (WR1) provides greater transparency and control over profitability by managing everything from weighbridge transactions to disposal of waste material; detailing work orders and P&L down to line level.



A process of continuous improvement was instigated to automate inventory movements; from weighbridge transactions to warehouse inventory management. Working with ISB, Woodhorn plan to increase the degree of process automation with a view to reduce the administrative overhead and mitigate the risk of human error.

### Strategic & Financial Benefits

- Multiple processes are now managed in SAP Business One; streamlining operations and cutting administrative time.
- Use of Master Data in a single application links all activities across multiple sites. Connecting people, departments and processes allows a renewed emphasis on growth, profitability, performance and sales
- Improved monitoring of production allows for greater control of materials movements, process optimisation, timely inventory turnover and improvements in sales forecasting and cash flow
- The ability to extract operational and financial data quickly and easily provides greater intelligence for decision making on critical business applications.

### Why SAP Business One & ISB Global?

- An Integrated and flexible solution designed to meet the requirements of a growing business with multi site operations.
- Pre-configured components with the benefit of being able to easily add functionality as and when needed
- Rapid deployment and flexibility to cope with evolving requirements; providing long-term value
- The option of a suite of scalable business intelligence and reporting tools; providing greater insight to business processes, operations and finance activities
- A wealth of experience in implementations across the waste management and recycling industry
- Transparent sales and project installation process; providing the confidence of delivery on time and in budget



## Partner

ISB Global was established in 1998 and became an SAP Business One Value Added Reseller (VAR) in 2005. ISB Global 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 significant experience in SAP implementations with major multinational companies in mid and downstream Oil & Gas and has been installing SAP and Waste & Recycling One in companies that specialise in Waste Logistics, Materials Recycling and associated industries; including: Broking & Trading, Plastics, Electronics, Hazardous Materials, Industrial Services & Maintenance, Organics, Environmental, New Energy, Utilities and Bio Fuels.

As a certified software partner, SAP fully supports ISB Global and the Waste & Recycling One solution. SAP customers are able to benefit from a comprehensive support programme; including a customer web portal, free patch updates, free upgrades, knowledge forums, expert communities, online training and learning sessions, complimentary content, applications and white papers; as well as access to the largest business software company community in the world.



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