



## Case Study Cisco

### *Environmental Reporting Outsource Solutions*

*Duncan McCann, for Cisco Systems: "Pincvision is a valuable partner to Cisco because it ensures that the regular WEEE compliance reporting is something that I do not have to worry about."*

## The Challenge

August 2005: the European Parliament introduces the new WEEE directive (Waste Electrical and Electronic Equipment). EU member states must translate this directive into national legislation, resulting in a vast number of differences between the countries. Differences in definitions, classifications, registration options and the content and frequency of reports.

Companies are required to comply with legislation which demands that reports are submitted in every EU country they put electrical and electronic equipment for the first time on the market.

These requirements apply to Cisco in a number of member states. Cisco even went one step further. It decided to take over the WEEE responsibilities for its partners selling Cisco products on the market. In order to put this goal into action, the Cisco WEEE ops team was set up. The team was assigned the task of identifying the statutory requirements for each EU member state and to register Cisco where possible. In addition, the team is responsible for submitting the required WEEE declarations.

However, as the team quickly discovered, creating reports and submitting declarations are time-consuming activities. Knowledge of WEEE legislation had to be combined with data processing skills. This combination of skills was not immediately at the disposal of the members of the team. The development of these skills would require too much time, and would also mean slowing down the progress of the WEEE ops team's core activities. The team was also under pressure to submit reports on a continual basis within specific deadlines.

The data specifically required for the declaration was not easy to combine in the ERP systems. Additional skills had to be developed for this purpose, such as specialised data analysis and processing. An expansion of the team would however lead to an increase in the fixed costs which did not fit within the Cisco strategy.

## The Results - Three years later

For Cisco, a timely and accurate WEEE declaration is essential to remaining compliant. Outsourcing the preparation and submission of the WEEE declarations to Pincvision gives companies the guarantee that all of their declarations will be submitted by the specific deadline. Regardless of whether the declarations must be submitted monthly or annually, Pincvision ensures the desired level of continuity.

The Cisco team gradually transferred responsibility to Pincvision based on precise communication and mutual trust. Cisco has various sources of information from which the necessary data must be deduced. Cisco's products fall under the B2B as well as the B2C definition, which makes a difference in terms of the declaration requirements. In order to do justice to these differences, special tools have been developed which generate the necessary data for each Cisco brand. Since that time, Cisco no longer has any worries when it comes to the WEEE declarations.

Pincvision has the knowledge and experience necessary to prepare reports and submit declarations. Pincvision has anchored its internal processes so as to ensure a constant focus on the prompt submission of declarations. The WEEE ops team no longer has to concern itself with the WEEE declarations, freeing up more time to focus on its strategic tasks, activities which generate more added value for the Cisco organization.

Pincvision is well-versed in all of the details of the environmental legislation and all of the obligations arising from these laws for the 27 EU member states plus Norway and Switzerland. The expertise it has acquired on European environmental legislation is rapidly expanded to include worldwide coverage.

Management reports are drawn up in consultation with Cisco, making Pincvision's activities transparent. The resulting overview makes managing relatively complicated compliance processes a lot easier.

## 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. Cisco 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.

Also interested in carefree compliance? Call for an appointment: +31 (0)314 695 200 or send us an e-mail: [info@pincvision.com](mailto:info@pincvision.com) or send us a request to receive our brochure.



**DON'T DO IT YOURSELF... DO IT PINCVISION!**