



COSMO CONSULT
Business-Software for People



Business-
Software
for People

cc | environmental services

CONTRACT DESIGN WASTE MANAGEMENT
 PRICING MODELS TRANSPORT & LOGISTICS
ERP INDUSTRY SOLUTION
 CONTAINER MANAGEMENT MATERIAL MOVEMENTS ROUTE PLANNING
 Microsoft Dynamics 365 for Finance and Operations
 RECYCLING HAZARDOUS MATERIALS MANAGEMENT
 WEIGHBRIDGE INTEGRATION WORK ORDER MANAGEMENT

Microsoft
Partner



- Gold Enterprise Resource Planning
- Gold Cloud Customer Relationship Management
- Gold Collaboration and Content
- Gold Data Analytics
- Gold Cloud Platform



INTRODUCTION

The waste management industry has good prospects. Those who want to participate successfully must be able to react flexibly to the industry’s dynamics. The market for waste management is characterised by constant change: Participants must react to new national or international regulations and legislation straightaway. Innovative technologies are promising new opportunities. While the requirement for classical waste disposal decreases, the demand for innovative processors, recyclers and suppliers increases — representatives of the industry are increasingly measured against the production of secondary raw materials. The competitiveness and the opportunity to become firmly established in the industry increases with the quality of the raw materials and how much of it can be sold. Hence, the higher the quality of the raw material, the more profitable it can be sold, and thus generates larger margins.

The ideal solution to meet these changes and challenges is a complex yet easily understandable and userfriendly software solution. Many companies bank on an ever-increasing number of isolated applications. Every new challenge leads to “adding” a new element. The increasing number finally leading to a vast interaction of interfaces provokes a loss of time, precision and energy in the work process. These media disruptions can be avoided by using one single integrated system which, on the one hand, visualises material flows and, on the other hand, reports stock levels as quickly as possible and links public records, leads, management and administration.

cc|environmental services is a system just like that.

A system visualising and processing all the core processes in waste management and at the same time providing BI reporting. In the following, we would like to introduce our process solution for waste management guaranteed to be a safe and future-proof investment.

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3 QUESTIONS – A BALANCED APPROACH

Why COSMO CONSULT?

Being the largest Microsoft Dynamics 365 for Finance and Operations partner in Europe and boasting over 100 installations, we are professed experts for Microsoft Dynamics 365 for Finance and Operations. Our consultants and experts have over 10 years of experience in the waste management and recycling industry and speak the language of our customers. They keep on developing together with our customers and thus have their fingers on the pulse of the industry. At the end of the day, it is this expertise which makes ERP projects successful and which turns our industry solution into your company solution.

Why Microsoft Dynamics 365 for Finance and Operations?

Microsoft Dynamics 365 for Finance and Operations, a state-of-the-art ERP application, offers scalability, internationality and reliability for small, medium-sized and large companies. Microsoft Dynamics 365 for Finance and Operations provides all required tools and modules for a company's optimisation, growth and orientation. An integrated system represents all the essential operational business processes.

The well-known, intuitive user interface and the familiar look and feel as well as the optimal integration into Microsoft Office and Microsoft Windows allow you to accelerate initial training and acceptance. Microsoft offers us and our customers a strong technological platform with a global network of partners and experts. This provides our customers with security of investment and flexibility.

