Implementing an IT system based on the APOLLO Framework in order to replace several legacy systems with a holistic solution of the ERP type

**Benefits:**

- **Economic benefits:**
  - Comprehensive and instant access to all data concerning the flow of the product and documentation,
  - Quick flow of information – the sale is immediately reported, emergencies are immediately reported, monitoring of all assets
- Environmental benefit: Replaced almost all paperflow in the company (except required by law)

**Success Factors:**

- Dedicated solution for the customer’s specific needs (LPG distribution)
- Close/agile collaboration with customer
- Customer aware of his needs
- Smooth implementation, replacement of a legacy system module by module

**Supported Strategic Targets:**

- Increased efficiency/productivity of logistics processes
- Increased company profitability
- Increased competitiveness
- Increased quality
- Image
- Increased safety and security

**Description:**

Implementation of an IT system based on the APOLLO Framework in order to replace several legacy systems with a holistic solution of the ERP type (incl. WMS, TMS, Finance, Sales, Purchasing, Asset mgmt., CRM) that is dedicated to the business sector and branch (LPG distribution). The main characteristics of the challenge were: a distribution network specific for the commodity, covering all of Poland, a great many clients (both institutional and individual customers), lack of fixed routes, collaboration with LSP’s, necessity to manage a large fleet, necessity to account for tankers loaded at different locations, need for real-time monitoring of drivers.

**What was the main problem, idea or motivation that led to the development and introduction of the new practice?**

Growth of the company, increased number of customers, could not cope.

**What was the common practice before the implementation?**

Separate legacy systems: Financial, WMS+Sales most processes were recorded on paper or MS Excel Solution: Technologies used: .NET, ASP, CH: ORACLE database. The client has the whole system at his location, on own servers, working via the intranet. Compatible with IE and Mozilla. Tablet and Smartfones (Android, iOS and Windows Phone).

The main transport/logistics related functionalities:

- The records of vehicles, taking account of any technical data, and expiration dates of car insurance, technical inspections, etc.
- Repair documentation including: car specifications, mechanics, information about which work has been done, how much time was spent on repairs and how much lasted repair, what’s the operating price
- Controlling of: deadlines of vehicles and drivers insurance, the expiration date and insurance level of external freighters.
- Records of forwarding orders (both from external customers, as well as being a company department) containing data about the route, cargo, dates, places of customs, values.
- Safe login page
- Automatic calculation of exchange rates (NBP tables)
- Ability to define price lists depending on: the country’s area (defined range of postal codes), places of loading and unloading, transported quantities, distance.
- Support for both general cargo and whole vehicle transport
- The mechanism for the allocation of transport and transport orders records containing: carrier, vehicle, route, cargo, deadlines data.
Case Description (Cont.):

- Ability to divide routes to several transport orders (including orders for another department). Preview of services realization degree.
- Settlement of transport orders by purchase invoices from transport freighters or other departments.
- Records of ferry orders (including the customer who is the company’s department), containing: the customer’s data, the vehicle transported, ticket number, admission date, additional fees, foreign exchange rates.
- The mechanism of multiple purchase invoices inputting from the ferry line. The possibility of invoicing a single customer’s order, multiple orders and invoicing many services on one document.
- Accounting for customer and transportation orders, supplied together with the Partner-Freighter, on the basis of cost sharing.
- Correction of revenues and costs value of orders by the correction of the purchase and sale.
- Records of orders for services such as: storage, handling, towing, etc.

- Different patterns of print documents (the possibility to assign several patterns into one document). The possibility of order segregation according to various criteria.
- Settlement of own shipments on the basis of waybills and internal invoices.
- Settlement of the drivers’ work including fixed salary, a lump sum for telephone and additional costs of waybills.
- Calculation of earnings in different variants such as: the shipper, the car, division.
- The possibility of allocating allowances to particular users (depending on the department).
- Calculation of costs (own and external).

This a private approach; the case is transferable to other EU countries (harmonised legal framework). APOLLO has been also implemented in other sectors (retail, 3PL).

More information:

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Transport mode or supply chain elements:

- Road: truck & delivery van
Main actors involved: The initial contact was the company Irga Trans, the system was developed and implemented by the company Control System, Gdańsk, Poland. The two companies have created the system together using co-financing from EU’s structural funds. Now they both offer it to customers with the following market segmentation: Controlsystem offers it to big companies who wish to have own ERP system, with own IT infracture. Irga Trans offers it to SME’s as a web-based application with data in the cloud. Irga Trans also offers its own Irga GPS – Fleet Management System, which allows to communicate continuously with the vehicle and is an excellent tool for monitoring vehicles, both lowering management costs and increasing drivers’ security.

Pictures:

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