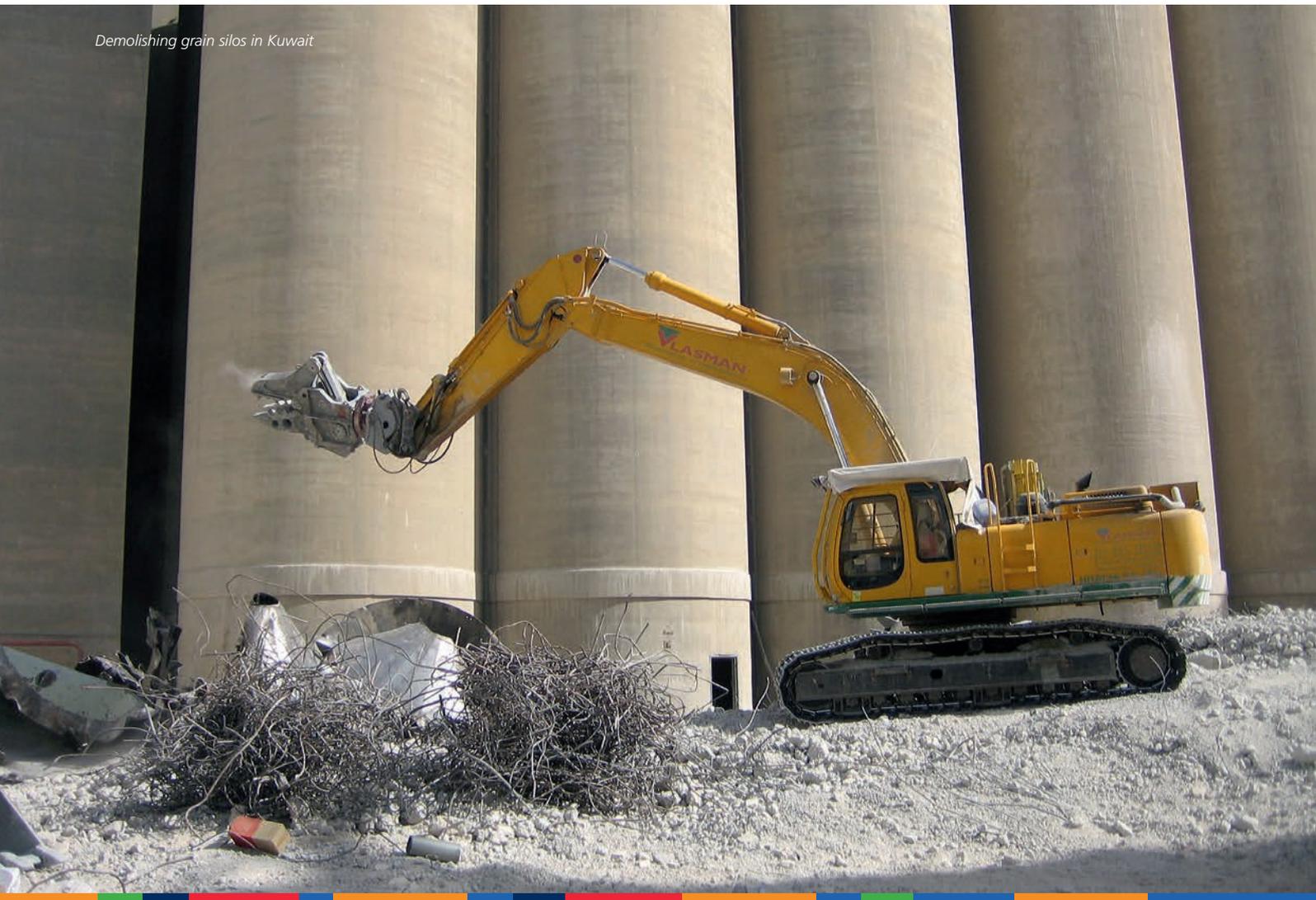


Demolishing grain silos in Kuwait



TIJS DE LINT OF VLASMAN DEMOLITION AFTER TEN YEARS OF 4PS CONSTRUCT:

'YOU ARE LOOKING AT A HAPPY MAN!'