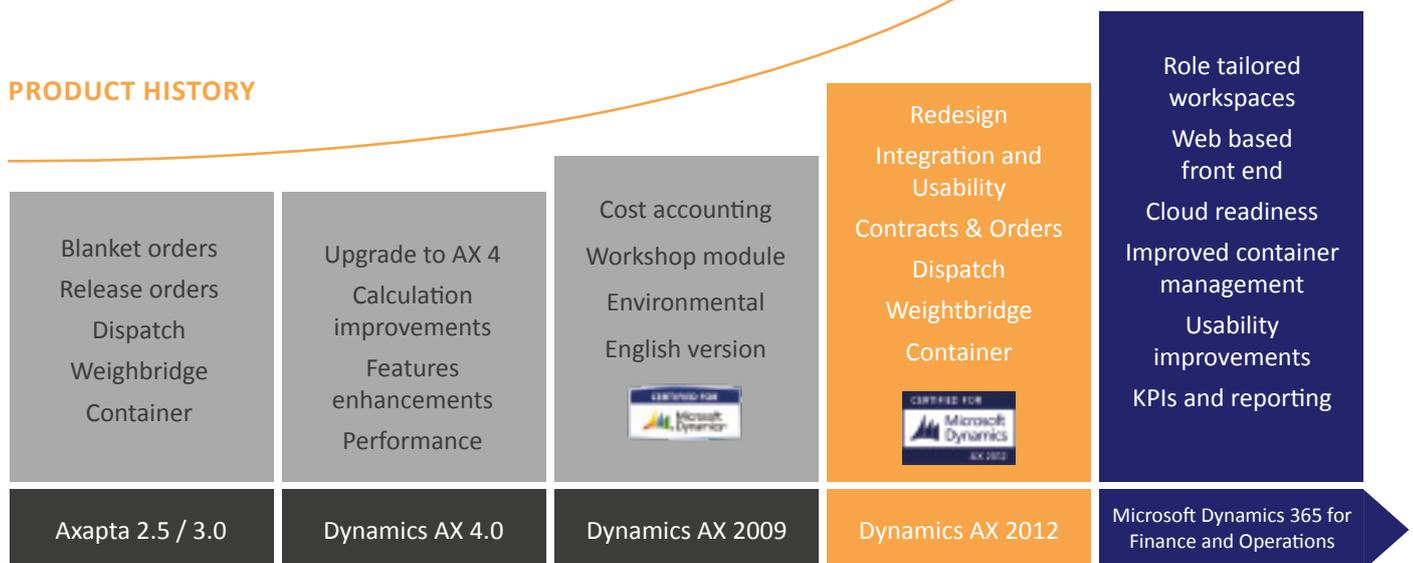
Why cc|environmental services?

cc|environmental services builds on the strengths of Microsoft Dynamics 365 for Finance and Operations while adding industry-specific processes and functions.

For more than 10 years, we have thus continuously improved our industry solution for you. In this, we pursue a balanced approach.

Our objective is reaching an ideal mix of strong basic technologies, high coverage of industry processes and maximum flexibility.

PRODUCT HISTORY



THE JOURNEY IS THE REWARD



cc|environmental services is a complete solution, which is improved continuously and characterised by the actual requirements of our customers.

We have devoted ourselves to the processes of the waste management and recycling industry since the beginning of the century. Originally developed under the name “waste”, we now meet all demands on a comprehensive ERP system for the industry. Insights and experiences from projects as well as customer feedback have always formed the basis for the further development of our solution close to the industry.

cc|environmental services is a tried and tested, optimised and applied selection from all our process optimisation solutions. It is based on the requirements of growth-oriented industrial enterprises from the areas of logistics and vehicle fleet, inventory and weighbridges, container management and maintenance including traditional requirements from the human resources and financial accounting, controlling and cost accounting departments. The industry is among the most innovative in the world. COSMO CONSULT is proud to be part of it and to look ahead together with our customers and partners.



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CUSTOMER EXAMPLES & REFERENCES

Based on Microsoft Dynamics 365 for Finance and Operations, COSMO CONSULT has designed the trend-setting industry solution for the waste management and recycling industry: cc|environmental services. Our customers benefit from this industry solution because it is by default tailored to your individual requirements and demands and can thus be put to action with minimum effort. It can also be integrated into your existing IT environment, can be customised easily, offers a familiar user interface and is compatible with the familiar Microsoft applications.

This is why many renowned companies in Austria and abroad already bank on these Microsoft-certified industry solutions by COSMO CONSULT. This allows

minimising costs and risks, optimised resource management—and thus a high degree of target achievement in project management. The solution's release compatibility secures your investment also in the long term!

In Austria, for example, renowned players of the industry, such **Brantner and Altstoff Recycling Austria (ARA)**, are among COSMO CONSULT's customers in this sector. International waste management companies increasingly trust in COSMO CONSULT and our comprehensive industry know-how, such as the Swiss disposal site operator **DHZ AG**, the Swedish waste service provider **Sysav** or the internationally operating US steel service provider **TubeCity IMS**.



