



DURA VERMEER

CASESTUDY

Dutch construction giant powers ahead using 4PS Construct



4PS Construct - the benchmark for the construction industry, groundwork, road & hydraulic engineering, and installation technology

Dura Vermeer felt its out-dated systems were holding them back. They needed a new solution, one that was fully Microsoft compliant and 4PS fitted the bill. The deep understanding of the industry made 4PS stand out for the staff at Dura Vermeer and, in the end, the choice was a simple one.

Company

Dura Vermeer Materieelservice is part of the Dutch corporation, Dura Vermeer Group N.V. It focuses on the small projects, resourcing materials, plus the maintenance, hire and sale of plant. It is also specialises in site preparation and casings.

Dura Vermeer Materieelservice manages the materials aspect of projects for nine other construction companies within the Dura Vermeer Group.

Its services range from carrying out site clearances to managing a large inventory of small items and tools through to the maintenance and hire of large plant such as cabins, cranes and all types of scaffolding.

Dura Vermeer Materieelservice has 110 employees and a turnover of 23 million p.a.

Challenge

The old ERP package, which was not Microsoft-based, was originally installed in 2002.

Whilst the package had sufficient functionality for their current needs, the software was not transparent enough and nor was it future-proof. Though its functionality was still supporting the business on a daily basis it was a static solution, with no new developments planned.

Another problem came from the need to link the system with Dura Vermeer's other packages – something the old system struggled to achieve.

Finally, users were not happy with the look and feel of the old system. They compared it to an old-fashioned DOS program.

The company decided to buy a new ERP system at the start of 2009. A project group headed by Johan Krouwel, Financial Controller and Otto van Stijn, IT Administrator, started to look for a suitable replacement.

Johan Krouwel began a process with 4PS that culminated in the purchase of 4PS Construct for company-wide implementation.

Solution

They went about the selection process very carefully – completing a set of wishes and requirements, building a long list and refining it to a shortlist.

“We sent the list detailing what we wanted to the different candidates. We started out with about ten candidates. When the lists came back, we made a provisional selection based on a ranking of the functionality. That gave us a shortlist of three suppliers, but one was soon rejected,” explains Johan Krouwel.

The two remaining candidates, one of which was 4PS, were asked for a ‘proof of concept’ demonstration where all the process steps were tried out in a demo setup.

Both demonstrations were attended by a project group of 15 employees.

In the end they voted on which solution to



choose, taking every aspect into account. The majority was clearly in favour of 4PS. The first thing Krouwel mentions is the synergy between the two organisations, particularly the rapport with the people at 4PS.

“Ours is not a standard business and there are not many software firms that really know much about it. But the 4PS people showed us they understood. That gave us confidence in them.”

Van Stijn says:

“We chose 4PS Construct mainly because of what the system can do – its features were a very good match with our processes.”

Dura Vermeer liked the fact that 4PS Construct is a standard solution.

Krouwel comments:

“A bespoke solution was what we had with our previous package and that gave quite a few problems, especially with updates.”

Another strong factor was that 4PS was able to produce excellent references.

“They did have a lot of positive things to say about 4PS,” says Krouwel. The decision was taken in December 2009 and the contract was signed in January 2010.

The complete installation covered a number of key areas of the business including CRM, acquisition, estimation, purchasing, inventory, barcoding, RFID, service and maintenance, document management, time sheets, complaints management, plant hire, SharePoint integration, finance, fixed assets and vendor assessment & statistics.

The final number of users was 45.

The implementation consisted, in the first instance, of a simple transition from the old package to 4PS Construct, which was scheduled to go live on 1 January 2011. That would be followed by installation of the new functionality.

“We went live on 28th March 2011 and

only transferred the position as at 27th March – so all the plant on site at that date – to 4PS Construct,” says Van Stijn. The implementation did take longer in the end than they had hoped.

Krouwel says:

“Of course it’s nice from a financial and administrative point of view if you can make the switch on 1st January.

But we had to abandon that deadline. We wanted to make sure we got it right and we realised that the right result came from proper preparation – so there was a lot of work involved in ensuring the data was correct prior to transfer.

Indeed, we reached the point where we had to decide between going live on

1st January but at the risk of compromising quality or going live on 28th March and being able to guarantee the quality. We chose the second option, and that turned out to be wise decision.”

Benefits

“Looking back at when we went live, I can definitely say it was a success,” says Krouwel. “What has turned out to be particularly helpful is the fact that you can access all the information in the package so quickly.

For instance, now you can easily find the source of the costs and revenues entered for a particular project because you can drill down from project entries to the plant order, the purchase order and so on. That used to be much more difficult to do. The quality





of our project administration has improved considerably.”

The new ERP solution is used not just for plant hire. The estimates, project management and financial components are also

used to support Dura Vermeer’s other activities.

RFID is also a major plus for them, reducing admin and automating processes.

“Convenient ordering is the key thing for our warehouse,” explains Van Stijn. “If a particular article is out of stock, a new order is generated automatically through RFID.”

RFID has allowed them to digitise and simplify the complex administration for the entire intake and issuing process, which used to be a completely paper-based system.

Van Stijn comments:

“You have to remember that our people are working outside in all weathers. They often have to write out the receipts with numb or dirty hands. The result looks terrible and it increases the likelihood of errors. RFID puts an end to those problems in one fell swoop.”

RFID also makes it a lot easier to train new staff.

“Soon, we won’t have to explain anything about all the thousands of articles we have. All we’ll have to do is show them how the scanner works,” says van Stijn.

Van Stijn’s final verdict on the installation? “We are very satisfied with how the project went.”



Dura Vermeer Groep NV is active in construction and infrastructure, including plant hire. With an operating income of 1 billion and 4,000 employees, Dura Vermeer is a leader in the Dutch construction industry.

Core Activities:

The company’s core activities are project development, housing, commercial and industrial construction, infrastructure, environmental engineering, concrete and hydraulic engineering, cables & piping and civil engineering, urban development and park management.

Solution: Microsoft Dynamics NAV – 4PS Construct for Plant Hire variant

Benefits:

- Single repository for all project-related information
- Visibility for all of project costs and revenues
- Reduced effort and improved data accuracy, entering data only once
- Addition of RFID for labour-saving on bookings



4PS
Keplerlaan 4
6716 BS EDE
The Netherlands

T (0318) 644 500
F (0318) 644 510
E info@4ps.nl
I www.4ps.nl

