

project **Munhowen**
Case Study
adsolis GmbH



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„The use of SellMo for the outside supply service data collection helped us to assign 2 to 3 employees who otherwise would have been busy with post-editing delivery receipts to more important tasks. For our customers, the transparency of the invoicing process is important, the final invoice is created at the customers before the driver's departure.“

Munhowen uses SellMo

Case Study

The Company

The Luxemburg-based beverage distributor Munhowen was founded more than 100 years ago, in 1908, as the first company in the beverage distribution sector. Today, Munhowen also offers services beyond the mere distribution of beverages. At present Munhowen has 225 employees and owns a fleet of 30 trucks. Every day about 550t of beverages are trans-shipped at Munhowen, in summer it is almost twice as much. Munhowen has a storage space of 12.000 m².

The Initial Situation

Every day the distribution of the goods and the supply of the customers with beverages takes place with the help of approximately 30 trucks. Each driver has to call on approximately 30 customers on each tour. Originally, many customers received the invoices that had been printed in advance directly with the delivered goods. In case the customer returned empties or the quantity delivered was altered, the driver had to recalculate manually due to the changes and write down by hand all the changes on the delivery document. As a result, many errors occurred some delivery tours took too long.

Every day more than 500 receipts and invoices with notes about changes in the empties quantity and quantity delivered on them had to be edited and listed. This was far too time-consuming and a big source of errors - there had to be another solution.

The Expert

Since the adsolis GmbH is a specialist for the optimization of delivery logistics business processes, for them, finding a solution was very easy.

The Solution

SellMo – Selling Mobile. The mobile solution for logistics can be perfectly adjusted to the needs of your outside sales and supply service. The use of mobile devices helps to replace paper documents by electronic records. The entire tour process is supported and optimized by SellMo.

The reason why Munhowen decided in favour of SellMo is that SellMo is different from other solutions in many different ways:

- SellMo is modern and innovative

Munhowen uses SellMo

Case Study

- Since it consists of different modules, SellMo is flexible
- SellMo is scalable
- SellMo is process-oriented
- SellMo has an intuitive user-prompting
- Developed for everyday use

The drivers no longer have to carry around paper documents for every single customer. Instead, they can easily print delivery notes or invoices directly at the customer's. Changes, such as a change in the quantity delivered or detailed information on the empties, are entered directly in the mobile device. The changes are directly transferred to the ERP-system and do not have to be entered manually afterwards. SellMo supports the drivers in every process of their tour and checks the entries made, minimizes the error rate and provides for high data quality and efficiency at Munhowen.

The Project

In order to successfully implement a solution for process optimization, like SellMo, a cooperation that is based on partnership between all parties involved is the main condition.

One of the challenges during the implementation of SellMo was to establish a close and flexible connection to the ERP-system INTEGRA® by the Orga-Soft GmbH. Since until then there was no interface between INTEGRA® and any kind of mobile system, adsolis and ORGA-SOFT developed a new data interface in close cooperation. This provides for a smooth data transfer controlled by SellMo Service (a middleware-program).

After a detailed phase of planning a catalogue of requirements was elaborated, defining the necessary aspects of the mobile solution. After adjustment- and configuration work the first tests were run at Munhowen, followed by the pilot phase where the results of tours based on paper documents were compared to the tours controlled by SellMo.

The Result

The implementation of the SellMo Mobile Suite at Munhowen lead to considerable savings and an increase in efficiency in various areas:

- Digital tour processing
- Ceation of delivery notes and invoices at the customer's



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Daten und Fakten

ERP-System	INTEGRA® Orga-Soft
Number of trucks	30
Receipts per day	ca. 500
Amount of data	ca. 4.500 Artikel, 450 Leergüter
Data transfer	4-fach Docking- station (Ethernet)
Mobile devices	Motorola MC70
Mobile printer	ZEBRA RW420

- Adjustment of deliveries directly via mobile device
- Barcode scanner for the search for and allocation of empties
- No more time-consuming and error-prone post-acquisition
- Supports the drivers during loading and unloading process
- Automatic tour completion for drivers (calculation of money to be handed out)

Additional special features of SellMo:

- Change in quantity delivered with reasons for change (also for immediate invoice)
- Encashment feature: for cash payers open items are displayed and collected
- Scanning of bottle barcode makes it easier to find corresponding empties
- Receipts with max. 5 different VAT-Positions, printing of special terms
- Export shipments: Special tax calculation for France
- E-mail: customer specific notices can be sent to the corresponding contact person in the company
- Application translated from German into French



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Who is adsolis?

The adsolis GmbH is an Austrian-German company that was founded in 2007 and has specialized in the automation, acceleration and optimization of deliveries logistics by means of developing individual software solutions. Even though the company history is quite recent the software solutions developed by adsolis are already in use throughout Europe.

Consistency, know-how and reliability are the most important features of the adsolis GmbH. - always focussed on our customers and partners.