*WE WERE LOOKING FOR A CONTINUOUS SOLUTION
WHICH COVERS AS MUCH AS POSSIBLE,
REQUIRES FEWEST POSSIBLE INTERFACES,
CALLS FOR VERY LITTLE EFFORT —
AND WHICH ALLOWS WORKING IN THE WORKFLOW.*

STEFAN EBERHARD

CEO DHZ AG, Lufingen, Switzerland



dhz AG

is the founder and operator of the Häuli landfill in Lufingen near Zurich. This disposal site was newly erected and taken into operation in 2012. Contaminated residues and skimmings from waste incineration plants are deposited at this disposal site in a controlled way over a planned operating life of 40 years.

The Swiss company banks on the professional support from Austria since there are only very few similar ERP solutions in Europe meeting the requirements of the disposal site operator. cc|environmental services is an integrated solution covering almost any functionality from tender preparation to disposal and invoicing.



ARA AG

is the central place to go for the Austrian economy regarding all matters of packaging collection and recycling. The company is located in Vienna and organises the Austria-wide collection and recycling of packaging and manages the levy, administration and distribution of revenues under license agreements of the approx. 15,000 contract partners.

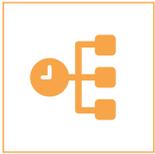
COSMO CONSULT's solution cc|environmental services provides an added value to the ARA system: It covers the departments of financial accounting, cost accounting, warehouse and logistics thus accelerating and optimising automated company processes and also guarantees a quick adaptation in case of legal changes.



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CC|ENVIRONMENTAL SERVICES THE SOLUTION AT A GLANCE



Waste Management

- ▶ Reverse logistics: Revenue from incoming material and costs for outgoing material flows
- ▶ Container rental (bins, skips, etc.) to business partners
- ▶ Planning of long and short-term waste collection routes, vehicles and personnel
- ▶ Weighing of truckloads – allocation of weight to individual pickup locations
- ▶ Country-specific mandatory waste reporting



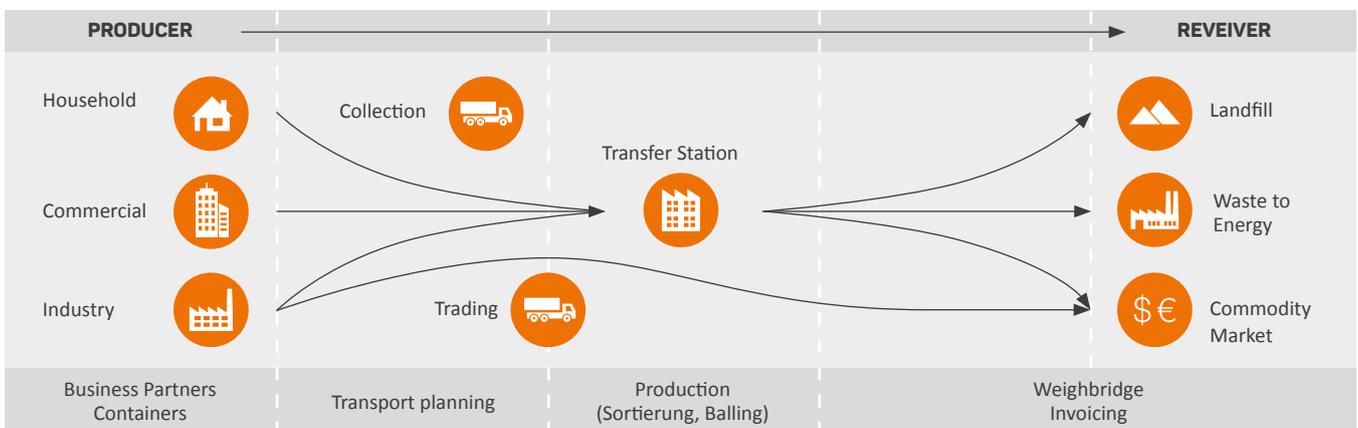
Recycling Industry

- ▶ Refinement of materials (shredding, sorting, processing)
- ▶ import and export of waste and refined goods



Hazardous Materials Management

- ▶ Tracking of dangerous waste including its chemical composition
- ▶ Managing batches of materials and waste profiles
- ▶ Different legal classification systems (EWC, ADR, NFPA, GHS)





