



€68,000 cost reduction by switching to electronic document delivery

Overview

■ Challenge

To provide a single output management solution for a number of IT applications including SAP, Navision and bar-code label printers.

Create documents in a variety of different formats: email, fax, and OIO-XML.

To eliminate international post cost & delays.

Scalable and adaptable to meet the needs of 15 Group companies across Europe, USA and China.

■ IT Applications

SAP R/3
Navision
Bar-Code Printers

■ Solution

LaserNet Server Interface
LaserNet fax & email
LaserNet XML
LaserNet PDF convertor
AutoFORM PDM Archive

■ Business Partner

Scriptor Technology

■ Why LaserNet ?

"I have never seen any solution in the marketplace which is better than LaserNet, nor as user friendly."

■ Is it For You?

"At Kwintet, LaserNet has proved to be a very versatile solution to fulfil multi-national requirements as well as managing data streams from several IT platforms."



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Kwintet A/S—Europe's largest Workwear Clothing Group—has switched from traditional 'print & post' to more cost effective electronic delivery using AutoFORM LaserNet. This has resulted in a noteworthy €68,000 p.a. reduction in costs. Furthermore, the Kwintet Group is now benefiting from centrally managed document formatting for a mixture of SAP, Navision and Custom IT systems and is therefore more able to control the Group's corporate identity. This not only reduces IT administration costs and timelines, but also enables the Group to obtain marketing branding benefits by producing a consistent corporate identity across each of their group companies.



Morten Michaelsen, Sourcing Manager at Kwintet in Odense comments on the LaserNet solution.

"Kwintet consists of several companies and we have a presence throughout most of Europe. Consequently we were looking for a broad Output and Document Management solution which could fulfil all our needs and requirements. Our main aim was to switch to electronic delivery for order acknowledgements and invoices, as these accounted for about 80% of our delivery costs. In addition we needed a solution that would not only be able to send documents by email & fax but also by OIO-XML for our Danish local government customers. The solution also had to be user friendly, manage data output from a number of disparate IT applications including SAP, Navision and a number of barcode labelling systems. This was quite a challenging set of requirements and one that AutoFORM LaserNet admirably met."

Output & Document Management

Comprehensive and extremely user friendly

Asked whether he would recommend AutoFORM LaserNet to other companies, Morten Michaelsen said: "At Kwintet, LaserNet has proven to be a very versatile solution which has no difficulties fulfilling across-border requirements as well managing data streams from several IT platforms. In Denmark modules were implemented to handle invoicing and electronic order confirmations. In Sweden LaserNet also managed those types of documents but moreover LaserNet also enabled Kwintet to move away from matrix printing in favour of laser printers. What is more, we can use LaserNet to exchange data between different IT systems. This is a tremendous benefit to a company like ours that is growing rapidly by acquisition, as we often have to integrate inherited computer systems quite quickly into the Kwintet network."

Morten continues: "The process has been very satisfactory and Scriptor respected all our deadlines and kept their promises. Our dialogue with them has been very constructive. I have never seen any solution in the marketplace which is better than LaserNet, nor as user friendly. Having implemented the LaserNet solution, even our regular administrative staff can add new documents and make document changes such as a telephone number update. Previously we had to contact an external programmer or IT consultant—which can be expensive."

€68,000 Euro Cost Reduction—and that's just for the first phase!

Morten concludes: "Kwintet A/S markets some of Europe's most well-known Workwear clothing brands, such as Fristads, Kansas and Hejco, across thirteen European countries, the

USA and China. Turnover in 2005 was approximately €402 million. Implementing LaserNet and thus electronic forms have resulted in annual savings in an initial cost reduction in the region of €28,000 in Sweden and approximately €40,000 in Denmark. These savings have already made a positive impact on profitability, and even greater cost benefits will be realised when the solution is replicated throughout the group.

"One of the ways that we will be using LaserNet in the future is to arrange for label printing at our warehouse in Riga, Latvia, but controlled from Switzerland. This ability to handle virtually any type of data and task is just what we need, particularly at a time when we are expanding the Group through acquisition, as we are often faced with having to quickly produce newly branded documents from the new companies existing computer system."

"With Scriptor's assistance we have achieved many efficiency gains. We have simplified, streamlined and automated many of our processes and what is more any improvement we make in one country can be quickly replicated on an international basis."

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