

Reference

WEMO-TEC

0180 / 511 711 0

sycor[®]
We give IT a face

WEMO-tec GmbH

WEMO-tec renting work platforms via *Sycor.Rental*

WEMO-tec GmbH in Eichenzell has introduced *Sycor.Rental* for its segment work platform rentals in Germany. The fully integrated ERP industrial solution replaced existing legacy systems.

„Even after going live, we are still convinced we did the right thing by opting for Microsoft Dynamics AX and *Sycor.Rental*“, explains Joachim Niessner, the managing director of WEMO-tec GmbH. „Initially, we launched the solution for the segment work platform rentals in Germany.“

This step had become necessary because the Eichenzell-based company had outgrown its old system due to its corporate growth in previous years. The rising number of users, locations and, not least, the expansion of the machine fleet to 350 work platforms made it almost impossible to manage the segment using the existing software. „We also plan-

ned to integrate our workshop with the use of the software and to expand the segment Customer Relationship Management. Neither of which would have been easy to realize with our previous system“ adds Joachim Niessner. A requirements profile was worked out systematically for the ERP solution to be implemented. The profile called for appropriate scalability in order to keep pace with the company's development and flexibility so as to be deployed in the existing segments scaffolding and bridge access engineering as well as any future areas. Moreover, it was to be manageable internationally with respect to subsidiaries in Italy, the Netherlands, Portugal, Spain, Poland and, more recently, England. „We wanted to minimise media discontinuity as much as possible to keep our expenditure and, of course, error ratio low, so we focused in the selection process only on fully integrated ERP solutions“ emphasises Mr. Niessner, managing director of WEMO-tec. „We live in a time that requires mastery of all processes. Consequently, the core process of rentals must also run smoothly. And the software ought to support that, of course.“

WEMO-TEC
SICHER IN ALLEN HÖHEN

WEMO-tec GmbH

Headquarters:

Eichenzell (head office),
Germany

Branch:

Rentals

Products:

Work platforms, under-
bridge inspection equip-
ment, scaffolding

Enterprise size:

150 employees
17 Mill. € turnover

Web:

www.wemo-tec.com

Project

Implementation of Microsoft Dynamics AX
and *Sycor.Rental*

Benefit:

- Fully integrated, internationally deployable ERP system
- Transparency and flexible adjustment of processes
- Basis for further company growth
- Secure IT investment

Your contact:



Frank Jakobi
Vice President

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frank.jakobi@sycor.de
+49 551 490 2491



On the basis of the strategic catalog of requirements, the decision eventually came down in favor of Microsoft Dynamics AX and the industrial solution *Sycor.Rental* for the rental business. Microsoft Dynamics AX, as a fully integrated and internationally deployable ERP solution, is a solid platform with a perspective, thanks to a clear roadmap with plans for further development and long-term support. The software's multilingual capability, taking into account different currencies, and its flexibility are a good fit for the plans of WEMO-tec GmbH. „By combining it with the industrial solution *Sycor.Rental* for the rental business, all processes will indeed be operated through a continuous system in future“, further explains managing director Mr. Niessner. „This way we secure our long-term IT investment. We

don't want to find ourselves in a position five or six years from now where we have to invest in yet another new system.“ Joachim Niessner is satisfied with the speedy and sound implementation by the implementation partner Sycor. Among the factors of success were the project management methods and Microsoft Dynamics AX know-how on the one hand, and the mapping of the rental processes in the ERP solution of the Göttingen-based company on the other. WEMO-tec already has plans for further projects: by integrating mobile end devices with its ERP solution, the company wants to simplify the process of shipping out and receiving returns of rental equipment. Many users of such mobile solution will work outside of Eichenzell.