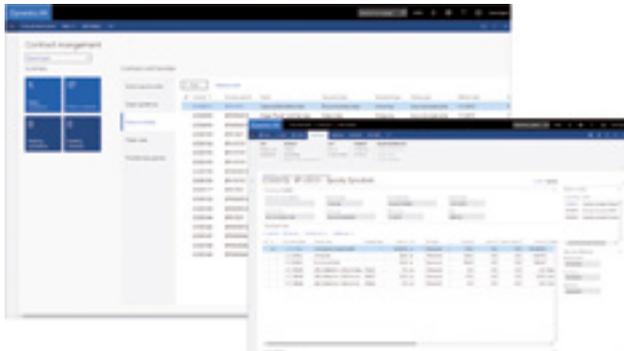
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FUNCTIONS & PROCESSES IN DETAIL

Contract design

Well-prepared contracts are often as essential as they are complex and complicated. Unfortunately, the simple equation “material A is provided in exchange for price B” does not suffice most of the times. Contracts in waste management must cover both materials and services for inbound as well as outbound waste streams, which may represent revenue and costs within one contract.

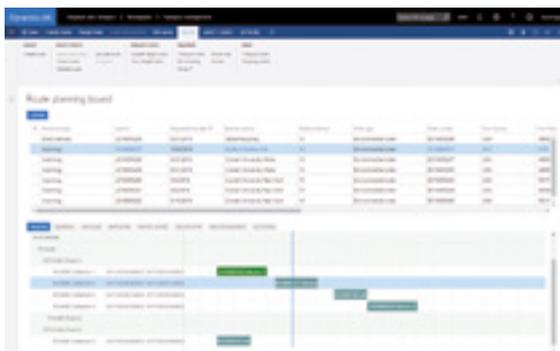


cc|environmental services allows the following scenarios with its powerful contract module:

- ▶ unlimited number of materials and services
- ▶ recording quantity, type and quality of the materials, delivery or collection modalities
- ▶ incoming as well as outgoing contracts
- ▶ accounts receivable and payable positions in one contract
- ▶ mapping container services

Transport & Logistics

Collections and deliveries are planned in due consideration of practice and experience — however, spontaneity frequently is the order of the day. Those in charge of logistics must keep track of many things: Which vehicles are available? Where are they located? Which driver satisfies the required certificates? Where to deliver to and where to collect from? How long does it take the driver to get to location X and back?



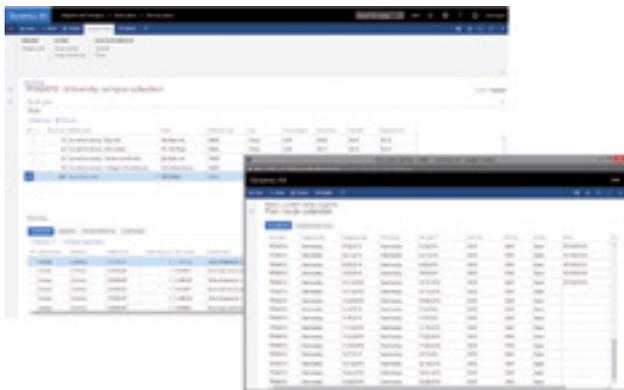
Using environmental features, cc|environmental services helps making Logistics Management as efficient as possible:

- ▶ intuitive route planning board
- ▶ estimating distances and required times
- ▶ freight cost calculation carrier planning
- ▶ integration in incoming, outgoing and internal orders
- ▶ support of cross-border deliveries

Long term route planning

Recurring routes can be arranged in the long term and planned ahead in addition to daily, operative itinerary planning.

This is particularly relevant for the collection of commercial, household and municipal waste.

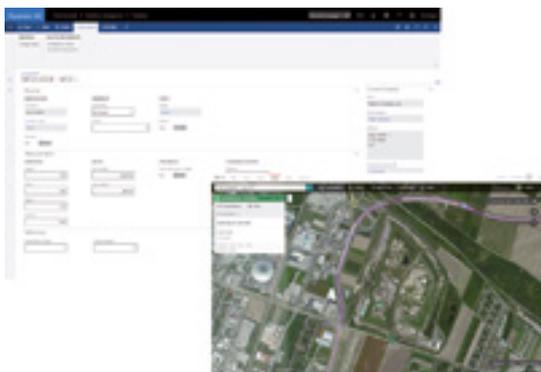


Services:

- ▶ automated creation of orders and route
- ▶ automated creation of internal stock transfer
- ▶ straightforward calendar overview of the planned routes
- ▶ assignment of addresses to a route right in the contract
- ▶ automated consideration of holidays and opening hours

