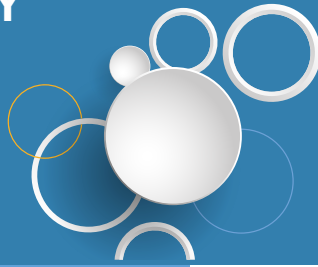


CASE STUDY

NORDIA



NORDIA SA INTEGRATES DIGITAL TRANSFORMATION THROUGH ENTERSOFT'S INNOVATIVE AND MODERN MODELS THAT UPGRADED ITS INTERNAL INFRASTRUCTURE

“The strategic decision of Nordia SA regarding the transition into the digital era, was fully aligned with Entersoft's innovative technologies as we have achieved an ever-increasing efficiency improvement and competitiveness boost, with significant economic benefits for the company. The results of choosing to work with Entersoft were beyond our expectations.”

Nikos Athanasopoulos
IT Manager, Nordia SA

The Company

NORDIA A.E. has knowledge and experience in the field of industrialized mortar production, thermal insulation systems and building materials as well as in the extraction of decorative rocks and raw materials. NORDIA produces advanced building materials that contribute to the upgrading of construction work, following modern social needs for energy efficiency and environmental protection.

The Challenge

For NORDIA SA, the transition to the digital era was a strategic decision, as the immediate response needed to particular market demands, was characterized by **volatile production costs** and sales prices (building materials) required structural reorganization as the manual lengthy procedures that led to inadequate and outdated knowledge of the financial position of the company by Management.

In particular, the need for reliable, accurate and documented production costing based on computerized data within an integrated information system has been identified as a critical and immediate priority.

At the same time, the lack of **accurate stock depiction** for immediate and error-free execution of orders, required warehouse organization (2,500 sqm) and automation of daily operations (receipt, identification, marking, placement).

Finally, organizing and monitoring of the **visit plan cycle** to assist in improving sales goals, was an additional priority for NORDIA SA.

Sector

Building materials

Profile

NORDIA SA has knowledge and experience in the field of industrialized mortar production, thermal insulation systems and building materials as well as mining ornamental rocks and raw material.

Users

58

Challenge

Reliable, well documented and consolidated information offered to Management for the financial status of the company as well as proper production costing, exact depiction of stock inventory and monitoring of visit plan cycle.

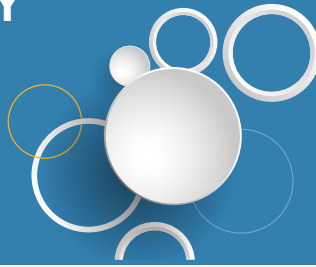
Solution

Entersoft Business Suite
Entersoft Mobile
Entersoft WMS

Benefits

- Consolidated information to Management
- Accuracy in (pre) costing
- Application of commercial policy
- Traceability and position accuracy of available stock
- Monitoring of visit cycle

CASE STUDY NORDIA

 **MARMOLINE**

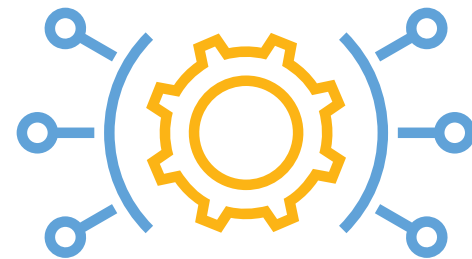
NORDIA SA INTEGRATES DIGITAL TRANSFORMATION THROUGH ENTERSOFT'S INNOVATIVE AND MODERN MODELS THAT UPGRADED ITS INTERNAL INFRASTRUCTURE

Specifically the constraints and challenges that had to be addressed were:

- The **parallel costing of three production activities** (powder, marble, tear) with different production processes and parameters, through a **single platform**
- The transition of users' daily work (with no technological background) from manual paperwork and other traditional internal communication and workflow processes, to a modern information system through **automated processes** and **guided user workflows**
- Implementation completion through internal **organizational changes**