Along the Old Rhine, half way between Zwammerdam and Alphen, we find Vlasman Demolition Group BV, one of our country's oldest demolition companies. Vlasman, which has some 100 permanent employees, is active in the field of demolition of all types of buildings, facilities and infrastructural projects. The company also specialises in asbestos removal and 'levelling of pile heads'; preparing foundation piles for use. Vlasman has carried out imaginative projects across the world, such as the demolition of the ruined Danube Bridges in former Yugoslavia and the removal of rusty grain silos in Kuwait.

At Vlasman, Tijs de Lint is responsible for – as he calls it – ‘internal affairs’: organisation, finance and fleet management. In 2002, he managed to convince management of the need for further automation. The company has not regretted taking this step for one moment. ‘If you look at where we are now, there’s a world of difference. We know where we stand at any moment of the day – that is the strength of 4PS Construct.’ Tijs de Lint is more than satisfied: ‘You are looking at a happy man!’

IF YOU LOOK AT WHERE WE ARE NOW, THERE’S A WORLD OF DIFFERENCE

‘At the time we did our administration in Exact, still using DOS. However, our business grew so fast that we were working late into the evening to get everything sorted out. We would have had to auto-



Demolishing a cement factory in Romania

mate anyway. I remember thinking how great it would be to have software that would allow the processes to be linked. At the time, I had never even heard of ERP software.

One day I got a call from CTB, our supplier and today part of 4PS: they now actually had something that was exactly what we needed! This turned out to be Dynamics NAV 4PS Construct. They showed us some demos and I immediately had a good feeling. Recognisable screens, Windows-oriented. Personally, I’d made my mind

up immediately. However, I did check this out with the competition, but they turned their noses up at a company such as ours. I don’t think they wanted a demolition company for a customer.’

FOUNDATION FOR INNOVATION

ALL ATTENTION

‘In 2002, we were the first CTB customer to purchase 4PS Construct. This had the enormous advantage that all the attention was on us. They really went about it very thoroughly. They interviewed everyone here, mapped all our processes and then modulated 4PS Construct accordingly. We first implemented the basis and then the project and sales administration. The rest, such as the timesheet administration and salary administration were added at a later stage. We are currently using the modules CRM, projects, administration, equipment and salary administration. 4PS Construct does, of course, have many more options,



Tijs de Lint of Vlasman Demolition



Reconstructing the A15

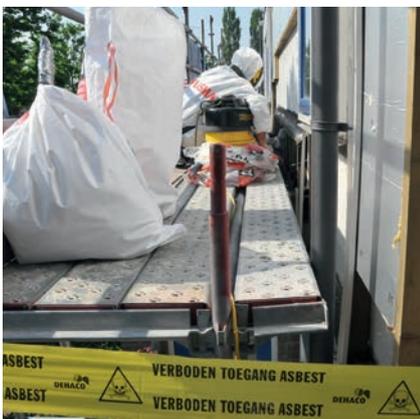


but we simply don't need more than this. After all, we are not a construction or installation company.

FOUNDATION FOR INNOVATION

'Demolition is fundamentally different from building. In construction you create something, while we basically tear things down. However, never without a reason. We always say: we don't demolish, we create space! There is a reason that our strapline is: Foundation for innovation. Not only does it sound more positive, it is also true. Our processes are less complicated than construction. With us, it is all about people, machines, concrete, waste. Construction and installation processes are much more complex, since there are multiple

parties involved, such as architects, suppliers and subcontractors. We also use many external companies, but that is mainly to get additional manpower. We have our own specialists, foremen and engineers. We do have an enormous amount of equipment and thus a large warehouse of our own. We don't want to depend on third parties for the supply of the items we need. Especially for asbestos removal a lot is needed: protective clothing, special equipment, all for single use. Sometimes even three times a day! No legislation is as strict as the that regarding asbestos removal. So there is some common ground with the construction industry, but also major differences. However, the beauty of this package is that it also works perfectly for us.'



Removing asbestos at the Furkabaan in Utrecht