Container management

The dispatcher needs to keep track of all the containers at any time. This includes containers with customers, suppliers and at the company’s own storage areas. Since when has the container been at the customer’s? Where exactly is the container? Which material has the container been intended for? Has a collection already been scheduled?



cc|environmental services assists short- and long-term planning of container management with essential functions:

- ▶ definition of all types of containers
- ▶ management of containers with and without serial numbers, RFID labels or barcodes
- ▶ visibility of containers at customer or supplier locations
- ▶ full audit trail of container transactions
- ▶ handling of various container-related services, such as placing, emptying or exchanging containers



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FUNCTIONS & PROCESSES IN DETAIL

Monitoring of material movements

The traceability functionality of cc|environmental services allows continuously tracing materials starting from initial receipt to final disposal.

A full audit trail is particularly important when handling hazardous goods and is the basis for legal provisions and authority notifications. Furthermore, managing chemical compositions and describing articles/materials is possible. Individual batches can be traced and amended with attributes.

The following functions support the requirement:

- ▶ monitoring of material flow from the origin to the final destination
- ▶ traceability in different production steps, such as splitting, mixing or sorting

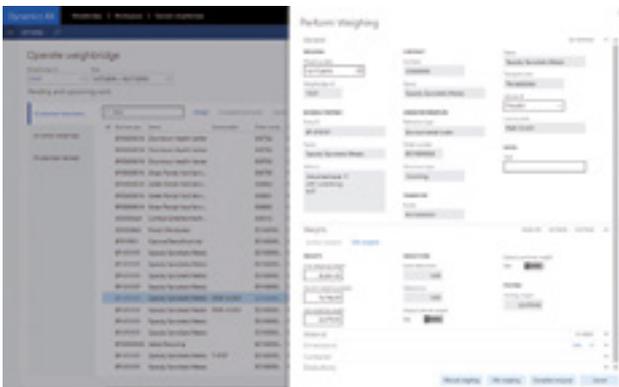
Weighbridge integration

The material, be it a small single package or a truckload, must be weighed quickly, reliably and often also spontaneously. Storage, processing and disposal rely on correct weight and material information.

cc|environmental services weighbridge module is directly integrated into the solution. The weighed volumes are directly posted with the orders and are thus instantly available for further processing.

The pertaining features at a glance:

- ▶ direct integration of the weighbridge
- ▶ full overview of planned deliveries and outflows at the weighbridge
- ▶ weighing from individual pieces to entire truck loads
- ▶ supports incoming, outgoing and collective, follow-up, route and control weighing
- ▶ automated weight distribution of route weighings by container volume
- ▶ reclassification of the material
- ▶ entry control document
- ▶ management of rejected incoming goods
- ▶ support of quality-based deductions (e.g. moisture, contamination)
- ▶ handling of ad hoc customers and deliveries



Quality assessment orders

Be it recycling materials, hazardous goods or waste for incineration; quality management and assessment are important components of modern waste management and recycling companies. cc|environmental services integrates smoothly with Microsoft Dynamics 365 for Operations' quality management and hence assists all your waste-relevant processes.

Services:

- ▶ determination of the quality of the material
- ▶ determination of the chemical composition (how pure, how hazardous)
- ▶ definition of acceptance criteria and tolerances
- ▶ definition of lab and test processes
- ▶ integration into batch management
- ▶ quality assessment orders incl. random samples
- ▶ quarantine management



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FUNCTIONS & PROCESSES IN DETAIL

Industry-specific pricing models

Be it incoming or outgoing invoice, or incoming or outgoing credit note: cc|environmental services allows settling all material streams in a flexible way.

cc|environmental services prepares all the documents within one module — be it customer or supplier invoices. This allows settling all material streams flexibly. At the same time it allows performance monitoring directly from the same module.

Services:

- ▶ flexible and easy handling of invoicing
- ▶ automated invoicing possible
- ▶ automated creation of outgoing invoices and incoming credit notes in one step

