



EL:CON sharpens competitive edge with digital contract management

Tuning the business with digital tools

With 20 locations and more than 850 employees, EL:CON is a nationwide player in the field of electrical engineering in Denmark. And they have an ambitious plan for continued longterm growth. At the foundation for these ambitions, you find a comprehensive digitalization strategy, that involves both the corporate offices and the teams on the road.



With Dynamics NAV and Next® Invoices, we have come a long way in our digitalization efforts. Expanding our digital tool-box adds more structure and efficiency to our business.



- Niels Bering Larsen
CIO, EL:CON

Rogue contracts from 20 departments tamed

EL:CON's tech-driven business strategy allows no loose ends in their everyday quest for operational efficiency. Especially when it comes to their handling of business-critical documents. Construction contracts, service contracts, purchase agreements, leasing contracts, sales offers, and even terms and conditions. Documents that used to be managed individually by 20 departments. Saved on file servers, or hidden in binders. Relying on human memory to find, renew, cancel, or renegotiate on time. A costly burden to handle for any modern-day business — regardless of the industry or geography.



We needed a way to easily manage our contracts. Structured and secure. And with a minimum of internal effort. Next® Contracts turned out to be the obvious choice

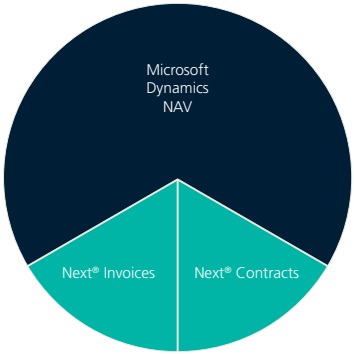


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CIO, EL:CON

Dynamics NAV integration without any hassle

With Next® Contracts, EL:CON avoided many of the headaches you risk with a new piece of software. Having used Next® Invoices — another tool from the Next® Digital Workplace suite — the expectations were clear. Easy integration with NAV. No duplication of customer data or users. Easy, modern, and lightning fast user interface, that most users already knew well. The latter, particularly important to a growing company where fewer platforms ease the integration of new staff.

Next® Invoices and Next® Contracts
are closely integrated with
Dynamics NAV



Facts

Founded
1984

Employees
850+

Locations
20

Industry
Electrical engineering

Business system
Dynamics NAV

Turnover
€ 93 m

Easy and compliant

Right out of the box, Next® Contracts provides EL:CON with a structured overview, and an easy-to-use platform for knowledge sharing. And in a secure and GDPR compliant way. Up to date information is available at a click of a button, for anyone with permissions. Company sensitive information is well protected. And so is personal information according to GDPR, with automatic removal of outdated records.

Version control keeps track of all revisions, and automatic reminders help them keep important deadlines for renegotiations and followup.

Embracing a digital future with Next®

With a clear digital vision in mind, EL:CON pays great attention to their IT landscape. That's why, the clear roadmap of Next® and the complementing mobile app was an important plus. For EL:CON, Next® Contracts services today's and tomorrow's contract management needs.



Immediately, we enrolled 150 users. Soon, we'll extend Next® Contracts to our service teams. On the road most of the time, they will access and review agreements right out of their pocket.



- Niels Bering Larsen
CIO, EL:CON

Managing contracts on the go
- the Next® way

