



*Microsoft Dynamics NAV / NaviTrans*

## Sostmeier, the French carrier, is driving its business thanks to Microsoft Dynamics NAV and NaviTrans

*« Young & Partners is a flexible, reactive company, and one that is close to its clients. Without exaggerating, it can be said that everything's hunky-dory for them in the world of transport.»*

*Frédéric Klein, directeur financier,  
Sostmeier*

With various non-integrated applications, the Sostmeier transport company - which has 55 trucks and 120 trailers - was aware of a lack of efficiency when entering and consulting its data. When deciding to migrate towards an integrated solution, the choice fell on Microsoft Dynamics NAV for managing the financial and commercial processes. A little later, Sostmeier was lucky enough to discover the additional NaviTrans module from Young & Partners. This offered the answer to Sostmeier's needs in terms of specific transport activities - from vehicle planning and entering new files to the management of its returnable pallets.

Since its foundation in 1927, Sostmeier has enjoyed constant development and has now become a supplier of outsourced logistic services. Today, the Group is involved in three major fields: chartering (transport commissioning), transport itself and logistics. With 160 employees, Sostmeier has a turnover of 45 million euros. The company has a fleet of 55 trucks and 120 trailers, and 70,000m<sup>2</sup> of warehouses, at its disposal.

**SOSTMEIER**  
Transport & Logistics

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## Overview

country: France  
sector: Transport

### Profile

In perpetual growth, Sostmeier is active in France in three major fields: chartering, transport and logistics. With 160 employees, Sostmeier has a turnover of 45 million euros.

### The Challenge

The use of various non-integrated pieces of software was having a negative impact on the processes' efficiency and on the IT maintenance costs. This is why Sostmeier wanted to start again on a standardised, integrated platform.

### The Solution

With Microsoft Dynamics NAV, Sostmeier chose an ERP software package, the qualities of which are widely recognised. Whereas Prodware implemented the finance, sales and purchasing modules, Young & Partners was responsible for the automation of the transport activity processes with its NaviTrans module.

### The Advantages

- Growth potential and continuity of a platform recognised in the market
- Lower development and maintenance costs
- Traceability and information-sharing for all of the employees
- Better company reactivity to customer requests
- Young & Partners' trade knowledge in the transport field

Chartering is the transport commissioning business that Sostmeier has been in for more than 40 years: a carrier cannot indeed guarantee its customers a perfect match between its means and their entire transport needs. Sostmeier can offer a solution thanks to its long-standing partnerships with the lion's share of European carriers. These partnerships meet all needs, be they by road, rail, or inland waterway, at the right time, at the right place, and at the right price.

In order to anticipate its customers' expectations, Sostmeier relies on a quality management system. The company's efforts have been rewarded by ISO 9001 certifications: 2008 and Full AEO (Approved Economic Operator).

### A lot of heavy software to be managed

To manage its activities, Sostmeier was in the past using several non-integrated pieces of software. This meant that, when something had to be checked for a customer - a delivery or the payment of an invoice, for example - it was frequently the case that several programmes had to be opened.

Frédéric Klein, Financial Director, at Sostmeier "Another problem was the cost of maintaining several applications: whenever we wanted to change something in our processes, new developments had to be carried out in different systems. The maintenance costs were getting too high."

In 2008, Sostmeier decided to migrate to a standardised platform. The choice fell on the French data-processing partner, Prodware, for implementing Microsoft Dynamics NAV, initially for the financial module, then for the management of the purchases.

"The benefit of Microsoft Dynamics NAV was that we could replace several isolated applications by a single piece of software offering considerable growth potential", Frédéric Klein explained.

In a second phase, in 2009, Sostmeier also wanted to migrate its standard transport activity processes to the new platform. In consultation with Prodware, the company chose the NaviTrans module from Young & Partners.

### Transport and Disputes

NaviTrans is used today for managing several activities that constitute the company's core business: not only entering the transport files, the invoicing and the administrative formalities which accompany them, but also the management of disputes - a four-person department at Sostmeier.

### Fleet Management

Vehicle management is another important NaviTrans contribution at Sostmeier: vehicle planning, servicing, fuel consumption monitoring, and so on. Frédéric Klein: "Today we find an answer to all our needs in a





standard piece of software. That's far more interesting than having to make made-to-measure developments."

### **Specific Module for Managing Returnable Pallets and Packing Materials**

At Sostmeier's request, Young & Partners has also created an additional development for the administration of returnable materials - including pallets.



"Less administration and an immediate financial impact for the company: the system automatically sends an invoice to the carrier when the latter has not returned its pallets", Frédéric Klein added.

### **Order Taking Via an EDI Connection**

The biggest customers send their orders to Sostmeier in digital form, via an EDI connection. These then are automatically imported and processed in Microsoft Dynamics NAV, which avoids any double manual encoding of each order.



### **Centralised for Enhanced Sharing**

The fact of using a single system had a positive impact on the availability of the information, which is no longer disseminated but centralised. The result: better traceability and better reaction to customer requests.

Frédéric Klein: "All the employees involved in an activity or a process can today easily find the updated information or the history that they need in a single system. We simply have to manage the access rights properly in order to determine who can consult which information."

### **Excellent Co-operation with Young & Partners**

The success of the ERP project at Sostmeier has been the result of close co-operation with two IT partners - Prodware for the standard Microsoft Dynamics NAV modules, and Young & Partners for the module and the specific developments relating to the transport activities.

"The skills of Prodware, as a large organisation with extensive resources, have been added to those of Young & Partners, which is a flexible, reactive company, and one that is close to its clients. Without exaggerating, it can be said that everything's hunky-dory for Young & Partners in the world of transport", Frédéric Klein concluded.



More information about Sostmeier?  
[www.sostmeier.fr](http://www.sostmeier.fr)



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