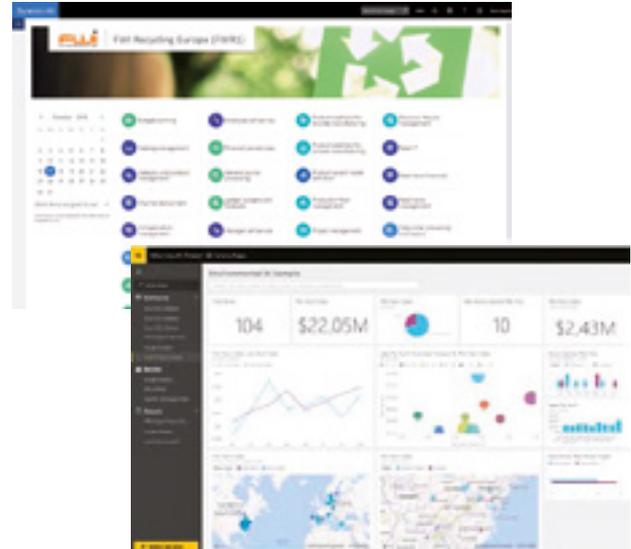


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Planning, reporting and analysis

Microsoft Dynamics 365 for Finance and Operations includes a wide range of reports and analyses. It covers all the common departments from finance to stock management and production to purchasing and sales.

Microsoft clearly banks on the open structure of Microsoft Dynamics 365 for Finance and Operations and offers numerous tools for easy data visualisation. Microsoft Excel and Microsoft Power BI are only two of the options which help our customers obtain important information and correlations from their data. In addition, Microsoft offers ready made Business Intelligence content packs through Microsoft App source. With cc|bi for dynamics operations, COSMO CONSULT also offers enhanced reporting packages for special processes and industries.

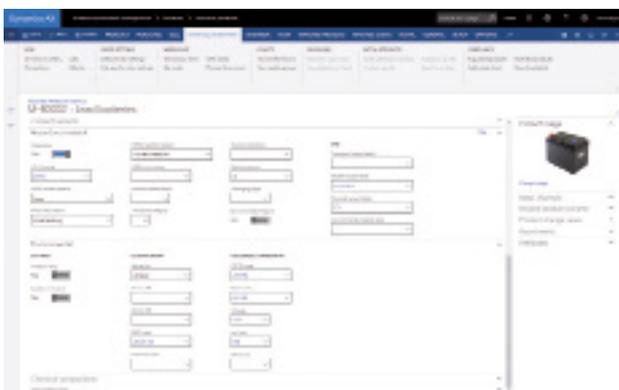


Hazardous waste

Extraordinary diligence is required, especially when transporting hazardous materials. This also includes adhering to legal provisions and carrying along the required documentation. cc|environmental services includes a strong foundation for hazardous materials, including integrated classifications and labelling.

Services:

- ▶ consideration of the required legal provisions
- ▶ regarding handling hazardous waste
- ▶ UN directives incl. dangerous goods classes, UN numbers and packaging groups
- ▶ ADR and GHS labelling and hazard texts



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FUNCTIONS & PROCESSES IN DETAIL

Reporting for authorities

All the participants in the industry know this: the maze of rules and regulations becomes more and more complicated every year and the national and international provisions become increasingly hard to understand. Keeping track of the information to be reported becomes more and more difficult and costs increase continuously. COSMO CONSULT consultants assist you in implementing even complex legal provisions and reports demanded by authorities.

cc|environmental services is already collecting many of the required data in a central system and can be adjusted flexibly to our customers' reporting requirements. COSMO CONSULT has already proven this flexibility and our expertise in European waste legislation in numerous national and international customer projects. For our customers, this has led to a reduction in the annual reporting effort and a decrease in the related costs.

Multi-company capability

Many waste management and recycling companies historically emerged from a merger of several specialised companies. In particular in our industry, this leads to sometimes complex corporate structures with branch offices, subcontractors and internal cost allocation. Microsoft's flexible multi-company capability makes the product a perfect fit for small, local businesses as well as large, international enterprises. Visualising regional and branch office structures and internal departments and cost centres is a breeze. Furthermore, one system covers different currencies, languages and financial requirements.



Recycling and sorting procedures

Classical waste disposers are a thing of the past — they have rather transformed into modern recyclers. Planning and management of joint and by-products have thus become important requirements for the dynamic industry which is expected to achieve high and pure quality of the recyclates. cc|environmental services assists in these manifold challenges.

Services:

- ▶ clear overview of amounts and values of the materials in stock
- ▶ straightforward visualisation of recycling, dismantling and mixing processes

CONNECTION MADE EASY

On-Board Computer and Telematics

Media and information disruptions between different systems can cost precious time and hence money. With its interface, cc|environmental services is open for the connection of common on-board systems.

