



## Environmental Management Alternatives (EMA)

Bringing together all business information on one platform with SAP Business One

“SAP brought to us a fully integrated approach where everything is on one platform. In addition, we now have the data to support how we would ramp up that growth based on looking at it from within SAP Business One.”

Mike Hylla  
Owner, Environmental Management Alternatives



### Company

**Name:** Environmental Management Alternatives, Inc (EMA)

**Industry:** Environmental Service Company

**Previous Software System:** QuickBooks, Microsoft Excel, Microsoft Outlook

**Headquarters:** St. Louis, Missouri

### Customer Profile

Founded in 1997 and located in St. Louis, Missouri, EMA is a growing privately held company in the billion-dollar global environmental services industry. EMA provides hazardous/non-hazardous waste disposal, recycling industrial/chemical process byproducts, and on-site plant maintenance/remediation across the United States.

[www.ema-env.com](http://www.ema-env.com)

## The Challenge

Prior to moving to SAP Business One, EMA was using different data repository systems across the organization. Previously, all customer and supplier information, as well as management of their finances were kept in QuickBooks, a basic accounting software solution. The company also used Microsoft Outlook and multiple Excel spreadsheets to track individual jobs or appointments, sales playbooks and HR information.

The use of different data repository systems meant that all information was kept in individual silos and reconciling data to a central location was a difficult and time consuming task. The lack of data visibility prevented them from performing sales and financial forecasts and affected their ability to optimize their resource utilization. In the end, the systems that they had in place could no longer keep up with the demands of their growing business.

## The Solution

Upon realizing what they needed to propel their business for future growth, EMA chose SAP Business One. The fully integrated system allows all their business data to reside on one platform so they have full visibility across all areas of the business.

All of EMA's business data from multiple sources, including HR, Finance, Sales and Marketing were previously scattered across multiple spreadsheets, as well as within QuickBooks and Outlook. This data was able to be migrated over and consolidated in SAP Business One.

With SAP Business One in place, having a fully integrated business management solution means that they are now benefitting from real-time data insights into their company for more accurate and quick decision making.

In addition, with SAP Business One's extensive analytics tools, they are now able to track the profitability of individual jobs and projects based on headcount, utilization time and non-productive hours, which they couldn't do before with their previous systems.

“ Because of SAP Business One, we are now getting a lot of visibility and more accurate information based on having all our processes on one platform, in terms of managing the company. SAP Business One has also given us a lot more visibility downstream as to where we're going and what we want to do. ”

**Mike Hylla,**  
Owner, Environmental Management Alternatives, Inc

## Working with Vision33

EMA understood the importance of having a partner that could help them leverage their investment in technology. "Vision33 is a very knowledgeable partner; in fact, we called one of the consultants 'The Professor' due to his knowledge on SAP Business One," says Mike Hylla, owner of EMA.

As an organization new to ERP implementation, EMA benefited from the expertise of an experienced ERP partner. "Vision33 did an awesome job. They did a really good job in getting us set up, in terms of understanding what our needs and expectations were. Overall, our relationship with Vision33 was very collaborative," recalls Hylla.

## About Vision33

Vision33 Inc. is a global IT professional services consultancy that solves customer business challenges through the promise of technology and the value it delivers. We partner with growing and large organizations in both the public and private sectors to understand their vision and help them reach it with the right blend of strategy, consulting, and technology. Vision33 global team of results-driven resources provide world-class experience through our office locations in North America and Europe.

Vision33's SAP solutions provide scalable and integrated enterprise resource planning (ERP) technology to growing enterprises. We work with customers to connect their business processes from finance and expense reporting to procurement and inventory – transforming their operations and better managing subsidiary operations – no matter the size of their business. Vision33's dedicated customer support program, Vision33's world-class TOTAL Care support program ensures you have the tools needed to fully leverage your investment in technology.

Vision33's eGovernment practice delivers the right approach, expertise, and people to public sector clients to empower our government clients to be successful with technology. We have experts in the technologies and methodologies that are of most value to you. Working in partnership with Vision33, we will help you optimize your technology investment, delivering government services efficiently, reduce costs and improve overall citizen satisfaction.

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