

# SUCCESS STORY

Customer: Nehlsen  
Country: Germany  
Industry: Waste and resource management

Nehlsen GmbH & Co. KG belongs to the  
Top 10 environmental management  
companies in Germany.



# OPTIMISING ECOLOGICAL EFFORTS

The company Nehlsen GmbH & Co. KG has firmly anchored the sustainable conservation of valuable resources in their corporate philosophy. In 2009 Nehlsen internally established the project “pro klima” (pro climate) with the company’s commitment to align their entire business activities on ecological aspects. TGIS’ MDS strategy e-CONCEPT brings the company closer to this corporate goal: The world’s first Eco MFP for multiple reuse of paper and the Carbon Zero Initiative for climate-neutral printing are just two examples of sustainable environmental protection – and were decisive factors for Nehlsen to realise the MDS project with Toshiba TEC.

Nehlsen GmbH & Co. KG belongs to the Top 10 environmental management companies in Germany – the project “pro klima” is a key component of the corporate philosophy. The concept was established to ensure sustainable conservation of resources. It includes the reduction of energy consumption through extensive insulation measures in buildings as well as integration of renewable energies, fuel reduction through improved vehicle technology and route planning, increased efficiency in machinery and equipment, saving fossil fuels and the promotion of the employees’ environmental awareness.

“Our Board of Directors is also very pleased with the potential savings particularly in the environmental area.”

– André Lüllmann  
Head of Purchasing at Nehlsen

## Heterogeneous system environment

The system environment at Nehlsen was very heterogeneous due to acquisitions and growth over the years. In 2012, the Purchasing Department at Nehlsen initiated first discussions with different providers - originally to obtain a uniform contract form for the existing MFPs. But it quickly became apparent that a detailed analysis of the current situation was advisable and appropriate.

In early 2013, the Toshiba TEC Direct Sales team conducted the site inspection at Nehlsen’s locations. All systems, the counter readings and the current configurations were recorded. The work processes were analysed as well to not only achieve technical optimisation but also improvement of the workflows.

The results of the e-CONCEPT analysis brought the responsible persons at Nehlsen to work out a target system environment to be requested at several providers.

## Environmental benefits

Toshiba TEC not only fulfilled the requirements regarding systems and configurations, but by integrating environmental aspects Toshiba TEC could clearly differentiate from the competitors: With the Carbon Zero Initiative the company compensates the CO<sub>2</sub> footprint of its A3 MFPs including the first 250,000 printed pages by investing in sustainable projects for climate protection. This allows Nehlsen a climate-neutral operation of the systems. Another, even more important environmental aspect for Nehlsen is the integration of the world’s first Eco MFP with separate reusing device for multiple reuse of paper. With the Toshiba e-STUDIO306LP/RD30 paper consumption can be reduced in certain office areas up to 80 % by using one sheet five times on average. Thereby also the CO<sub>2</sub> emission and water consumption needed for paper manufacture are reduced or rather avoided.

## THE RIGHT CHOICE

“Toshiba TEC’s ,Eco‘ e-CONCEPT with aspects like the Eco MFP and the Carbon Zero Initiative definitely brings us closer to our corporate goal in line with our ‘pro klima‘ project. Our Board of Directors is also very pleased with the potential savings particularly in the environmental area”, explains André Lüllmann, Head of Purchasing at Nehlsen.

Thanks to the integration of the systems in e-CONCEPT Nehlsen benefits from considerable cost saving. The energy consumption could be reduced significantly and the reduction of the CO<sub>2</sub> emission is even more than 50%. André Lüllmann:

“We definitely made the right decision!”



**e-STUDIO306LP**



**e-STUDIO RD30**



## ABOUT NEHLSSEN

Nehlsen GmbH & Co. KG was founded in 1923, the headquarters are located in Bremen, Germany. The progressive organisation offers innovative services in the key business areas of waste and resource management, waste water management, plant planning, building and operation and security services. More than 4,000 employees are based in 60 different locations throughout Germany and Europe. The company is one of the Top 10 environmental management companies in Germany.

Now in the third generation of family ownership, Nehlsen is a company based on traditional values with a forward-thinking approach striving for environmental sustainability. The team offers cutting-edge solutions and provides services to the customers for waste and resource management, plant planning, building and operation and security services.

## About Toshiba Tec

Toshiba Tec Germany Imaging Systems GmbH is part of the globally operating Toshiba Tec Corporation, active in various high-tech industrial sectors.

Toshiba Tec Corporation is a leading provider of information technology, operating across multiple industries - ranging from retail, education and business services to hospitality and manufacturing. With headquarters in Japan and over 80 subsidiaries worldwide, Toshiba Tec Corporation helps organisations transform the way they create, record, share, manage and display information.

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**It is based on our belief that the most successful organisations are those that communicate information in the most efficient way .**

**We make that possible through an integrated portfolio of industry-specific solutions, all of which reflect Toshiba's commitment to the future of the planet.**

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