Data such as routes, addresses/source of waste generation (including planned sequences), containers, materials and services can be transferred to third-party systems. Telematics data and service provision data can be transferred to the solution from third-party systems.

The advantages of a connection at a glance:

- ▶ reduction of the documents required by the driver by transferring the planned activities directly to the on-board computer
- ▶ real-time data feedback to the office reduces media disruptions
- ▶ allows target-actual comparisons thanks to improved data quality

Weighing terminals and truck weighbridges

Waste management and recycling companies feature a wide range of different locations, often also in remote regions. Some of them have automated weighing terminals allowing drivers and customers to swiftly deliver materials at any time. The changing price structures in the waste management and recycling industry have led to weighing systems finding their way directly into collection vehicles. This allows recording and assigning collected waste to collection addresses and even individual containers. cc|environmental services' open interfaces allow you to integrate even these remote and mobile weighbridges. Not only weighing data but pictures of loads, containers or licence plates can be transferred.





OUR VISION FOR THE FUTURE

Big data / Machine learning

ERP systems already form the backbone of many companies. By integrating central operative core processes, they provide a real treasure of historic information and data. Unfortunately, this potential lies idle in many cases.

Which customer could be interested in a container? When and where do we have to expect increased waste? Which machines or equipment require maintenance in the near future? The data of modern ERP systems can provide insight into these and many other questions. Using machine learning, COSMO CONSULT is already working towards recognising correlations in the data and thus supporting business decisions.

Business intelligence

ERP systems contain a multitude of different data. However, it is often difficult to keep track of all that and to extract the currently most important information.

COSMO CONSULT uses business intelligence for the ideal preparation of operationally relevant data. By using intuitive tools, they also become accessible to users with little experience. This leads to better decisions at all organisational levels.

Web and multi-device

In the past, ERP applications were limited to desktop workstations in office buildings. Today, mobile devices, such as smartphones and tablets, have found their way into working life. Being able to access information anywhere and at any time is becoming more and more important in our mobile world.

COSMO CONSULT is already working with integrated, device-independent mobile solutions towards providing the right information at the right time — no matter where you are.

The power of the cloud

Many waste management companies are faced with questions of IT and house increasingly growing IT departments. This removes important resources from the actual core processes. But what is the alternative?

COSMO CONSULT is already working towards enriching IT processes by using the cloud. Outsourcing individual components of the IT infrastructure increases flexibility and helps saving resources and costs — without losing control of your own data.



*YOUR COMPANY HIDES
AN ENORMOUS TREASURE:
INFORMATION.
IT IS HIGH TIME TO MAKE USE
OF THIS POTENTIAL.
SMART SOLUTIONS ARE THE FUTURE!*

DAVID APPEL
Product Manager,
COSMO CONSULT SI GmbH, Austria





OUR PARTNERS – EXCELLENT INTERNATIONAL NETWORK

COSMO CONSULT is your competent partner all across the globe. Due to COSMO CONSULT's excellent international network, we are able to provide ideal assistance to customers all over the world.



AXPACT World Alliance

COSMO CONSULT is a member of AxPact World Alliance, the network of the internationally most highly proven and respected Microsoft Dynamics 365 for Finance and Operations partners. This constitutes a real added value in particular in international projects. COSMO CONSULT even has a leading role in the management committee of this alliance.



Microsoft Partner Network

COSMO CONSULT is also a highly esteemed member of the international Microsoft partner network boasting gold competency status in five disciplines.

Global networking

Our excellent and growing network of partner companies with whom COSMO CONSULT cooperates in international projects is essential for the company's international success.



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HIGHEST-QUALITY INDUSTRY STANDARD



Cloud Solution Provider (CSP)

Certified for Microsoft Dynamics (CfMD)

cc|environmental services is certified for Microsoft Dynamics 365 for Finance and Operations. The CfMD certificate represents the highest accolade Microsoft awards for partner solutions. It officially confirms that cc|environmental services meets the standards and principles for the integration into Microsoft Dynamics 365 for Finance and Operations.

Within the framework of this certification, COSMO CONSULT's industry solution was carefully analysed, scrutinised according to strict regulations and surveyed by the independent international auditing institute Lionbridge Technologies Inc. The results achieved confirm the high quality of cc|environmental services.

Microsoft Competencies

COSMO CONSULT has been awarded coveted Microsoft gold competencies in the following disciplines: ERP, CRM, Collaboration and Content, Data Analytics and Server Platform.

