

Eticor Customer Success Story

## Hesse Lignal uses the digital management tool GEORG to implement compliance regulations both effectively and efficiently.



### **Company**

Hesse GmbH & Co. KG

### **Company size**

430 employees, area: 100,000 m<sup>2</sup> of which 10,000 m<sup>2</sup> production area

### **Industry**

Chemistry

### **Products**

Lacquers and stains

### **GEORG Modules**

GEORG Legal Manager, GEORG Corporate Manager,  
GEORG Approval Manager, GEORG Supplier Manager

## 1. The Challenge

### Which challenge(s) did you face before implementing the GEORG Compliance Manager® (GEORG)?

Before implementing the GEORG compliance management software in our company, it was almost impossible for us to delegate and control the multitude of compliance tasks in a transparent and legally compliant manner. In addition, the responsibilities of the tasks that had to be fulfilled were often not clearly defined, which meant that there were no binding obligations to fulfill.

### Which goal(s) were to be achieved with the implementation of GEORG?

The implementation of GEORG is intended to provide a transparent overview of the individual legal modules that are relevant to us. It is also important for us to be able to keep track of the updating process for the legal registers and thus get an overview of applicable changes.

In addition, a sensible and proportionate use of resources is a relevant issue for us. In accordance with this idea, we have also set ourselves the goal of completely eliminating unnecessary time expenditures for the creation of necessary legal registers via Excel through the implementation of GEORG.

Another goal we are pursuing with the implementation is on the one hand to ensure legal protection for our management and on the other hand also for our employees.

## 2. The Solution

### What were the reasons for choosing Martin Mantz Compliance Solutions and GEORG?

We chose GEORG because we liked its intuitive handling. Furthermore, the collaboration between the Martin Mantz Compliance Solutions staff and our engineers allowed us to create a customized product for us and to design processes effectively.

We also believe that the concept of clear responsibilities, as it is implemented in GEORG, makes a lot of sense. This establishes accountability and transparent processes within the company.

Another aspect that appeals to GEORG is the individual combination of individual software modules. This allowed us to configure a custom-fit solution for our company, which can also be expanded at any time.

### How does GEORG help with addressing the challenges you mentioned above and how and in what way does GEORG add value to your company?

GEORG generates clear added value for our company in terms of time spent, as responsibilities are distributed more easily. In addition, we get clarity about which legal requirements our company actually has to fulfill.

Thanks to the scheduled GEORG tasks, we meet the respective legal deadlines and can see at a glance which tasks are due next.

The easily understandable GEORG tasks not only contribute to a legally compliant implementation of the legal obligations, but also make it easier for us to implement and document the ISO standards in a certification-secure manner.





### 3. Implementation

**How did the implementation of GEORG Compliance Manager® go? Have there been any challenges?**

The implementation of GEORG was very time intensive. It was necessary to accompany all users, especially the executives, during the introduction of GEORG and thus increase acceptance.



**The greatest benefit of GEORG is the translation of company-specific laws and regulations into simple and understandable tasks**

Hans J. Hesse, Managing Director at Hesse GmbH & Co. KG

**Did you experience any challenges during the implementation? How did you and the team from Martin Mantz Compliance Solutions deal with these challenges?**

The first obstacle that our internal managers had to overcome was the administrator training, in which the tasks that had to be performed were delegated to specific employees. The legally compliant delegation of tasks had to be trained in advance by the team members of Martin Mantz Compliance Solutions on our premises.

In the beginning, our employees also found it difficult to differentiate between the different types of tasks in GEORG. Especially the meaning and use of so-called „permanent tasks“ took us additional time.

**Throughout the implementation process, what aspects did you find particularly remarkable and positive?**

A particularly positive aspect for us is the good accessibility of the team from Martin Mantz Compliance Solutions. Our contact person is always available and responds quickly to our questions in a results-oriented manner.



## 4. Results and opportunities

### Since implementing GEORG, what positive changes have you seen in your company?

The decision to implement GEORG in our company has put our legal compliance on a comprehensive level. This has been of great benefit to both the management and the employees.

Despite the fact that new tasks have been added to us, compliance implementation has become much easier for us, which is why we no longer want to do without it.

### Your personal outlook for the rest of the project and/or future projects in your company.

We would like to continue to keep our processes up-to-date with the GEORG Compliance Manager® and to support our employees and managers with the numerous legal requirements and tasks.

### Would you recommend us to others? And why?

We would recommend Martin Mantz Compliance Solutions to others, as legal compliance reflects one of the most important topics for a company. It is not for nothing that this is requested in all management systems, as it represents one of the basic building blocks of corporate management..

Dear readers

This Customer Success Story refers to the experiences with the GEORG Compliance Manager®.

Our rebranding has changed our brand name as well as the name of our Compliance Management software: **GEORG Compliance Manager® has become Eticor.**

The core remains the same: Therefore, the aspects mentioned within the success story remain the same and can be equally applied to Eticor.

Further Eticor Success Stories can be found [here](#).

## Make an appointment

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