



Case Study SUN

Environmental Outsource Solutions

Anne-Sophie Frankinet, for Sun Microsystems: "After months of struggling with the complexity of the Belgian WEEE implementation in the three regions, the intervention of Pincvision came as a relief. They quickly and professionally took over the entire lead of the process from end to end."

The Challenge

The incorporation of the WEEE directive into local Belgian law required SUN Microsystems Belgium, a B2B EEE producer, to submit a detailed Waste Prevention and Management Plan (WMP) to each of Belgium's three regional environmental authorities.

Each region in Belgium applies its own implementation of the WEEE directive, and as a result, companies must meet the requirements for all three regions to ensure compliance. In addition, they must report sales data and information on reverse logistics and asset recovery individually for each of the three separate regions.

Structuring and implementing a WMP required the collaboration of local and centralized SUN resources. This collaboration in turn required a great deal of coordination and communication within the company.

No Enterprise Resource Planning (ERP) software had ever been designed with a concession for three separate regions. Normally, the solution would have been to build a new interface to retrieve this 'put on the market' and returns data by individual region. However, with the implementation of SUN's new Integrated Business Information Solution looming on the horizon, building an interface with the old version was not an option.

Local SUN management decided to focus its attention on their core business, and appointed Pincvision to write the WMP. This way SUN could be sure that it would meet the requirement set by the Belgian authorities. SUN had to complete, and obtain approval for the individual WMP preferably without the need to put pressure on internal resources. Given the limited availability of IT resources at SUN, Pincvision had to find a cost effective solution for the related data issues.

Summary

- *Complex, multijurisdictional legislation*
- *Limited available resources*
- *Separation of data requiring additional IT interfaces*
- *No gain for local business, only less burden*

The Results

Pincvision designed a project plan that enabled SUN to stay focused on its core activities, while Pincvision structured the WMP and collected the necessary data.

In this way SUN would not be saddled with a temporary increase in workload due to the WEEE compliance process and also eliminate the need to spend a large amount of time studying the local requirements. Best of all, SUN would not need to squander the money to build a new interface with the earlier Oracle version to retrieve the necessary data.

During the operational phase, Pincvision managed to allocate the data to the three regions by combining various software applications. The tool that was developed would also enable Pincvision to report on SUN's behalf in the interim period until the new ERP software is introduced. This solution made a substantial contribution to the cost savings gained through outsourcing.

During the data collection phase, Pincvision retrieved the information it required independently: whether it was from SUN locally or centrally, or from its recycler or transporter. Throughout the entire process, Pincvision acted on SUN's behalf in its contact with the Belgian authorities, answering questions and providing additional information where requested. All efforts were geared towards minimizing SUN's workload.

Pincvision completed the entire WMP within two months and received approval in Flanders on March 2008. In addition, Pincvision is supporting SUN in the reporting requirements on an ongoing basis, and will compile and file the WEEE declarations in all three regions in Belgium. This support will allow SUN to continue to concentrate on its core activities.

Summary

- *Implementation by means of a project plan*
- *Completion on schedule and by due date*
- *Flexible solution of data issue*
- *Net cost savings achieved through outsourcing*
- *Maintaining focus on core activities*

Pincvision

Do what you're good at. That is the key to achieving success in business. For Pincvision, this is 'in compliance without borders'. We are the compliance expert in cross-border commerce. There are no limits to our knowledge, which covers the legislation and regulations for the entire EMEA region. And there are no limits to our services, which extend from advice, to the streamlining of processes and taking over the execution of these processes.

A business must focus on its core activity. However, there are also many activities and obligations which are not part of this core, yet are essential to the company's survival. Such as legislation and regulations when it comes to import and export.

This is where Pincvision can help. For you, compliance may be an inevitable burden. For us, it is our core business. After all, this is our core activity. Sun has experienced this first-hand, and now confidently leaves these processes to us.

Pincvision is a compliance expert when it comes to Customs, Intrastat, VAT, Environmental and Export Documents. This makes Pincvision a unique complete outsourcing solution for multinationals. Involved and reliable.

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