

”We save two hours per day and generate reports 24 times more quickly”

“We have achieved a better document flow - both in terms of documents directed at the customer, but also internally as well”

Benny Helander
System Developer, Antalis



About the company

Antalis CC&CO is one of the country's largest suppliers of packaging solutions, graphic paper, and display products. The company is a part of the Antalis concern, with 5,500 employees across 44 countries. In Denmark, Antalis has 200 employees and uses the ERP system ASW.

Results

- Increased sales
- 2 hours saved per day in the sales department
- 1 hour per report saved on searching after documents
- Customer reports produced 24 times more quickly
- IT development hours saved
- Professional documents



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A new inventory system kickstarted a workflow streamlining of purchase orders, invoices, etc. These documents are now coupled and both searchability and usability have increased.

Greater transparency and integration

“Before we would search for up to one hour per order in order to ascertain which documents belonged together,” explains system developer Benny Helander. “Now the orders, invoices, etc. are all connected together, and it is easy for one department to see if another department has sent the invoice off.” Antalis sends out 3,000 - 4,000 documents every day. At the bottom of every document is a personal photo and contact information, so the customer knows exactly who they should contact with any questions. “That has sped up our turnaround and saved our sales department a good few man hours each day, as now they don't have to sort e-mails any longer,” he explains.

Increased sales

In addition to the dynamic inclusion of photos and contact information, templates are now standardised across document types. Customers can now scan them directly into their systems, saving time and effort.

“We also use Lasernet for labels for our customer's shelves. We have generally achieved a better document flow - both in

terms of documents directed at the customer, but also internally as well.”

From Excel chaos to a visual overview

As part of their after-sales service, Antalis sends out a sales report to their customers with purchase histories, discount rates, pictures, expected prices in the coming year, diagrams, etc. Previously, the sales team had to undergo a complex process in order to collect all of this data. It took four hours per sales report to gather together CSV files with spreadsheets, and the result was an unmanageable report of more than 20 Excel pages. Today, it takes the sales team just ten minutes to print a considerably more user-friendly sales report, which, in turn, has led to an increase in sales. It took only two days to implement Lasetnet, and it has given the customers a visual overview of the company's work.

Saved development costs

“We used to spend a lot on external consultancy hours. Today we no longer need to wait for a consultant. Changes can be made right away, and we save 50% of our time that used to be spent introducing the developer to the task, because we can now do it ourselves.

Tabellae has been great. They have been able to find solutions to any tough questions, and they have always responded on the same day. We should never have waited. They really did take care of things right away.”