



Adifo and Microsoft Dynamics AX: the ideal mix for Twilmij B.V.

Twilmij, the producer of animal feed supplements, had for some time been looking for a solution to automate all of its tasks, from recipe to end-product. However, finding a package that would provide seamless integration between BESTMIX® (the recipe software), accounting, logistics and production software was proving to be no easy task. In general, IT providers had previously made little headway on this sector-specific issue.

As a result, the management team at Twilmij was mightily relieved when at the end of 2009, Adifo, the IT developer that provides BESTMIX®, announced that it had developed an ERP solution based on Microsoft Dynamics AX. The product, MILAS®, now provides Twilmij with the ideal solution for servicing its customers even more quickly, while keeping a close eye on its other business activities.

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Overview

Country: Netherlands

Sector: Production of animal feed supplements

Profile of Twilmij B.V.

Twilmij B.V. produces pre-mixes, milk substitutes and special products for the animal feed industry. Twilmij employs 30 staff and produces 25,000 tons of pre-mixes a year. Twilmij products are distributed mainly in the Netherlands and north-western Europe.

Challenge

Increasingly strict requirements for traceability and safety mean a great deal of paperwork. Twilmij needed an integrated system for automating all of the company's processes and lightening the administrative load.

Solution

With Adifo, Twilmij found an IT partner with all the requisite knowledge about the sector. Twilmij commissioned Adifo to implement MILAS®, an ERP solution with sector-specific functionalities based on Microsoft Dynamics AX.

Benefits

- Future-oriented standard platform
- Central database, no more double data entry
- Time-savings in all departments
- Straightforward tracing of products
- The flexibility to introduce changes quickly
- A customer portal giving users access to prices, specifications and orders, plus the ability to download the necessary documents

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Since the company was established in 1963, Twilmij B.V. based at Stroe in the Netherlands, has grown to become a leading producer of top-quality pre-mixes, milk substitutes and special products for the animal feed industry. Twilmij employs 30 staff and produces 25,000 tons of pre-mixes a year. The company is one of the top three in the Netherlands and has major sales markets in north-western Europe.



Director René Slagmolen explains: "We supply our pre-mixes to animal feed manufacturers. Our mission is to make their feed successful. A good feed is based on three major factors: good raw materials, accurate ingredient quantities and homogeneity. We buy quality raw materials from reputable and reliable suppliers. By mixing the right quantities and ensuring consistency, we don't skimp on resources in our ultramodern production environment. We have also built up an extensive network of knowledge in conjunction with universities and the major laboratories. This expertise gives us the strength we need to continue growing."

Isolated computing meant twice the work

Because Twilmij's products are at the top of the food chain, they are subject to strict requirements in terms of safety and tracing. This naturally generates a great deal of administrative work, which in turn means Twilmij needs to be highly automated.

In the past, the company had used Exact for its accounting, stock control and order-entry requirements. As the demands on tracking & tracing became greater, additional functionalities were built into in Exact. Twilmij was also running the Adifo application BESTMIX®, a specialised package for formulating and optimising pre-mix recipes.

"Data from BESTMIX® had to be re-entered in Exact," recalls René Slagmolen. "And then data from Exact had to be entered into SCADA, the production software. So there was lots of duplication work. We urgently needed to integrate them to enable us to save valuable time."



“When at the end of 2009 we heard that Adifo would be using Microsoft Dynamics AX as the base for its ERP solution, we were very happy. MILAS® is what we had been trying to find for so long: a future-oriented and universal standard platform with the added bonus of being sector-specific.”

René Slagmolen, Director, Twilmij

The search for integration ends up at Adifo

“Before investing in an integrated software package, we first wanted to adjust our method of working to make it more flexible,” he says. “So we embarked on a Lean TPM (Total Production Management) project to establish what the best way was of proceeding from recipe to product. The result was a logical, streamlined workflow – in other words, a good base to automate from.”

In the meantime, Twilmij went looking for a suitable ERP package and an IT partner that would understand exactly what the company wanted.

“We immediately thought of Adifo,” relates Mr Slagmolen, “because they know our sector well and because we think that BESTMIX® is a great program. They also speak our language. But their current solution at the time did not allow for seamless integration with our production software. So we contacted other providers. Over a period of two years, we saw countless demos, each time having to explain exactly what we were looking for. When we heard at

the end of 2009 that Adifo would be using Microsoft Dynamics AX as the base for their ERP solution, we were delighted. MILAS® is what we had been trying to find for so long: a future-oriented and universal standard platform with the added bonus of being sector-specific. We were also very pleased that Adifo had opted for Microsoft technology. We already had SQL Server in-house, were using all of the Office programs and were also running Windows Mobile on our PDAs – all Microsoft products. So MILAS® would mean the best integration for us.”

The process

Twilmij plans to go live with MILAS® in September 2010. In the meantime, a series of workshops is being held for each department at which everyone will be able to say exactly what they expect from the new solution.

Adifo has already developed a trial set-up in which the data from BESTMIX® and Exact are imported and given the necessary links with BESTMIX® and the production software. “We want real-time synchronisation,” says Mr

For more information

For more information about the Microsoft products and services described, call +32 (0)2 704 30 00 or visit <http://www.microsoft.be>.

For more information about Adifo, call +32 (0)50 303 211 or visit www.adifo.com.

Additional information about the products and services provided by Twilmij B.V. is available from www.twilmij.nl.



Slagmolen. “Not one where you have to keep pressing a button to import and export data. That way we have the guarantee that all of our data is up to date at all times.”

A look ahead to the ROI

MILAS® doesn't go live for a few months, but René Slagmolen can already see the benefits ahead: “In every department – from accounting to orders and the warehouse – there will be fewer operations, which will free up time for more valuable tasks,” he says. “It is now very easy to trace raw materials and products. MILAS® will also enable us to stay flexible, even as we continue to grow. The system not only gives us a fixed process from recipe to end-product, but it also means we can make last-minute changes. That way we can service our customers' every wish – just as they have grown to expect from us over the years.”

Another benefit for the customer is the new website providing customer access. “Once they have logged on, our customers will be able to place their orders, as well as view their purchase order and ordering history. Product specifications and safety documents will be available as downloads. Our aim is to provide every customer with a price quote and specifications within 24 hours, and this website is a valuable tool in enabling us to do so,” concludes René Slagmolen.

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