Solution & Innovation

Within the digital transformation context and the introduction of innovative models for the modernization of internal processes and infrastructure upgrade, NORDIA SA implemented a combination of Entersoft solutions that compose an integrated and scalable tool for organizing business units to optimize and develop internal infrastructures, with the ultimate goal of responding directly to market demands. Specifically, the implementation of radical changes to all processes with the simultaneous implementation of ERP, WMS & Mobile in the integrated environment of Entersoft Business Suite (EBS), resulted in Management having a complete picture of the business on a daily basis, while satisfying the following permanent, operational requirements:

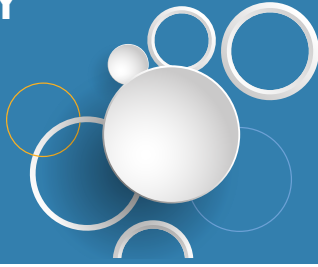


- Ensure proper **pre-costing** and **costing** of different production activities
- **Visits plan cycle monitoring** with the creation of a structured plan and proposal based on specific criteria and goals per client
- Ensure proper reception and shipping of materials / orders by **eliminating errors**

- **Full traceability** and precision of stock positions to avoid duplication
- Fast and reliable stock inventory for the accuracy of the **available stock** as well as automatic process of possible finalization of deficits or surpluses
- **Proposed stock position** based on FIFO and FEFO
- Implementation of the approved **commercial policy**

Taking into account Entersoft's expertise and its accumulated experience of successful implementation of complex and demanding projects, NORDIA SA's choice to work with Entersoft, was based on the ready-made business flows embedded in its systems that were adapted to its needs, resulting in the automation of production costing functions, the warehouse proper organization and the upgrade of salespeople daily work. At the same time, the implementation structure ensures the possibility of future expansion of the system into new business activities, without affecting the existing functions, supporting the continuous development of the business.

CASE STUDY NORDIA



NORDIA SA INTEGRATES DIGITAL TRANSFORMATION THROUGH ENTERSOFT'S INNOVATIVE AND MODERN MODELS THAT UPGRADED ITS INTERNAL INFRASTRUCTURE

Description of the project



Entersoft upgraded NORDIA SA's information infrastructure in the **Production** area, redesigning the process of capturing data on factory building materials and by automating the hitherto "handwritten" costing system based on the complex cost-sharing criteria of each activity (dust, marble, tear) so that the business can obtain accurate information on Production Cost as well as cover the need for pre-costing in order to better plan the production process.



In the upgraded information infrastructure of NORDIA SA, Entersoft's **Mobile** solution, which works as a mobile sales consultant, has been implemented to enable a dynamic and flexible visit plan, while salespeople on the move acquired a tool that provides them with complete customer information and their promotion activities, as well as all required procedures for easy order recording, collections and competition data, inventory counting and other merchandising tasks, while being continuously updated through the online connection with Entersoft EBS.

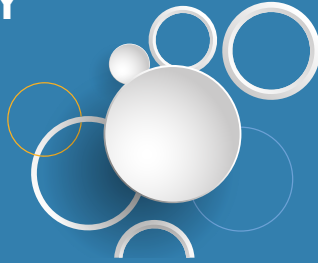


The solution functionality was enhanced by the implementation of Entersoft **WMS**, where manual procedures for receiving, identifying, marking and stock placement were replaced by a modern system of organizing and handling the entire process, providing information on the exact placement of pallets in the warehouse, eliminating the possibility of duplicate positions. At the same time, internal traffic was facilitated and FIFO management was optimized, while order execution and invoicing accelerated.

As a result of the Warehouse's operational upgrades, the full online mapping of production, the processing and inventory operation, as well as the stages of order processing, is supported.

The integrated digital environment created by Entersoft for the modernization of Nordia SA's manual and costly business processes brought visible results in process completion **speed, data reliability & immediacy** and executives **efficiency**.

CASE STUDY NORDIA

 **MARMOLINE**

NORDIA SA INTEGRATES DIGITAL TRANSFORMATION THROUGH ENTERSOFT'S INNOVATIVE AND MODERN MODELS THAT UPGRADED ITS INTERNAL INFRASTRUCTURE

Visible benefits



Precision in pre-costing and product costing



Company image enhancement through infrastructure upgrade and the use of advanced technology



Immediate monitoring of sales operations with ready-made reports that **facilitate strategic decision making**



Transparency-Visibility in all processes



Faster handling of orders



Productivity increase through automated procedures



Accuracy on **stock amount and position**



Immediate response to demand