COSMO CONSULT meets Microsoft's requirements in each of these disciplines and employs Microsoft-certified employees, whose technical know-how is tailored to the requirements of the customers.

Microsoft cloud service provider partner

COSMO CONSULT is an innovative pioneer and one of the first Microsoft cloud service provider partners in Austria. This Microsoft competence offers countless advantages, such as customized services and support opportunities with simplified billing scenarios of services for our customers.



COSMO CONSULT

OUR PROMISE.OUR AMBITION.

In our solutions, we use state-of-the-art technologies and proven standard products by Microsoft, which we optimise according to your specific requirements. This way, we create solutions tailored to your individual requirements and thus maximise the benefit for you.

Our tailored solutions

provide you with reliability! The reliability that “your” solution, on the one hand, fits perfectly and, on the other hand, is used profitably. By streamlining your company processes you lastingly reduce your costs. Your success can grow sustainably!

cc|environmental services is sure to also help your company streamline processes and thus create more value. Please arrange a non-binding consultation and let us find out together.

Contact us to make an appointment!



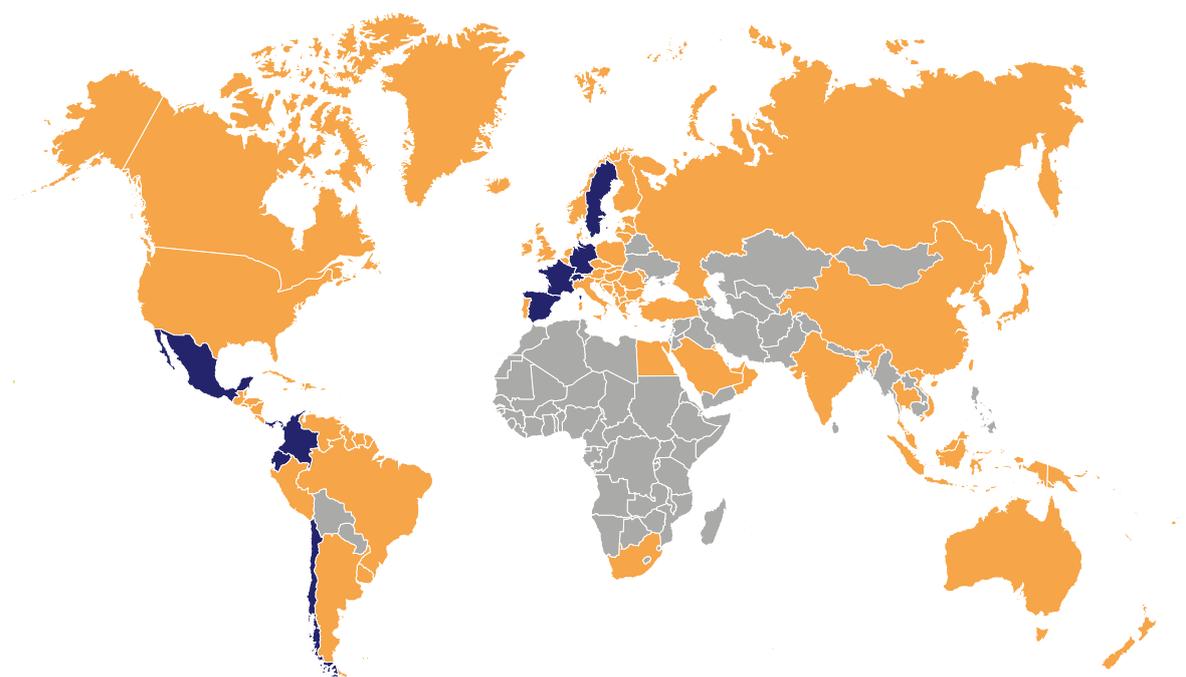
Dietmar Winterleitner
General Manager
COSMO CONSULT SI GmbH, Austria



*WE UNDERSTAND HOW YOU WORK AND THEREFORE
DELIVER MORE VALUE FOR YOUR COMPANY,
SO THAT YOU MASTER EVEN THE MOST COMPLEX BUSINESS TASKS
AND MAKE BETTER DECISIONS MORE QUICKLY!*

DIETMAR WINTERLEITNER
General Manager, COSMO CONSULT SI GmbH, Austria





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